

SEPTEMBER 2, 2026

Newsletter



AACAR
ANNE ARUNDEL COUNTY ASSOCIATION OF REALTORS®

Anne Arundel County Association of REALTORS®

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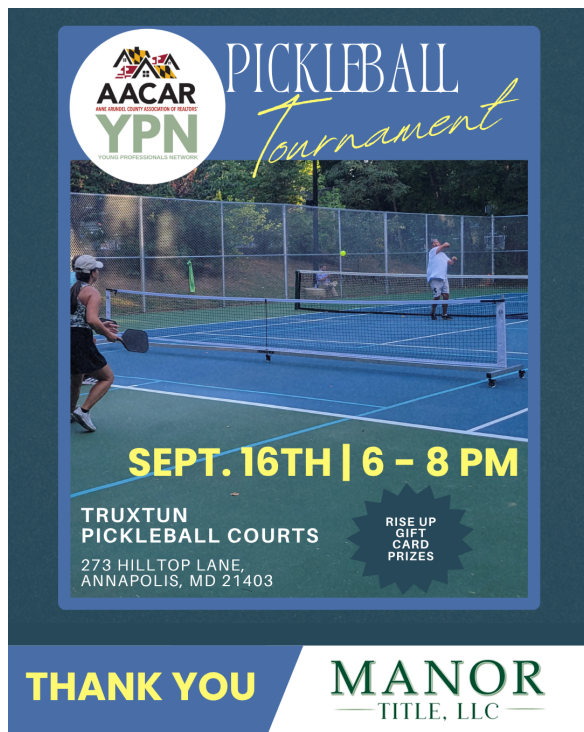

TIMBERLAKE
HOMES • DESIGN | BUILD

Your
Veteran
Builder

We're less than 1 week away from the 40th Annual Billy Goodall Charity Golf Tournament!

Join us on Tuesday, September 8th at The Golf Club at South River for golf, networking,

All applications due October 31, 2026



AACAR YPN
ANNE ARUNDEL COUNTY ASSOCIATION OF REALTORS® YOUNG PROFESSIONALS NETWORK

PICKLEBALL
Tournament

SEPT. 16TH | 6 – 8 PM

TRUXTUN PICKLEBALL COURTS
273 HILLTOP LANE,
ANNAPOLIS, MD 21403

**RISE UP
GIFT
CARD
PRIZES**

THANK YOU

MANOR
— TITLE, LLC —



Register Today! September 29th - October 1st

MARYLAND REALTORS® **2026** ANNUAL CONFERENCE

The Maryland Mosaic:
Your Road Home

Located in Ocean City, MD

Maryland REALTORS

Join Maryland REALTORS® at the 2026 Annual Conference, The Maryland Mosaic: Your Road Home in Ocean City, MD on September 29 - October 1 and be part of the Maryland Mosaic!

Register Today

Advocate

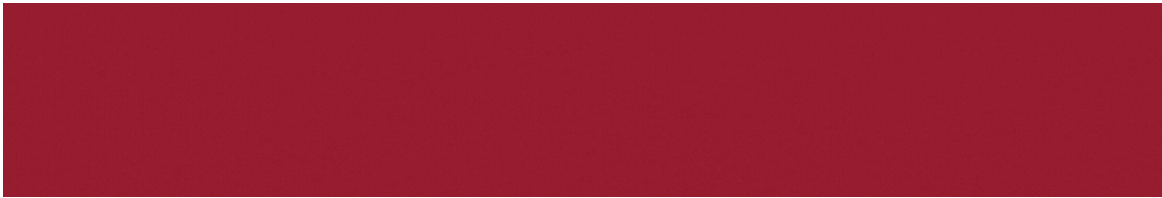


Last week, AACAR representatives met with Congresswoman Sarah Elfreth and members of her team in Annapolis to discuss housing affordability, increasing housing inventory, and expanding homeownership opportunities across Maryland.

Questions? Reach out to AACAR's Government Affairs Director, Max Gross, at max@aacar.com.

Educate





AACAR Members, we're celebrating YOU and 85 years of AACAR!

Monday, October 5th

9:30 AM: Continental Breakfast

10:00 AM - 11:30 AM: **Real Estate
Financing (O) & (F)** | Ann Fisher

Monday, October 5th

11:45 PM: Lunch

1:00 PM - 4:00 PM: **Maryland & A.A.
County Planning & Zoning Update (F)** |
Anne Arundel County Reps - *NEW
CLASS*

Save the Date: 13th Annual Bras for a
Cause hosted by the **Women's Council
of REALTORS® Anne Arundel Network**

Tuesday, October 6th

9:00 AM: Continental Breakfast

9:30 AM - 12:30 PM: **Code of Ethics (D)** |
Anna Ferguson

12:30 PM: Lunch

1:30 PM - 4:30 PM: **Brokerage
Relationships & Disclosures (H)** | Anna
Ferguson

Thursday, October 8th

8:30 AM: Continental
Breakfast

9:00 AM - 11:00 AM: **Fair
Housing (C)** | Mary
Chieppa

11:00 AM - 1:00 PM:
Food Trucks sponsored
by Navy Federal Credit
Union and Bright MLS

12:30 PM - 3:30 PM:
Legislative Update (A) |

Mary Chieppa

3:45 PM - 5:15 PM:

**Anatomy of a House:
Exterior (F)** | Mary
Chieppa - *NEW CLASS*

Friday, October 9th

8:30 AM: Continental
Breakfast

Wednesday, October 7th

10:00 AM: Continental Breakfast

10:30 AM - 12:00 PM: Maryland Rental Listing & Client Management (F) | Mary Groven

12:00 PM: Lunch

1:00 PM - 3:00 PM: The Long Game: Lessons from Legends on How to Score Big Panel Discussion

4:00 PM - 6:00 PM: Annual Appreciation Happy Hour | Uncle Julio's in Annapolis

9:00 AM - 12:00 PM:
Amendments, Disclosures & Addendums to the Contract (F) | Mark Davis

Drawings: *FREE Affiliate Dues, FREE Member Dues, FREE SuperPass, & More*

Member Discounts:
50% off classes & 20% off board store (excluding SentiLock items)



**REAL SAFE
SELF-PROTECTION
FOR AGENTS (F)**

**SEPTEMBER 10TH
10:00 AM - 11:30 AM**



AACAR OFFICE

**INSTRUCTOR
DORIS WILLIAMS**



FROM VULNERABLE TO VIGILANT

PRACTICAL SAFETY FOR AGENTS IN THE FIELD

**Join us for a powerful REALTOR®
Safety Month webinar.**

You'll discover real-world safety tricks, modern tech tools,
and personal protection devices for showings, open
houses, and client meetings.

This Safety Seminar is brought to you by
Anne Arundel County Association of REALTORS®



with Vanessa Martin
Tether RE Co-Founder



SEPTEMBER 22



1 PM ET



LIVE ON ZOOM

JOIN THE WEBINAR

THURSDAY, SEPTEMBER 10TH AT 1:00 PM

NAVIGATING DUE DILIGENCE IN COMMERCIAL REAL ESTATE



REGISTER TODAY!

Join Maryland REALTORS® for an insightful Commercial Series Webinar on "Navigating Due Diligence in the Commercial Real Estate Space." Hear from industry leaders, including Keith Hawkins, the 2020 Commercial Excellence winner, and Sherri Goldsberry, the 2020 Strategic Partner. Don't miss this opportunity to gain valuable knowledge and enhance your expertise. Secure your spot today!

Upcoming Webinar **FORMS UPDATE**
 With Maryland REALTORS® Legal Dream Team





Cleo Pappas, ESQ.
Senior Associate Counsel

Kim Link, ESQ.
Director of Legal Affairs

Kaylesh Bolla, ESQ.
Associate Counsel

→ **SEPTEMBER 16TH @ 1:00 PM**

Maryland REALTORS®



SOCIAL SUCCESS: CONVERTING POSTS INTO DOLLARS



SEPT. 23RD



11:00AM - 12:30PM

LISA GILMORE



AACAR TRAINING ROOM



NEW

SATURDAY SUCCESS SERIES



PROPERTY APPRAISALS

Speaker: Steve McAdams
 Host: Ann Fisher
 Sept. 12, 2026
 9:00 AM - 9:45 AM



WORK YOUR DATABASE: TURN RELATIONSHIPS INTO REVENUE

Speaker: Lisa Gilmore
 Host: Melanie Graw
 Sept. 19, 2026
 9:00 AM - 9:45 AM

JOIN THE NEXT SATURDAY
 SUCCESS SERIES ZOOM CALL AT

bit.ly/sssaacar

*Hosted by the AACAR Member
 Engagement Committee*

Live Saturday Success Series sessions return on Saturday, September 12th! Join the next session at **bit.ly/sssaacar**.

Communicate

"MARYLAND MLS" AND "NATIONAL MLS" SOLICITATION EMAILS

A series of vendor solicitation emails have been sent out to members. Please note that these emails are not from the official MLS. **Bright** covers the entire state of Maryland, as well as regions in the MidAtlantic and beyond through search partner MLSs and data shares. Bright provides you with interested buyers across boundaries through the tools included in your quarterly subscription.

**Renew your AACAR
membership!**

**2027 Annual
Dues Now
Available**

**Payment
Plan Closes
Sept. 25th**



**Updated Maryland Residential
Property Disclosure and
Disclaimer Statement**

WEATHER SAFETY REMINDER

**Tether RE works
in **any** emergency.**

Flood. Storm. Car accident. Medical emergency.
Tether RE was built for real estate, but it's there
whenever you need help.



Turn ON location tracking so our safety
support team can dispatch help right to you.



Feeling uneasy, even if it's not an emergency?
We'll stay with you on the line until you feel **safe**.

**Access Your FREE Tether RE
Account**

Welcome to our new affiliate member!

Frederick Scheper | **Bug Squashers of Maryland, LLC**

MINIMIZE YOUR TRANSACTION RISK



Minimize Your Risk – Leverage Victor's E&O Insurance Coverage for Your Transactions

Victor Insurance Managers LLC is one of the largest and most experienced underwriting managers of specialty insurance programs in the world. Its first-class errors and omissions (E&O) insurance program puts you in touch with real estate underwriters who are skilled at evaluating your transaction risks.

[Get the Offer](#)

Upcoming Events

[40th Annual Billy Goodall Charity Golf Tournament](#)

Date:

September 8th

Location: The Golf Club at South River

[AACAR/DSAC Fall General Membership Meeting](#)

Date:

September 11th

Location: Chartwell Golf & Country Club

[YPN Committee's Pickleball Tournament](#)

Date:

September 16th

Location: Truxtun Pickleball Courts

[Membership Appreciation Week](#)

Date: October 5th - 9th

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1521 Ritchie Highway, Suite 300
Arnold, MD 21012

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