

MAY 20, 2026

Newsletter



Anne Arundel County Association of REALTORS®

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**Connect
With Us!**



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

Did you capture great Blue Angels photos? We'd love for you to submit them to our Lobby Photo Contest for a chance to have your work featured at the AACAR office!

We're looking for high-quality photos that highlight the beauty, history, landmarks, and life of our county.

Lobby Photo Contest Guidelines & Details



**UPDATE
YOUR INFORMATION**



**Has your primary field of business
changed?**



Don't forget to update your information in our system or email kerry@aacar.com.

Communicate



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](#)



Thank you to everyone who attended the Top Agents Panel and Happy Hour hosted by the YPN Committee!

Panelists Kevin Brown, Stephanie Smith, and Shaquille McCray shared invaluable insights with attendees. They covered everything from lead generation to celebrating and redefining wins. Thanks to our amazing moderator, Jenn Klarman!

A special thank you to our sponsors **Frame House** and **Main Street Home Loans - Severna Park!**



How are you staying safe?

Tether RE is built specifically for real estate professionals like you, offering multiple layers of protection that start before you go, and follow you in the field.

Access your FREE Tether RE Subscription

Thanks again to YPN committee member, Rob Shepherd, for coordinating the event!

Download AACAR's REALTOR® of the Year Application here

Nominating Application



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=TzuLYSLvSynKILOJqC>

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

NEW

SATURDAY SUCCESS SERIES



A DEEP DIVE INTO BRIGHT MLS

June 6, 2026
9:00 AM - 9:45 AM

Donna Roberts, Customer Success Coach, will cover Bright's new Listing Management system to help you get more done with less effort.



HIDDEN REBATES YOU SHOULD BE USING

June 20, 2026
9:00 AM - 9:45 AM

Discover little-known home energy audit insights and amazing rebate opportunities with Bobby Davidson to help you add real value for your clients.



GROW YOUR PERSONAL WEALTH & HELP YOUR SOI DO THE SAME

June 13, 2026
9:00 AM - 9:45 AM

Learn how to grow your wealth and help your sphere do the same through short-term rentals with iTrip owners Sean and Jennifer Degnan.

JOIN THE NEXT SATURDAY
SUCCESS SERIES ZOOM CALL AT

BIT.LY/SSSAACAR

Hosted by the AACAR
Education Committee



ZOOM LINK

Join an upcoming Saturday Success Series session at bit.ly/sssaacar.

UPCOMING CLASSES

VIRTUAL Contract Review (F)

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

bright^{MLS}
Association Trainings
Thursday, May 21, 2026
11am
NEW! Listing Management Experience

REGISTER at BrightMLS.com/AACAR



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.

VIRTUAL Brokerage Relationships & Disclosures (H)

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

VIRTUAL Fair Housing (C)

Tuesday, May 28th



THE HEART OF THE
DEAL: UNLOCKING THE
EMOTIONAL ASPECTS
OF REAL ESTATE

JULY 16TH
1:00 PM - 2:30 PM

📍 AACAR TRAINING ROOM



INSTRUCTOR
NOAH KAYE



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

JUNE 23RD & JUNE 25TH

RESERVE
YOUR
SPOT
TODAY!



Maximize your learning while minimizing costs when you register for the bundle or pick and choose the classes that work best for you!

Tuesday, June 23rd

8:00 AM - 11:00 AM

Code of Ethics (D)

Mary Chieppa

11:00 AM - 11:45 AM

Lunch sponsored by
loanDepot

12:00 PM - 3:00 PM

**Brokerage
Relationships &
Disclosures (H)**

Mary Chieppa

3:15 PM - 5:15 PM

**Real Estate &
Human Trafficking
(F)**

Thursday, June 25th

8:30 AM - 10:30 AM

Fair Housing (C)

Cammie Reed

10:45 AM - 12:45 PM

Pre-Closing Title Issues & Solutions? (F)

Beth Hoyt

12:45 PM - 1:40 PM

Lunch

1:45 PM - 4:45 PM

Legislative Update Critical Areas

Kelly Krinetz, Planning Administrator (Critical Area) AA County Gov; Nathan Markline, Code Enforcement Administrator, Inspections & Permits AA County Gov; Jamileh Soueidan

Advocate



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

Engage





REALTOR®
VOLUNTEER DAYS

Serving Our Community Together

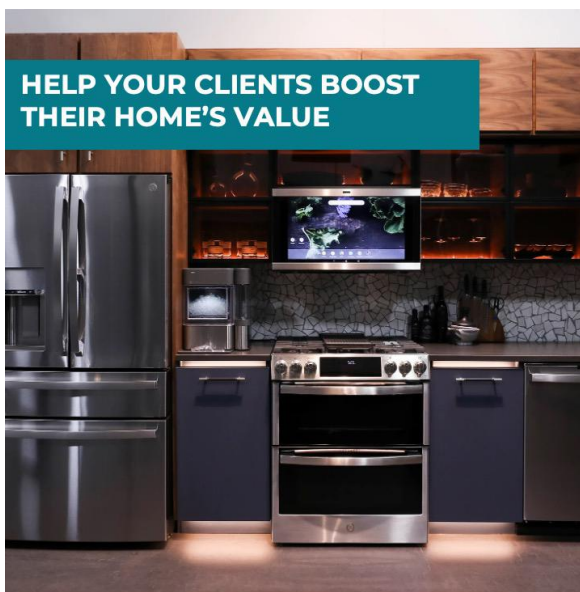
REALTORS® Are Good Neighbors

Wednesday - June 3 Oyster Restoration
Thursday - June 4 Orphan Grain Train

Hosted by **AACAR** REALTOR® COMMUNITY SERVICE COMMITTEE
ANNE ARUNDEL COUNTY ASSOCIATION OF REALTORS®

Welcome to our new affiliate members!

Terri Farri | [Community Title Network](#)
William Wright-EL | [Pro Energy Electric, LLC](#)



GE APPLIANCES STORE

Enjoy Exclusive Member-Only Pricing at the GE Appliances Store

Help boost your clients' home value – and your value to them – by sharing top-of-the-line products at member-only pricing from the GE Appliances family of brands including Profile™, Cafe™,

Upcoming Events

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

GE®, Monogram®, Haier, and Hotpoint®.

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