



Frederick County Association of REALTORS®

The Voice of Real Estate in Frederick County

NEWSLETTER

October 28, 2020

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Meet the Board

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Tony "C" Checchia, Director
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Amos Martin, Director
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Marie Lagos, Director
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Time To VOTE!

IN PERSON:

Early Voting Through Nov. 2

or

Election Day on Nov. 3

BY MAIL:

Postmark your ballot by Nov. 3

EARLY VOTING LOCATIONS:

All are open 7am - 8pm, including the weekend.

**Catoctin High School, Thurmont
Governor Thomas Johnson High School, Frederick
Middletown VED Activities Center, Middletown
Urbana Regional Library, Frederick**

Election Day is Tuesday, November 3, 2020. Polls will be open from 7 am to 8 pm. To make in-person voting safe, voters will be kept six feet apart and the number of people inside vote centers at one time will be limited. This may result in lines and wait times. The best time to vote on Election Day is between 10 am and 3 pm.

Election Day voting in Frederick will be located at both the four Early Voting locations and these additional voting centers. Voters can cast their vote at any vote center in the County.

Continuing Education

All courses will be offered online via Zoom, pursuant to DLLR authorization for online continuing education during the pandemic. To register for any course, visit your member portal at www.fcar.org.

VA Financing

Instructor: Kevin Carey

Thursday, November 5

9:30am - 11:30am

Understanding the Contract of Sale

Instructor: Marie Lagos

Tuesday, November 17

1pm - 4pm

Lunch & Learn: As-Is Reform and Recent Changes to Contracts and Addenda*

Instructor: Beau Pichon

Wednesday, November 18

12pm - 1pm

*Please note: the Lunch & Learn Program is offered as an Informed Professionals program for members. It does not earn continuing education credits.

MEMBERSHIP RENEWAL NOW DUE IN DECEMBER

As a result of FCAR's recent bylaw changes, membership dues for the coming year will be collected during the month of December (previously, they had been due every October).

That means members will receive two free months of membership this year!

Renewals will not be considered late until January 16, 2021.

Here's how your 2021 dues break down:

- FCAR membership: \$312
- Maryland Realtors membership: \$218
- National Association of Realtors membership: \$185
- RPAC minimum contribution: \$25 for members; \$99 for brokers

DON'T FORGET: SET YOUR CLOCKS BACK THIS SUNDAY!

**Just a reminder:
This Sunday it is time for all of our clocks to "fall back" an hour!**

SENTRILOCK OFFERS WEBINARS ON NEW SHOWING SERVICE

SentriLock will host live, 50-minute Zoom demos of its SentriKey Showing Service on Friday, October 30, at 2pm ([click here to register](#)), and again on Friday, November 13, 2pm ([click here](#)). SentriLock promises the service "can help your team stay organized, spend more time selling, and deliver great experiences to buyers and sellers." For a personalized demo or more information, visit www.showings.realtor.

FCAR Reindeer Race for Charity

In lieu of our annual holiday auction - cancelled due to the ongoing pandemic - brokerages are invited to join us in this virtual "race" to raise funds for charities in our community which need our help this year more than ever. The event will run October 19th through November 20th.
Bonus: No actual running necessary!

Winners receive a spot on a full-page ad in the Frederick News-Post, free social media publicity, a special plaque, and an opportunity to help present the donations to the Frederick Soup Kitchen, WFMD Radio, and Blessings in a Backpack!

How to Play:

1. RSVP on the Facebook Event page or email catherine@fcar.org. Be sure to let us know your office size so we assign you to the correct race!



Red Teams:
1-11
Employees



Blue Teams:
12-34
Employees



Green Teams:
35-75
Employees



Orange Teams:
76 or More
Employees

2. Between October 19th and November 20th, encourage your office to donate! Set up a jar, or host a competition within your office to see who can bring in the most money for the cause.
3. Send your weekly donation total every Monday to catherine@fcar.org so we can keep track of our racers' progress and see who's winning!
4. Contest ends November 20th. Collect and return all donations from your office to FCAR by the close of business on November 30, 2020.
5. Four winners will be chosen: The team in each category (defined by office size) which collects the highest amount of donations in that group will be named a winner.



Are you an affiliate? For a minimum donation of \$200, we'll include your logo in the full-page ad and boost your business with extra social media advertising. Space is limited; contact FCAR today!



Below: Blessings in a Backpack provides meals for Frederick County students, pre- and post-pandemic. Images courtesy of Blessings in a Backpack Frederick.



WHY WE'RE RACING: Meet Our Fundraiser Beneficiaries

One of the beneficiaries of our **Reindeer Race for Charity** is Blessings in a Backpack, which provides additional meals to Frederick County children who are at risk of food insecurity. COVID-19 has increased the number of children at risk, while also making it far more difficult to reach those in need.

"We were serving 3,000 students a week prior to COVID," said BIAB's program director, Angela Abrishami. Food pickup was accomplished in partnership with Frederick County Schools. Since COVID's arrival, school closures, lack of mass transportation, and other complications have reduced the number of students fed each week to only 1,200. Abrishami is quick to point out that this doesn't mean need has dropped - only that the natural connection provided by school busing and open schools has been severed by COVID.

Costs have also increased since the pandemic's arrival. The group has had to find alternative suppliers for their meal packages, at a higher price and with fewer contents, with items Abrishami describes as nutritious but "less filling." To compensate for this change in quality, Abrishami has had to find still more food supplies to supplement the packaged meals - increasing costs even further.

Abrishami said donations received could help her organization open additional meal pickup locations, making it easier for Frederick families with limited transportation to access meals closer to their own

Discover FCAR Committees

The Reindeer Race is sponsored by FCAR's Community Service Committee! This passionate group of FCAR members is dedicated to making the community we call home a better home for everyone.

This is just one of many diverse opportunities for leadership, service, and networking to be found among FCAR committees **NOW RECRUITING NEW MEMBERS!**

Additional FCAR committees seeking new members include:

- | | |
|------------------|------------------------|
| Advocacy | Forms |
| Budget & Finance | Grievance |
| Commercial | Professional Standards |
| Education | YPN Advisory |
| Events | |

For more information about committee opportunities, [click here](#).

WHY WE INVEST IN RPAC

"The **grassroots efforts**, the **expertise** that is provided to us locally, is **invaluable.**"



Marla S. Johnson
Broker/Owner, Maryland Real Estate Group

It is the most **cost-effective** way for me to ensure that my **best interests**, as they pertain to my business, are **protected.**"



Amanda Addington
Associate Broker, eXp Realty LLC
2020 FCAR President



Support RPAC - Don't Uncheck The Box!

2020 RPAC Major Investors

Amanda Addington
Bill Armstrong
Kevin Carey
Barbara Davis
Diane Derr
FCAR
Hugh Gordon
Jennifer Grove
Marla Johnson
Terry La Scola
Maureen Nichols
Greg Phillips

2020 RPAC Major Investor Pledges

Peter Murray

What is RPAC?

RPAC is the political action committee working at national, state, and local levels to promote and protect the interests of the real estate industry. "Major Investors," like those featured here, are passionate REALTORS® whose investments help determine the political future of the real estate industry.

"I invest in RPAC to protect my small business and my property rights," says Marla Johnson. "The grass roots efforts, the expertise that is provided to us locally, is invaluable."

Likewise, FCAR President Amanda Addington calls her RPAC investment "the most-cost effective way for me to ensure that my best interests, as they pertain to my business, are protected. Any successful REALTOR not investing in RPAC is uneducated about the positive impact that the REALTOR Party has on the bottom line of each of our individual businesses. An almost insignificant investment goes a long way to save me thousands of dollars annually."

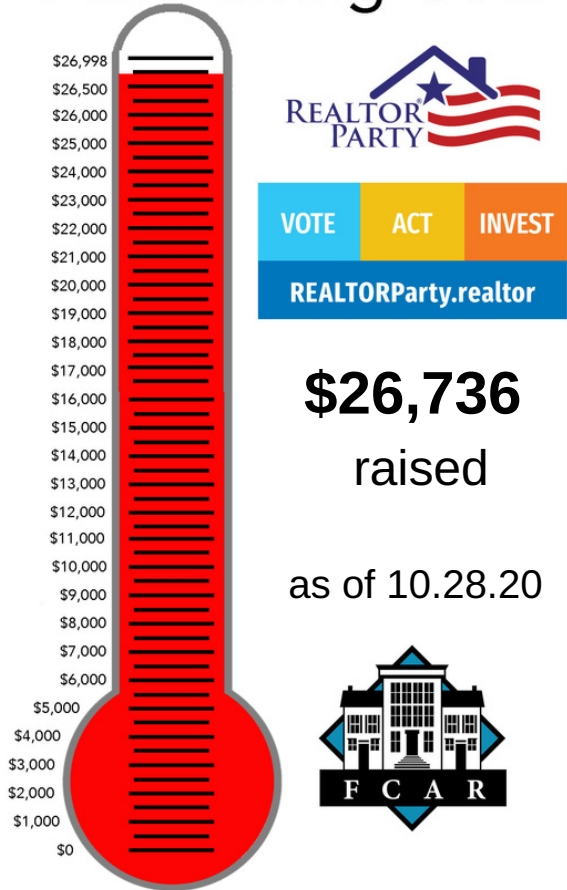
"Bottom line, my RPAC investment dollars protect my real estate business and the rights of property owners," says Maureen Nichols, another Major Investor. "RPAC is a bipartisan effort to support candidates who support real estate. RPAC has our back at the National, State and Local level."

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When you renew your FCAR dues, you'll note the option to donate \$25 to RPAC has been automatically selected for you on the form, and calculated into your total dues payment. We're so grateful to all FCAR members who "don't uncheck that box!" Your contribution helps RPAC in its efforts to protect your business. To be considered a Major Investor, a minimum annual investment of at least \$1,000 is required. RPAC offers Major Investors a package of unique benefits and acknowledgements via its Recognition Program. For more information, visit <https://www.fcar.org/copy-of-invest-in-rpac>.

2020 RPAC Fundraising Goal



License Extensions During COVID-19

Just a reminder that the Maryland Real Estate Commission has pushed out the expiration date for licenses that will expire during the COVID-19 State of Emergency, as per Governor Larry Hogan's order in March 2020. **Licensees will have 30 days from the date the State of Emergency is lifted to renew their license.** The license expiration extension is temporary, and the Real Estate Commission is encouraging licensees to continue to take the necessary classes they will need to renew their license. If you have questions about your license or the requirements, please contact the FCAR office 301-663-0757.

SentriLock Reciprocity in Maryland

In order for agents to access homes through SentriLock outside of their home association boundaries, a reciprocity agreement is necessary. FCAR members already have reciprocity with all associations in Maryland except for the Garrett and Coastal Associations. If you wish to show properties in the Garrett and Coastal Association boundaries, you must complete the appropriate reciprocity form prior to showing the property. The same rules SentriLock Reciprocity In Maryland and regulations for SentriLock users remain in effect. Anyone caught breaking these rules will be subject to fines set by each association. Processing these reciprocity agreements can take up to 2-3 business days to complete. Please plan accordingly to make sure there is enough time to complete the process before you plan to show the property. FCAR does not currently have reciprocity agreements with associations in Pennsylvania, Virginia, or West Virginia. If you plan to show properties in these states, please research how to obtain reciprocity agreements. Completed forms should be emailed to Kelley Burley at kelley@fcar.org. Please call 301-663-0757 with any questions. [Forms for Garrett and Coastal Associations are available on the FCAR website.](#)



Let's Get Social!
Connect with FCAR



Left: One of Frederick County's historic covered bridges. Photo by Catherine Magi Oliver.