

### **A message from the President -**

It is hard to believe how fast this year has flown by! I have mixed feelings while writing this final piece as the President of the Harford County Association of REALTORS®. I am happy because I know that the incoming President, Heather Schafer Adkins, is going to do a fantastic job! I am sad because I truly enjoyed leading this great Board of Directors over the past year. Our mission was to create a better experience for our members, and I think we were pretty successful. We did not always agree but after a vote was made, we all were in unison leaving a meeting. The decisions made these past tough years will positively impact our membership for years to come! I would like to thank the Staff because without them the Association would not be able to thrive. I may be saying goodbye for now, but I will always be there to give back to our Association and our Industry. Thanks for all your support!

Thanks,  
Chris Drewer

### **A message from the Incoming President –**

Hello Members! Let me just say I am so happy to be serving as your president for the 2021-2022 term. The AE, Staff, and I have worked together to form a full slate of volunteer committees to serve our membership. I had the pleasure of recording our annual RPAC dues message this past week so be sure to watch out for the **#doitwithdues** campaign. I'm looking forward to attending several of the installations for the other Associations in Maryland and collaborating with fellow Presidents and their AE's to help move our organization forward. I've been meeting with Kathy McFadden to put in place protocols for meetings and have met with the re-opening task force to make sure we provide exceptional in-person service and events for our members. I'm also planning to attend several elected official functions along with Veronica Rolocut and other members to keep on the forefront of the political agendas and happening in and around the county and state. I'm looking forward to several upcoming events that include Coffee Talk on October 28th and our annual Trade Show/Expo on November 2nd which is sure to be a great event!

Most of all, I want you all to know that I am here for you. I am looking forward to working with our wonderful staff and amazing AE, Kathy McFadden, to enhance the member benefits experience for our REALTORS® and affiliates and improve our reputation in the community where we live and work.

Yours in service,  
Heather Schafer Adkins


**Kathy McFadden – CEO**

It has been a busy summer for the Association. Numerous events have taken place such as the 60<sup>th</sup> + 1 Anniversary/2020-2021 Awards, Dog Days of Summer/Affiliate Networking, Broker/Manager/Team Leader meeting and the YPN Cornhole Tournament.

I am pleased to announce that Danielle Leppo has been promoted to Director of Education. If you have taken a virtual CE class, you are well acquainted with Danielle and her excellent customer service.

**Member Benefits:** The Board of Directors has approved two new benefits – texting to our members and Zip Forms/Lone Wolfe. With your fast-paced schedules and the overload of emails you receive, sometimes our Association emails get lost. Well, we heard you and want to provide top-notch communications. So, very soon we will be implementing a texting system. We will send out a special notice on the process for receiving texts...so watch your emails!

As widely reported by NAR, MR and our Association, as of December 31, 2021, NAR will no longer be providing Zip Forms or Doc U Sign as a member benefit. A consortium of Maryland State Associations researched the most widely used system for signing documents by our members and, with a great deal of effort, negotiated with Zip/Lone Wolfe to obtain a reduced rate. Our Board of Directors approved joining the consortium and **PAYING** for the services starting January 1, 2022. Information will be provided to our members later in the year.

How are public relations considered a member benefit? Every time our Association is in the news, you as a member of the Association related with doing good deeds for the community. Since the Association hired Nevins and Associates in May, we have been in the media 11 times! It is absolutely incredible to have that much press coverage in less than five months. Nevins team members, Kirstie Durr and Emily Greco, have been aggressively making sure we have press coverage in print, cable TV and radio. To view all the media coverage, click on [Newsletter and Press from the Harford County Association of REALTORS](#)  ([harfordrealtors.org](http://harfordrealtors.org)) . We encourage you to post those links on your websites, too.

The Maryland REALTORS® Conference has been canceled and the NAR Conference in San Diego will be held in-person and virtually. As of this writing, the HarCAR COVID Task Force has approved the in-person events for the Fall.

### **Danielle Leppo – Director of Education**

The Maryland Real Estate Commission (MREC) recently approved the continuation of virtual CE classes. HarCAR will continue use of the virtual CE classes as, according to ongoing CE attendee feedback, more than 80% of our members would prefer to keep the classes virtual. Members planning to take upcoming virtual CE classes through HarCAR are advised to carefully review all CE rules to avoid being ineligible to receive their credits. MREC guidelines will be strictly enforced.

HarCAR is once again offering Sharper Professional classes! These seminars are not for CE credit but are intended to help members learn additional skills to be successful in their businesses. This September, we offered a Sharper Professional: Unique Properties class. If you are interested in attending any upcoming seminars, keep an eye out for the HarCAR class schedules and login to the Association portal to register for them, just like you would for our CE classes!

HarCAR is proud to announce we will be hosting the At Home with Diversity (AHWD) NAR certification course in November! It will be available to all Maryland REALTOR members. Interested folks must take the virtual course across two dates, November 12<sup>th</sup> and 16<sup>th</sup> from 10:00am-2:00pm. Attendees present for the full course will receive 6 hours of elective [F] CE credits and will be eligible for the AHWD certification. Those interested in the certification will be able to pay the discounted \$40 single-time NAR fee available through December 31<sup>st</sup>, 2021. Registration for the course is complimentary to our members and will be available via the HarCAR portal closer to the class dates. Reach out to Danielle with any questions!

The NAR Code of Ethics (COE) Cycle 6 will come to a close at the end of this year. This means every single REALTOR® member **must** complete a NAR COE course before December 31<sup>st</sup>, 2021. Members may take the COE course through NAR or HarCAR. **If you do not take the class through NAR or HarCAR, you must send a certificate of completion from the course provider to Danielle Leppo at [danielle.leppo@harfordrealtors.com](mailto:danielle.leppo@harfordrealtors.com) to receive credit for the NAR COE requirement.** If you have not yet completed an Ethics course in the NAR COE Cycle 6, a new completion option is available to you! You can login to the NAR website at [nar.realtor](http://nar.realtor) and search for the C2EX program. If you complete this program, you will both earn the C2EX certification and complete the NAR COE requirement.

### **Laura Metz – Director of Operations**

Fall brings cooler temperatures, pumpkin spice, and membership renewals! It is almost time for **DUES RENEWAL** for our REALTOR® members. This applies to ALL REALTOR® members, whether you joined 10 years ago, 10 months ago, or 10 days ago. Your dues invoice will be available on the web portal **beginning October 1, 2021**. There has been no increase in your local dues. You will have until October 31<sup>st</sup> to pay with no late fee. Access the portal using your member login on our website, [www.harfordrealtors.org](http://www.harfordrealtors.org), or click here: <https://harfordportal.ramcoams.net>.

Affiliate Members – an email is sent to you approximately 1–2 weeks prior to your renewal month with instructions on how to renew. Affiliate members renew in accordance with the month that they joined. Any questions, email [laura.metz@harfordrealtors.com](mailto:laura.metz@harfordrealtors.com).

2021-2022 committee assignments have been made. We will email all committee members a copy of the roster in the next few days. THANK YOU to all who volunteered to serve on a committee. Your commitment and dedication to the members of this association is exceptional.

The Harford County Association of REALTORS® Charitable and Educational Foundation will hold its 27<sup>th</sup> Annual Golf Tournament on October 5<sup>th</sup> at Bulle Rock to raise money to provide scholarships to some well-deserving Harford County students. For more information or to register, please contact Tracey Tenckhoff at 443-807-8750, Justin Sapp at 410-241-4836, or Heather Schafer Adkins at 410-937-0171.

HarCAR's Annual Shred Day is scheduled for Saturday, October 9<sup>th</sup> from 9am – 12pm in the Association office parking lot. Invite your clients and customers, family and friends! There is no charge. Along with your items to be shredded, please bring non-perishables for people or pets for our community food drive.

The Trade Show is back with a change from Spring to Fall! Please register for the November 2<sup>nd</sup> Expo with a Halloween theme! Come in costume for a chance to win the Costume Contest (sponsored by Black Oak Title)! The Trade Show committee has worked hard to provide you with a great experience – everything from a photo booth (sponsored by Main Street Home Loans) to a social media seminar with Todd Collins (sponsored by Bright MLS) to a signature drink (sponsored by Home Land Environmental)! Plan to stay for Happy Hour (sponsored by Southern Trust Mortgage) and a chance to win prizes galore! Register online by clicking the member login at [www.harfordrealtors.org](http://www.harfordrealtors.org), or access the web portal at <https://harfordportal.ramcoams.net>.

The Affiliate Committee is happy to announce we are bringing back the Battle of the Brokerages guest bartender event in November! More details coming soon!

AND AS ALWAYS, many thanks to our Partners who play an important part in the success of our organization. They are very generous with their financial support and participation. When you are doing your business, please consider using theirs!

### **Veronica Rolocut – Government Affairs Director**

I believe that when it comes to generosity, our members are unparalleled! As you may know, the Association has been collecting donations for the People & Pets Food Drive for several months. This month I am proud to announce that we received a \$1,000 donation from REALTOR member Craig J. Strobel!! But, we aren't finished yet. If you haven't had the chance to give, please consider bringing a donation to our last collection event, Shred Day, Saturday, October 9<sup>th</sup> from 9am til 12 noon at the Association. Hope to see you there.

We will also be holding a voter registration event on Shred Day. So, if you, a family member, or friend needs to register to vote, change party affiliations, or make address corrections, feel free to come by the Association on Shred-Day, Saturday, October 9<sup>th</sup> from 9am til 12noon.

**Mark your calendars now for an exclusive event...** Our annual legislative breakfast, Coffee Talk, will be held on **Thursday, October 28<sup>th</sup>** from 8 til 10am at the Maryland Golf & Country

Club in Bel Air. 2022 is an election year for our local government officials. If you want to hear where they stand on issues of importance to homeownership and the real estate industry, registration opens October 4<sup>th</sup> and **seating is limited**. **AND** for the first time ever, this event will be recorded to be aired on the Harford Cable Network!

**Debbie Gantert – Administrative Services Professional**

SentriLock has recently announced they are experiencing a delay in the production of their lockboxes due to a disruption in their supply chain. They are currently unable to manufacture enough lockboxes to provide the inventory needed to the associations throughout the country. Our lockbox supply here at the association has become very limited. As a result of this interruption in service, we are limiting lockbox purchases to one per member, per month. Please note that whether you are an agent or broker, if you have unused lockboxes in your name, and a fellow agent /member needs one, you can always transfer them to that person. Please contact the office for a Lockbox Transfer Request Form. We apologize for any inconvenience this may cause and appreciate your patience and understanding while we work through this together. As we get more information to share, we will pass it along.

Our REALTOR® Store is stocked. Be sure to stop in to browse through our sign riders, brochure boxes and much more. Don't forget, we have HarCAR cooler totes for only \$5 that would make great gifts for your clients!