



Association News November 10, 2020

A Message from the President, Chris Drewer

The first month of presidency has flown by! Lots of changes have occurred to ensure that the members of the Harford County Association of REALTORS® are properly served. This month we updated technology which includes making it very easy to access documents through secured links on our website. This will make meetings run more effectively, both on Ring Central and in person. It will save some trees too! I traveled to several counties in Maryland for installation ceremonies, our Association was well represented. I also attended many political functions to ensure that we have a voice when it comes to decisions that are made that affect our industry. As always, contact us if you have suggestions to make our Association even better!

Chris

Kathy McFadden – CEO

RAMCO - After six months of training and data transfer from Abila, RAMCO, our new Association Management System, is in place. If you have paid your dues, you have already experienced the new system. Hopefully, it was not too much of an adjustment; however, if you need assistance, please don't hesitate to contact the staff for help. It has taken a great deal of blood, sweat and some tears for the staff to navigate the new system! There are many functionalities that exceed our old system. Please have patience as we continue to become familiar with all the new features.

NAR Conference - If you haven't already signed up for the NAR Conference November 16-18, 2020 please take the opportunity to do so by clicking on the link <https://www.conference.realtor/>.

What a great opportunity to attend the national conference without leaving your home/office. It is packed full of excellent sessions.

These are just to name a few of the tremendous sessions offered during the three days:

- Zero to 60 MPH: Surviving and Thriving in Your First 5 Years in Business
- How to Close 50 Deals in 365 Days
- Staging to Sell, What Every Agent Should Know
- Sustainability as a Brokerage's Value Proposition
- 8 Step Process for Leading Change within your Business
- How COVID has Affected Rent Abatement/Evictions, Presented by IREM
- How to Build Wealth from your Existing Database
- Multiple Offers = Multiple Confusion
- General Session: The Future of Fair Housing with John Legend
- Top Apps to Get You Ahead of Your Competition

Don't miss out...register today.

Diversity Training Task Force – The Board of Directors has approved a change to make the Diversity Training Task Force a free-standing committee and has renamed it the Diversity Awareness and Inclusion Committee. The

Committee is already hard at work and held its first meeting of the new year.

ALERT COVID-19 Excerpts from Governor Hogan's press conference - On Thursday, November 6th, the Governor addressed the significant increases of COVID cases in the state. Unfortunately, our positivity rate has begun to trend in the wrong direction. The Governor emphasized to wear your mask.

The Association will continue to service our members and protect them and staff with the following guidelines that have been in place and posted on the Association front door:

1. Members must call for appointments.
2. Mask must always be worn.
3. Only one member at a time may be in the reception area.
4. **New** – At the front door, staff will now be taking the temperature of any member who needs to enter the Association. If the member's temperature is 99°F or above, he will not be permitted in the building.

Danielle Leppo – Member Services Coordinator

Since the activation of our new RAMCO database, we are able to utilize new and exciting ways to present Continuing Education (CE) classes to our members. Our CE classes for November and December are already on the Association website portal and open for registration! January CE classes will be accessible very soon. The new portal may be found at <https://www.harfordrealtors.org/> on the 'Member Login' page. All members are now able to manage their own class registrations and cancellations. If you can no longer attend a class that you have registered to attend, you may enter the Association website portal to cancel that class. After registering for a new CE class, you will always receive an automated email that will include the virtual CE class meeting link.

We have a new location for CE class documents! All CE classes will have a link in the class description on our Association website portal that, when clicked, will take you to a page with all the documents needed for that specific class.

In early December, the Association will be offering four Home Ownership Certification (HOC) classes for members that do **not** currently hold the certification. All four HOC classes must be taken to receive the certification. Current HOC holders can take their recertification classes in Spring 2021.

As a reminder to those interested in joining the Association, according to Article V, Section 4, New Member Orientation & Code of Ethics, all new members are mandated to attend the Association's New Member Orientation within 90 days of submitting your membership application. This includes new agents, experienced agents, members transferring from another board, and returning members that have been disassociated with the Association for longer than one year.

In addition to completing New Member Orientation within 90 days of joining the Association, you are also required to complete the National Association of REALTORS® Code of Ethics as part of your NAR and Harford County Association of REALTORS® membership requirement. The two options for completing this are as follows: 1. You may either complete the course online for free with NAR in addition to the MD State Ethics requirements course, or 2. The Association offers a Code of Ethics course that covers both the NAR requirement and the MD State requirement. This course is a member benefit and comes at no additional cost.

NAR Code of Ethics Training: If you have taken an Ethics class through any provider from January 1, 2019 to present, please send your certificate or proof of course completion to info@harfordrealtors.com so that we may document your compliance with the National Association of REALTORS®.

Laura Metz – Director of Operations

DUES RENEWAL for our REALTOR® members is well underway! You should have received the renewal notice with the link to the payment portal on October 16th. You have until November 16th to pay on time. If dues have not been paid, a \$100 late fee will be assessed on November 17th. Here is the link to the payment portal:

PAY ONLINE ► Click the link

<https://harfordportal.ramcoams.net/Sales/Orders.aspx>

1. Login using your username (Your NRDS #) and password (LastnameHCAR)
2. Change your password to one of your choice
3. Click the "Pay Dues" link
4. Proceed through the options, enter credit card information, and submit your payment

UPDATE: The Harford County Association of REALTORS® Charitable and Educational Foundation is happy to report that they raised \$14,358 at the 26th Annual Golf Tournament on September 22nd at Bulle Rock!! Great job!

THANK YOU, PARTNERS: Our Partners are a critical part of our Association. Without their significant contribution, the members of the Association would not receive complimentary education classes and numerous events at no-charge. They have been there for the Association --please make sure you consider them when you are doing business. Don't miss out on the Platinum and Gold Commercials shown on the website.

PLATINUM:

Aberdeen Proving Ground Federal Credit Union
Certified Property Inspection
Rosedale Federal Savings & Loan Association

GOLD:

Freedom Federal Credit Union
Harford County Association of REALTORS®
Charitable and Educational Foundation
Wells Fargo Home Mortgage

SILVER:

Academy Mortgage Corporation

Art Frame Print
Broadview Title
Chesapeake Bank of Maryland
Hall's Septic Services, Inc.
HAR-CO Credit Union
Home Land Environmental
Jarrettsville Federal Savings & Loan Association
Movement Mortgage
Pillar to Post Home Inspectors
Quigley Home Inspections
RESE Title
Southern Trust Mortgage
SunTrust now Truist
Unison Business Solutions
WesBanco Bank

Veronica Rolocut – Government Affairs Director

If you weren't aware, the Association fiscal year runs from October 1st to September 30th, but the REALTORS® Political Action Committee (RPAC) year runs from January 1st to December 15th.

It's so important to understand the value of the REALTORS® Political Action Committee (RPAC) and the role it has played this year alone as it protects the real estate industry, YOUR industry, and homeownership. For example in 2020 alone, keeping real estate as an essential business through a pandemic, defeating extra taxes on real estate commissions, and allowing self-employed and independent contractors the ability to apply for unemployment benefits for the first time in history.

When you make your minimum \$20 RPAC investment outside of your dues, it is applied to the year in which you invest. If you "Do It With Dues," it is applied to the upcoming year saving countless volunteer member hours spent trying to reach NAR RPAC goals.

President Drewer has recorded a one minute "Do It With Dues" RPAC video that members can watch when they pay their dues or can be viewed right now:

<https://youtu.be/glXb7-Y9p8M>
<https://youtu.be/glXb7-Y9p8M>

Also, please be sure to LIKE us on Facebook. There is a great deal of educational and informational content out there as well as shareable posts to benefit your social media presence. #HarfordREALTORSrock

Debbie Gantert – Administrative Services

Hello! In light of all the adjustments our members have endured because of COVID-19, the Board of Directors approved a \$25 REALTOR® Store credit for all REALTOR® members who pay their dues between October 16-November 16, 2020. The credit will be effective January 1st through May 31st, 2021. More information to follow.

We are still here for you to take care of your Lockbox and Sentricard needs. Everything is by appointment only, so please contact me directly at 410-569-0750 or you can email me at debbie.gantert@harfordrealtors.com and I will be more than happy to get an appointment set up for you.

If you need a sign rider or anything else to help keep your business a success, we are continuing to do REALTOR® Store Curbside pick-up, also by appointment only and items are based on availability. When you call to make an appointment, we will take payment over the phone, and your card will be charged prior to your appointment. When you arrive, all you need to do is pull up, pop your trunk, and we will load the item (s) and receipt for you.