

FEBRUARY 12, 2025

# Newsletter



Anne Arundel County Association of REALTORS®

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2025 AACAR



**KNOCK IT  
Out Of The Park**

CONVENTION & TRADESHOW

**MARCH 6TH**

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Register for the **2025 AACAR Convention** between **February 10 – 17th** for a chance to win free Sentrilock dues!

**Already registered for the convention?** You'll be automatically added into the drawing.



**Member Resources**

**Sentrilock fees are due on March 1st!** In order to avoid late fees, payment must be made by March 16th.

[Visit the AACAR Web Portal](#)



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Education provided by The CE Shop.



**The CE Shop** **AACAR**  
ANNE ARUNDEL COUNTY ASSOCIATION OF REALTORS

Valid 2/12. Visit Terms and Conditions for details.

***You'll Swoon Over These Savings!*** On Wednesday, February 12th, fall head over heels with 40% off all real estate courses when you visit **The CE Shop** and use the promo code LOVE40 at checkout.

**NAR Applications for 2025 Good Neighbor Awards Now Open**

**Educate**

2025 AACAR



CONVENTION & TRADESHOW

# CLASS SCHEDULE

***New classes have been added to the schedule!*** Get ready for an even more exciting 2025 AACAR Convention, now less than a month away.

8:00 AM - 10:00 AM:

**Fair Housing (C)**

Cleo Pappas | 2 hours of CE

8:00 AM – 11:00 AM:

**Code of Ethics (D)**

Kim Link | 3 hours of CE

8:00 AM - 11:00 AM:

**Contracts for the Newly Licensed (J)**

Kelly Human | 3 hours of CE

8:15 AM – 11:15 AM:

**Legislative Update (A)**

Ana Ferguson | 3 hours of CE

8:15 AM – 11:15 AM:

**MREC Supervision (I)**

David Norkus | 3 hours of CE

8:30 AM – 11:30 AM:

**BRAD-SD (K)**

Sandra Stewart | 3 hours of CE

1:00 PM – 2:00 PM:

**Panel Vision: 2025 Navigating the New Normal of Real Estate**

Douglas Smith, Joey VanDaniker, Gina White, David Orso, Greg Fisk

1:00 PM – 2:30 PM:

**Homeowners Insurance Things to Know (F)**

Erin Lewis | 1.5 hours of CE

1:00 PM – 3:00 PM:

**Fair Housing (C)**

Cleo Pappas | 2 hours of CE

1:00 PM – 4:00 PM:

**Code of Ethics (D)**

Kim Link | 3 hours of CE

1:00 PM – 4:00 PM:

**Legislative Update (A) Critical Area, Deconstructed**

William Bower | 3 hours of CE

1:00 PM - 4:00 PM:

**Brokerage Relationships & Disclosures (H)**

Ana Ferguson | 3 hours of CE

1:15 PM - 4:15 PM:

9:00 AM – 11:00 AM:  
**Property Research (F)**  
Beth Hoyt | 2 hours of CE

10:15 AM - 11:45 AM:  
**Trafficking in Real Estate (F)**  
Candice Parrott | 1.5 hours of CE

11:00 AM - 12:00 PM:  
**Mastermind Session #1**  
**Innovative Ways to Stand Out in a Crowded Market**  
Colleen Smith, Kristi Neidhardt, Jen Schaub, Jen Holden, Rachael Acevedo

## **Property Management & Landlord & Tenant Laws (M)**

Mary Groven | 3 hours of CE

3:00 PM - 4:00 PM:  
**Mastermind Session #2**  
**The Art of Storytelling**

Nancy Gowan, John Collins, Phil Gerdes, Rachael Acevedo

3:00 PM - 4:30 PM  
**Imposters (F)**  
Cheryl Odell-Duffy | 1.5 hours of CE

3:15 PM - 4:45 PM  
**Preparing for Home Inspection (F)**  
Stephen Showalter | 1.5 hours of CE

## Engage



[Tickets](#)

### ***Join AACAR's YPN Committee for a Pre-St. Patrick's Day Celebration!***

Whether you're looking to expand your network, make new connections, or just enjoy a laid-back happy hour, this event is the perfect opportunity. Show up in your favorite shade of green! Everyone is welcome, so feel free to bring along your colleagues, friends, and business cards.

Includes 2 drink tickets and light appetizers  
\$5 per person  
\$10 for walk-ins

*Interested in sponsoring this event?*  
Email [lisa@aacar.com](mailto:lisa@aacar.com)

## Advocate

# SUPPORT BILL NO. 2-25



**Bill No. 2-25 is a critical initiative that encourages the redevelopment of underutilized commercial properties into modern, vibrant, and environmentally sound developments.**

This bill aligns with the Yes In My Backyard (YIMBY) Act, **promoting smart growth policies by revitalizing existing developed areas—not expanding into new land—and improving infrastructure without unnecessary sprawl.**

- Encourages **redevelopment of already developed properties** to create vibrant communities.
- **Repurposes underutilized commercial parcels** into housing and mixed-use developments.
- **Improves infrastructure** and **addresses traffic concerns** through smart planning.
- Reduces redevelopment fees to **attract investment in sustainable growth.**
- Modernizes zoning policies to create **more housing opportunities without unnecessary sprawl.**

***NEXT PUBLIC HEARING: February 18, 2025***

Anne Arundel County Association of REALTORS® strongly supports Bill No. 2-25, a critical initiative that encourages the redevelopment of underutilized commercial properties into modern, vibrant, and environmentally sound developments. [Learn more.](#)

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## Welcome to our new affiliate members!

Joey VanDaniker | [Universal Title](#)  
Stephen McClung | [Manor Title, LLC](#)  
Teresa Carpenter | [Teresa Lynn Creations](#)  
Rachael Acevedo | [Frame House](#)

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## Upcoming Events

### [2025 AACAR Convention](#)

Date: March 6th

Location: LIVE! Casino & Hotel

### [YPN Committee's St. Patrick's Happy Hour](#)

Date: March 13th

Location: O'Loughlin's

Have you downloaded the AACAR App?

Download on the App Store



GET IT ON Google Play



**Maryland REALTORS®  
Commercial Symposium**

Date: March 20th

Location: College Park Marriott  
Hotel & Conference Center,  
Hyattsville, MD

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