

MAY 13, 2026

Newsletter



Anne Arundel County Association of REALTORS®

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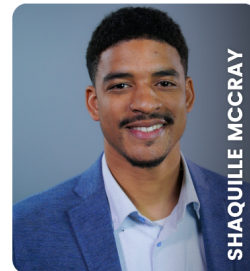
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**Connect
With Us!**



THANK YOU

FRAME
HOUSE



How do you define accountability? What keeps you going through rough times?

Hear from top producers as they answer these questions and more during the YPN Committee's Top Agents Panel and Happy Hour this afternoon from 3-5 PM!

Panelists: Kevin Brown, Shaquille McCray, and Stephanie Smith
Moderator: Jenn Klarman

Sponsored by [Frame House](#) and [Main Street Home Loans - Severna Park](#)



Reserve your spot

Educate

NEW SATURDAY SUCCESS SERIES

UP NEXT >

**YOU'RE PAYING
FOR IT, ARE YOU
USING IT?**

**May 16, 2026
9:00 AM - 9:45 AM**

Pam Batstone, 2026 AACAR President, and Past President, Greg Fisk, will share the value proposition of AACAR membership and tools and resources you might be missing out on.

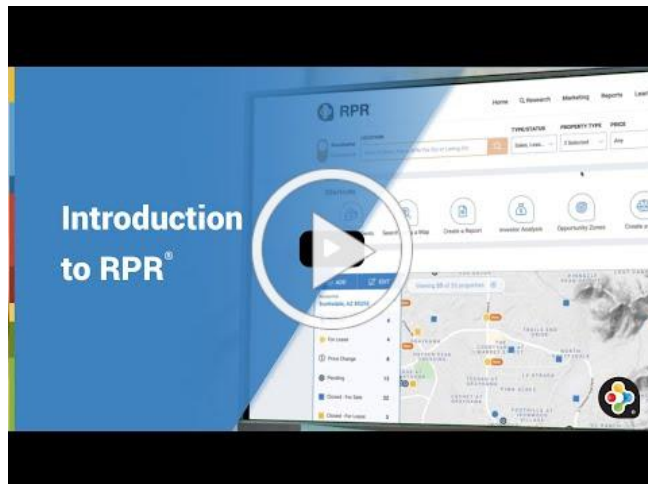
**JOIN THE ZOOM
CALL AT
[BIT.LY/SSSAACAR](https://bit.ly/SSSAACAR)**

*Hosted by the AACAR
Education Committee*



Sharpen your skills, stay ahead of industry trends, and get more value from your AACAR membership!

Join the Zoom Call



UPCOMING CLASSES

VIRTUAL Legislative Update (A)

Thursday, May 14th
10:00 AM - 1:00 PM

VIRTUAL Code of Ethics (D)

Tuesday, May 19th
10:00 AM - 1:00 PM

VIRTUAL Contract Review (F)

Thursday, May 21st
10:00 AM - 11:30 AM

brightMLS
**Association
Trainings**

Thursday, May 21, 2026
11am

NEW! Listing Management Experience

AACAR
ARIZONA ASSOCIATION OF REALTORS

REGISTER at BrightMLS.com/AACAR



VIRTUAL Brokerage Relationships & Disclosures (H)

Tuesday, May 26th
10:00 AM - 1:00 PM

**Bundle and save
on your continuing
education classes!**

JUNE 23RD & JUNE 25TH

RESERVE
YOUR
SPOT
TODAY!



COMMERCIAL CURIOUS?

What Residential Agents Need to Know

Real stories. Better questions. Stronger referrals.

JUNE 10TH

1:00PM - 2:30PM

AACAR
1521 RITCHIE HIGHWAY,
SUITE 203, ARNOLD, MD

Commercial insight without the intimidation



**JUSTIN
MULLEN**
Hyatt
Commercial



**MICHAEL
CERRITO**
Cerrito
Realty



**MIKE
STAMPER**
Murphy
Business Sales



**GREG
FISK**
Moderator
Douglas Realty

**For agents who want to recognize opportunity
sooner and serve clients with more confidence.**

Advocate

DO YOU KNOW WHAT AN "FPC" IS?

**BY MAX
GROSS, GAD**



Do you know what an "FPC" is?

There's something fairly unique in NAR's advocacy structure relative to most other associations, and it's given the industry a big advantage in federal policymaking for years. It's called the Federal Political Coordinator (FPC), and one is assigned to every member of Congress. The thinking goes that there are REALTORS® everywhere and most congresspeople have bought or hope to soon buy a house. Let's leverage that reality to pair a REALTOR® with a congressperson and

build individualized relationships so that we can advocate and educate before an issue becomes a pressing matter.

[Read More](#)



Session Wrap Up Webinar with the Maryland REALTORS® Advocacy Team | Thursday, May 28th | 1:00 PM

Communicate

New Scam Alert | Unknown Lead Zoom Meeting

New scams are constantly emerging to ensnare consumers and agents. One of the latest involves a new but unknown lead who contacts an agent to meet on Zoom (or other platforms) because they are otherwise unavailable. They have attached a link or are willing to send the agent a link to meet online.

Clicking an unknown Zoom or online meeting link from an unverified lead can install malware or a virus that compromises the agent's device, exposing sensitive client data, login credentials, and transaction details.

The repercussions can include financial losses from fraud, costly remediation (IT forensics, system recovery, legal fees), regulatory penalties for data breaches, and potential liability to affected clients. The time required to address such an incident—and the potential harm to an agent's reputation—can also be significant and costly.

Simple suggestions of alternative methods of communication including sending your own link or offering to call them directly with an explanation about concerns for cyber security can save agents a lot of time and money.

Think before you click!

[Seller Scam Flyer](#)



Non-Bluetooth Lockboxes Retire August 31, 2026

After August 31st, 2026, Non-Bluetooth lockboxes will no longer work.

Upgrade to new SentiGuard lockboxes for the discounted price of \$110 + tax per box when you retire a non-bluetooth lockbox.

[Schedule an Appointment](#)



How are you staying safe?

[Access your FREE Tether
RE Subscription](#)



Photo Disclaimer: The image shown above is for inspiration and illustrative purposes only. The actual wall may look different.

Don't forget to submit your best Anne Arundel County photos for AACAR's new lobby display!

[Lobby Photo Contest Guidelines
& Details](#)

[Download AACAR's REALTOR® of
the Year Application here](#)

[Nominating Application](#)



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Presented by
Kelly Erdman

Kelly.Erdman@tasconline.com

Direct Line 608-316-2450

www.tasconline.com

Special Free Educational Meeting/Presentation for AACAR Members!: Health Savings Accounts (HSA): The Benefit That Can Have the Greatest Impact for Your Employees' Futures

Date: Wednesday, June 24th, 2026

Time: 1:00 PM – 2:00 PM

Microsoft Teams meeting

Join:

<https://teams.microsoft.com/meet/221403088033078?p=TzuLYSLvSynKILQJqC>

Meeting ID: 221 403 088 033 078

Passcode: 2AZ7HZ6Q

AACAR Webinar attendees are eligible for discounts off of all TASC services. Discounts are only available for AACAR members. TASC Discount code: AACR

Engage

Community Service Committee

BINGO

Fundraiser

FRIDAY **JUNE 12th** | SEVERNA PARK **ELKS LODGE**
160 Truck House Rd. Severna Park, MD 21146

AACAR
ANNE ARUNDEL COUNTY ASSOCIATION OF REALTORS



Join AACAR's Community Service Committee as they celebrate NAR's National Week of REALTOR® Volunteering with two volunteer opportunities!

Oyster Restoration

Wednesday, June 3rd
9 AM - 2 PM

Come be part of a hands-on experience as we build oyster cages for ORP's Marylanders Grow Oysters program. You'll learn how oysters are helping restore the Chesapeake Bay and play an active role in one of the largest oyster restoration efforts in the country—one cage at a time.

Orphan Grain Train

Thursday, June 4th
10 AM - 1 PM

Spend a few hours helping sort, pack, or load shipping containers that support communities around the world.



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YOUR CAR RENTALS**



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Avis Rent-A-Car System LLC and its subsidiaries operate one of the world's best-known travel brands with 5,000+ locations in more than 165 countries.

[Learn More](#)

Upcoming Events

Top Agents Panel hosted by the YPN Committee

Date: May 13th

Location: AACAR Training Room

RCSC Volunteer Day: Oyster Restoration

Date: June 3rd

Location: Annapolis, MD

RCSC Volunteer Day: Orphan Grain Train

Date: June 4th

Location: Millersville, MD

RCSC Bingo Night Fundraiser

Date: June 12th

Location: Severna Park Elks

SAVE THE DATE **40th Annual Billy Goodall Charity Golf Tournament**

Date: September 8th

Location: The Golf Club at South River

[Become a Member](#)

[Email AACAR Today](#)

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1521 Ritchie Highway, Suite 300
Arnold, MD 21012
Ph:410-544-4554

AACAR | 1521 Ritchie Hwy. Ste. 300 | Arnold, MD 21012 US

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