

Immediately Need to Know

Harford County Association of REALTORS®

May 8, 2020

Read all about it in the Association Update below.

Association opens office for two hours this week to help our members with lockbox purchases and replacement boxes.

Platinum and Gold Partner Commercials are unveiled on our website and Facebook.

NAR virtual 2020 REALTORS® Legislative Conference starts next week. Great opportunity to attend events throughout the week free!

See numerous Association educational opportunities over the next several weeks.

Harford County Association of REALTORS® Update May 8, 2020

Hello Member,

Message from President George B. Hall-

We just completed our seventh week of Governor Hogan's stay-at-home order. The Association is making every effort to provide services to you in a safe environment. The lockbox services were rolled out this week and, by all accounts, it was highly successful. Our next venture is the REALTOR® Store. For more information, read Debbie Gantert's update below.

We have lots of upcoming activities via Ring Central video conferencing. Please don't hesitate to call me or the staff, if you need assistance.

Yours in service, George B Hall President

Update from CEO Kathy McFadden –

Be sure to visit the Platinum and Gold Partner Commercials on our website that were just unveiled today. This was an added benefit for our Partners this year.

http://www.harfordcountyrealtors.info/harford_county_association_of_realtors_partners/

The Platinum Partners can also be found at the bottom of our Home Page at “About Us” <http://www.harfordcountyrealtors.info/aboutus/>. One commercial will be rolled out daily on Facebook over the next week.

Brokers, Managers, and Team Leaders should watch for the Ring Central Invite next week for the Broker/Manager/Team Leader Virtual Meeting to be held on May 19, 2020 from 1:00—2:00 p.m. The meeting is open to the Association’s Brokers, Managers, Team Leaders, and Board of Directors only. GUEST SPEAKERS will include Bright MLS: President & CEO-Brian Donnellan, Regional Vice President-Randi Vannucchi, Customer Success Champion-Neal Feinberg, and Executive Committee Member/Director-Cindy Ariosa of Long & Foster Real Estate. Please RSVP to Laura.Metz@harfordrealtors.com.

Our 60th Anniversary that was scheduled for June 9th will be postponed most likely until September. We will keep you informed of further developments.

Education Update Director of Education Latipha Silver –

The Association is excited to announce that we will be rolling out our first round of Virtual Courses. Although the Association is not permitted by the MD Real Estate Commission to host Continuing Education (CE) virtually, we are striving to provide pertinent information to our members. On Tuesday, May 19th, we will be hosting our first Virtual Sharper Professional Course. Join us to learn all about Accessory Dwelling Units (ADUs) with a representative from Harford County’s Department of Planning & Zoning. The class time will be 10-11:30 AM. Please click the link to register! <https://bit.ly/3ftD7Rr>

Coming up on Friday, May 29th, we will be hosting our first virtual New Member Orientation. The time of the class will be from 10:00-12:30 PM. A big thanks to presenters Sandy Smith and Deb Hutson for bravely tackling this project. Because the staff is working remotely, it is imperative that you register online. Please click the link to register! <https://bit.ly/2SOeipM>. If you have questions, please email Latipha Silver, Director of Education, at latipha.silver@harfordrealtors.org. If you are unable to attend this class, the next class will be held on Friday, June 19th.

New Member Orientation is required for ALL new members. New members include new agents, experienced agents transferring from another board, and returning members that have been away from the Association for longer than one year. This orientation is to brief you on the many benefits of REALTOR® membership. You are also required to complete the National Association of REALTORS® **Code of Ethics** and state licensing educational requirements.

We encourage you to complete the Code of Ethics course online through the Association’s site with The CE Shop <https://bit.ly/3bpMEXn>. This version of the Code of Ethics will fulfill both the NAR membership requirement, as well as your Maryland licensing educational requirement. There is a cost associated with The CE Shop Continuing Education. Please take advantage of the 40% off CE promotion that has been extended through May 31st. Use the promo code SUPPORT40 at checkout.

You also have the option to complete the National Association of REALTORS® **Code of Ethics** <https://www.nar.realtor/about-nar/governing-documents/code-of-ethics/code-of-ethics-training>. This

version of the course is FREE. However, it will only fulfill your National Association of REALTORS® membership requirement and does not include CE credits.

Events Update Director of Operations Laura Metz –

The Harford County Association of REALTORS® Charitable and Educational Foundation has decided to reschedule the annual Golf Tournament from June to **Tuesday, September 22, 2020**. Please mark your calendar. Details will be coming soon.

The Young Professionals Network is hosting a Virtual Mastermind Panel on Wednesday, May 20th from 10:00-11:00 am. Registration is available at <http://bit.ly/HCUcomingEvents>. Panelists Rob Commodari, Chris Drewer, and Jimmy Ferguson will talk about how they have achieved high levels of success in real estate. There is a \$10 fee, all of which will go towards providing lunch to healthcare workers at Upper Chesapeake Medical Center. Registrants will receive a ring central meeting invitation prior to the event.

The Association held its first ever Virtual Happy Hour this past Friday, May 1st. We plan to host another one soon and hope you can join us!

Update from Government Affairs Director Veronica Rolocut – There is a light at the end of the tunnel...

We are beginning to see encouraging numbers. Hospitalizations are slightly down from a week ago and ICU numbers have been plateauing for 8 days. Governor Hogan stated during his press conference this week, “If these trends continue into next week, we will be ready to lift the stay at home order and begin Stage One” of the Roadmap to Recovery. That would mean the reopening of certain types of businesses and lower risk community, religious, and quality of life activities.

He also announced reopening outdoor activities, allowing elective surgeries, and closing public schools for the remainder of the 2019-2020 school year.

ELECTIVE SURGERIES. Maryland Department of Health will issue guidelines, effective immediately, to allow for elective procedures at the discretion of local hospitals and health care providers.

OUTDOOR ACTIVITIES. Beginning 7am on Thursday, May 7th, the list of safe outdoor activities will be broadened to include golf, tennis, boating, fishing, and camping. Closed functions at state parks will be reopened, including all state beaches for walking and exercise, and playgrounds.

MARYLAND PUBLIC SCHOOLS will be CLOSED for the remainder of the 2019-2020 academic school year. At this point, the MD State Department of Education (MSDE) does not envision that schools would be included in Stage One of the governor’s plan. However, different methods of returning to school could be included in both Stage Two and Three. Decisions regarding graduation will be made by each local superintendent.

Friendly Reminder NAR virtual 2020 REALTORS® Legislative Conference

Be sure to join NAR, next week May 12th-14th as they livestream the 2020 REALTORS® Legislative Meetings. You'll hear from industry experts and NAR Leadership on the topics that matter most to you. <http://ow.ly/xcWW50zzM0P>

Administrative Services Professional Debbie Gantert –

On Thursday, May 7th, the Association opened our office to assist our members with the purchase and replacement of lockboxes. Everything went smoothly and the members that came in were delighted! Our next lockbox date will be Thursday, May 14th, from 10am - noon. Please be sure to make an appointment as available time slots are filled on a first-come, first-served basis. If we are unable to schedule you for May 14th, we will be happy to make an appointment for you for the following week.

Also, we have some exciting news to share. Coming soon will be our REALTOR® Store Curbside. We are working on a way to offer contactless service to get you the items you need to keep your business a success. Be on the lookout for additional information at the beginning of next week.