Newsletter

Frederick County Association of REALTORS®

The United Voice of Real Estate in Frederick County

August 26, 2021

Meet the Board

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FCAR SOCIAL SHORTCUTS

Click here for our COVID-19 Info Page

Gain the Skills to Attract Diverse Clientele

At Home With Diversity on September 7 & 9

The market is rapidly changing. Are you equipped to keep up?

The course for the At Home with Diversity certification is designed to enable you to work successfully with and within a rapidly changing multicultural market. It will help you to learn diversity sensitivity, how it applies to U.S. fair housing laws in your business, and ways to develop professional guidelines for working with people in the increasingly multicultural real estate market.

As a bonus, the AHWD certification course counts as an elective for the Accredited Buyer's Representative (ABR) Designation and Certified International Property Specialist (CIPS) Designation and towards the C2EX Endorsement.

Register for this virtual course today in your Membership Portal.

September 8 Membership Meeting

Returning In-Person at Dutch's Daughter

Join us for our first in-person meeting in over a year with a market update from Kenny McClane and a lunch buffet. Register today in your Membership Portal.

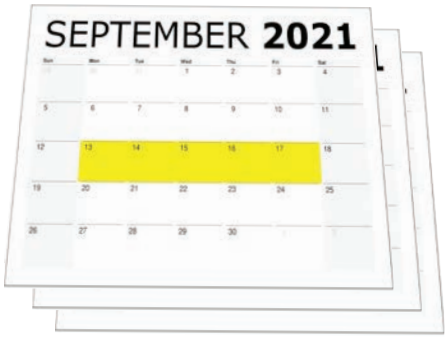
Membership

Bingo Fundraiser at Olde Mother Brewing Co.

Join us Wednesday, September 15 as our Community Service Committee hosts bingo at Olde Mother Brewing Co. in Downtown Frederick.

It's bingo and brews for a good cause! Craft beers and seltzers will be available and the Bub-B-Q food truck will also be on site for dinner orders. All bingo proceeds will benefit the FCARe Fund, our association's vehicle for helping local nonprofits that make a difference in our community. Buy your tickets today!

Membership Week: September 13-17



APPRECIATION BENEFITS:

- **50% Discount in our REALTOR® Store**
- **FREE Continuing Education Classes**:
  - Understanding the Contract of Sale (Monday, Sept. 13)
  - MREC Required Supervision (Tuesday, Sept. 14)
  - Working with Commercial/Investment Clients (Thursday, Sept. 16)
- **Wed., Sept. 15**: Bingo Fundraiser at Olde Mother Brewing Co. (5:00-8:00 pm) to benefit The FCARe Fund
- **Fri., Sept. 17**: Free Food Truck Luncheon (Featuring "Grilled Cheese Please!")

The FCAR Trade Show: October 19

Our annual Trade Show is grooving back to the Frederick Fairgrounds on **Tuesday, October 19** with a disco theme. **Affiliates**: bring your valuable trade expertise by registering for a booth or table! The format will again include the latest in real estate technology and there will be a members only drawing for cash prizes. Sponsorship opportunities are also available. Affiliates members can learn more at fcar.org/events or reserve their table or booth by contacting natalie@fcar.org. **REALTORS®**: Please register in advance to get a head count for the catered lunch.

Big Dates & Deadlines

Wednesday, September 8:

Membership Meeting

FCAR membership meetings are back in person at Dutch's! Register today through your Membership Portal.

September 13-17:

Membership Week

We're celebrating YOU this September! See page 2 for details.

Tuesday-Thursday, October 12-14:

Maryland REALTORS® Conference

MR's annual conference returns to Ocean City at the Clarion Resort Fountainbleau Hotel. Learn more.

Tuesday, October 19:

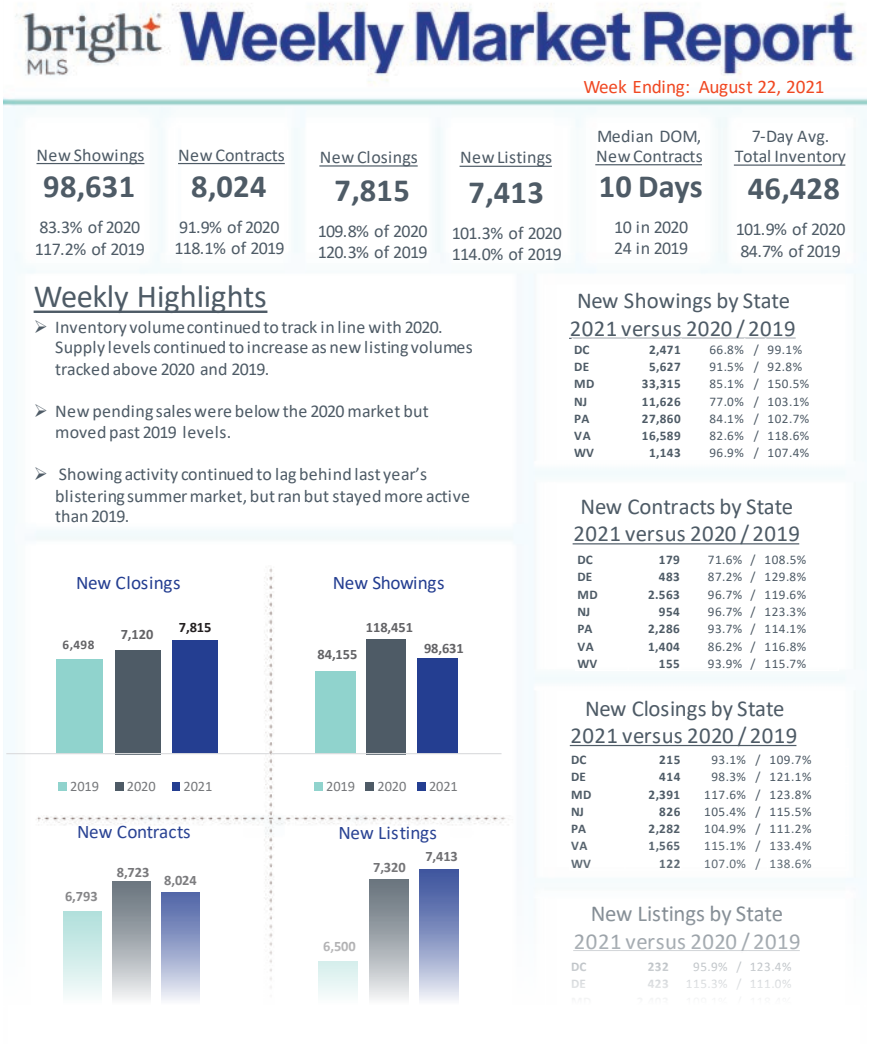
FCAR Trade Show

Affiliate table/booth registration is now open! Learn more. We are asking Realtor® members to register in advance to estimate lunch numbers.

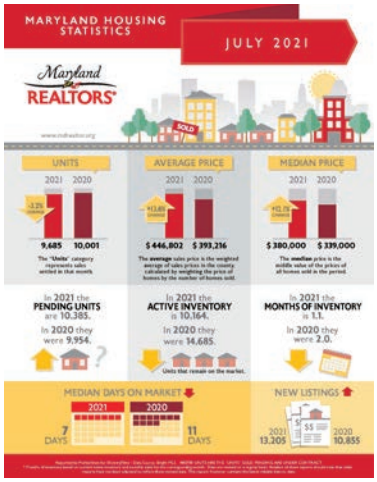
Friday, December 31:

Current NAR Code of Ethics Cycle Ends

Don't let this date sneak up on you! Complete your required 2.5 hours of training before this current cycle ends. Learn more.



Click the image above to visit the Bright Steps Weekly Market Update.



News You Can Use

2022 Board Elections Open In September

Association members have submitted this year's nominees and they will be announced at the September 8 Membership Meeting.

Register today to be present at Dutch's Daughter when we introduce next year's Director candidates.

UPCOMING MR WEBINARS

Realtor® Safety with Jenn Cassetta

Tuesday, September 7 | 1:00 pm

UPCOMING BRIGHT MLS ONLINE TRAINING

THREE DATES: September 17, October 20, and November 11

Getting Started with Bright MLS
9:00-10:00 am
Bright MLS Search Essentials
10:30 am-12:00 pm
Add, Edit, and Manage Listings in Bright MLS
1:00-2:00 pm

To register for these online classes, visit brightmls.com/training and click on the FCAR tile.

FCAR Calendar

Sign up for these upcoming events using your FCAR Membership Portal.

Please note that most meetings are now being held in a hybrid format unless noted otherwise.
The Zoom links will be listed on the FCAR Calendar at www.fcar.org.

Membership Meeting
Wed., September 8
11:30 am-1:00 pm
Join us at Dutch's Daughter for our first in-person membership meeting in over a year! We're excited to share important updates and a lunch buffet with you.

Membership Week
September 13-17
Free classes, 50% store discounts, and membership events.

Informed Professionals Lunch & Learn
Wed., September 15
12:00-2:00 pm
Reverse for Purchase Home Loans with Laurie McNaughton of Atlantic Coast Mortgage.

FCARe Bingo Fundraiser at Olde Mother Brewing Co.
Wed., September 15
5:00-8:00 pm
Happy hour for a good cause. What more could you ask for? Register today in your portal.

Free Food Truck Luncheon: *"Grilled Cheese Please!"*
Fri., September 17
12:00-2:00 pm
Join us in the parking lot for a free membership luncheon! No registration necessary.

Maryland REALTORS® Annual Conference
October 12-14
Ocean City, MD
Register at the event's website.

FCAR 2021 Trade Show
Tue., October 19
11:00 am-2:00 pm
Tables and booths for Affiliate members can be purchased here. Realtor® members: please register in your portal for a lunch count.

FCAR Holiday Auction
Thu., November 11
Save the date! Contact natalie@fcar.org about submitting an item to bid on. Details to follow.

REALTORS® Conference & Expo
November 12-15
San Diego, CA
The annual NAR conference is being held with both virtual and in-person options. More info at conference.realtor.

AT HOME WITH DIVERSITY®

Gain the skills to attract diverse clientele.

September 7 & 9 | Virtual with Brenda Kasuva | 9:30 am-12:30 pm

The **At Home with Diversity®** certification course teaches you how to work effectively with diverse populations so you can build business success in today's multicultural real estate market. As a bonus, the AHWD certification course counts as an elective for the Accredited Buyer's Representative (ABR) Designation and Certified International Property Specialist (CIPS) Designation and toward the C2EX Endorsement. Register today on your Membership Portal.

Continuing Education

Unless otherwise noted, all of our classes are now in hybrid format.

Please use your Membership Portal to sign up and choose whether to attend in-person or remotely via Zoom.

Legal and Legislative
Tue., Aug. 31 | 9:30 AM-12:30 PM
Instructor: Mark Feinroth
3 Credits: (F) Elective

At Home with Diversity (Virtual)
Tue. & Thu., Sept. 7 & 9
9:30 AM-12:30 PM
Instructor: Brenda Kasuva
6 Credits: (F) Elective & At Home with Diversity Certification

FREE CLASSES FOR MEMBERSHIP WEEK: SEPTEMBER 13-17

Understanding the Contract of Sale
Mon., Sept. 13 | 1:00-4:00 PM
Instructor: Beau Pichon | 3 Credits: (F) Elective

MREC Required Supervision
Tue., Sept. 14 | 9:00 AM-12:00 PM
Instructor: Kathleen Dartez | 3 Credits: (I) Required Supervision

Working with Commercial / Investment Clients
Thu., Sept. 16 | 1:00-4:00 PM
Instructor: Ed Stanfield | 3 Credits: (F) Elective

VIRTUAL CLASS INFORMATION

- Please arrive early to check in. The Zoom will open 15 mins. prior to class start time.
- Be prepared to show your license to enter the class.
- For safety purposes, absolutely NO driving is allowed while participating in virtual classes.
- Virtual classes should be attended with the same respect as in-person education. Please do not take other phone calls, browse other websites, or be moving around.
- At the time the meeting begins, the meeting will be closed and no one else will be able to enter.
- Monitors will still be present and all virtual classes will be recorded.
- All students must have their cameras on the entire class (no camera, no class credit).
- Current class time duration standards remain in force. There will be no quiz or exam required at the end of the class.
- The Zoom meeting link will be sent to your e-mail one day before your class. You can also find the Zoom meeting links for all the classes on the FCAR calendar at www.fcar.org. For any additional questions, contact Natalie at 301-663-0757.

IN-PERSON CLASS PROTOCOLS

- You are required to bring in your laptop, tablet, or smartphone.
- A face mask is required in common areas of the office. If you are vaccinated, you may take off your mask while seated in the classroom. If you are not, please remain wearing your mask.
- There will be a limit of 15 students who can be in the classroom.
- Tables will be set up so students will be 6 feet apart.
- Phone calls, e-mailing and browsing websites will not be permitted during the class and will result in no credit.

Special Thanks

to our Newsletter Sponsors

Frederick County Association of REALTORS®

The Voice of Real Estate in Frederick County

478 Prospect Blvd. | Frederick, MD 21701 | 301-663-0757

Have questions? info@fcar.org | Find us online: www.fcar.org