

A Message from the President -

The first week of my 2020-2021 term as your President has already been a wild ride! I had the pleasure of moderating the legislative Coffee Talk event on my first day, followed by recording a short RPAC video that the members will see soon! I met with Kathy McFadden, CEO, to discuss some initiatives that I think are important to tackle in the coming year. I strongly support the advancement of technology within the Association and, hopefully, will be looking at some more effective ways to communicate and hold meetings through these ever-changing times. We also started a Diversity and Inclusion Awareness Committee that will focus on many topics that are relevant right now. I would also like to see more involvement in the NAR C2EX program and more training on Professionalism.

I am excited to work with the Board of Directors and Staff to give world class service to our members. The Association was recently remodeled. If you have not seen it yet, be sure to check out the video tour on Facebook. I hope to see everyone in virtual meetings and hopefully in person for some live events soon! I'm all ears, if you have any ideas that you think would make our Association better!

Thanks,
Chris Drewer

Kathy McFadden, CEO –

I would like to introduce you to our newest member of the staff, Danielle Leppo, Members Services Coordinator. Danielle will be assisting Debbie Gantert servicing our members with SentiCards, Lockboxes, REALTOR® Store, phones, as well as handling Education and New Member Orientation. She will be a staff liaison to the Education Committee and the Diversity Training Task Force.

As you know, the installation of officers was dramatically altered this year because of COVID-19. Instead of over 300 people attending the three-hour event, we had 25 people in attendance (current and new board members, staff and two guests) under a canopy tent in the Association parking lot with box lunches from

Mountain Branch. For your enjoyment, we had the event videotaped and it can be seen on our website. <https://www.harfordrealtors.org/videos/>.

The office renovations are complete and look *marvelous*! After almost two years in the making, our Association office is state-of-the-art! Little did I know that on the first day of my job, I would become the project manager on the renovation of the Association office. A big thanks to Sandy Smith for all her hard work and vision from start to finish. Another big thanks to Laura Metz who helped prepare the wall designs concept; Lee Raia, Personally Staged Real Estate Styling, LLC who worked gratis with Sandy throughout the renovation project; and, Nancy Graboski, ART FRAME PRINT, who designed, produced and installed all the wall hangings. Since COVID-19, the office is not the same without all our members coming in, so we are bringing the new office renovations to you. Please enjoy this short video <https://www.harfordrealtors.org/videos/>.

Our virtual CE Classes and New Member Orientation Classes have been highly successful. This would not be possible without the superior instructors! Many of the CE Classes have reached their capacity of 50 people. Make sure to go online and sign up for the October classes before they fill up. November classes will be posted this week. As you know, the CE classes are complimentary because of the generosity of our Platinum, Gold and Silver Partners. Please remember them when you are doing business.

https://www.harfordrealtors.org/harford_county_association_of_realtors_partners/

The Education Committee has done a phenomenal job. We are grateful that many of the members from last year agreed to remain on the committee, and with very little arm twisting and I do mean just a very little, Dave Stromberg stayed on as Chair and Paulette Shaduk as Vice Chair.

As many of you have concerns regarding licensing, I have asked Dave Stromberg to discuss Maryland Real Estate Commission (MREC) LICENSE RENEWAL!

Dave Stromberg, Chairman of the Education Committee -

1. License Extensions:

Earlier this year, Governor Hogan extended all professional licenses, *including real estate licenses*, to thirty days after the end of the State of Emergency (SOE) that he declared in March. *The end of the SOE has NOT yet been determined.*

The Maryland Real Estate Commission (MREC) has been extending all expired licenses, on a month-to-month basis, to the 1st of the following month. This is typically done in the last week of the month. Also know that there is a computer program that automatically sends a notice to all licensees whose licenses are about to expire in 3 days; this is what happened on September 28, which happened to be a Monday. Because of this somewhat unique time frame, a lot of licensees received an email indicating that their licenses were about to expire. By the next day, MREC had extended the licenses of those about to expire to November 1st.

Please be aware that it would be a good practice for all licensees whose licenses have, or about to expire to check their license expiration dates on the MREC website (<https://www.dllr.state.md.us/license/mrec>), under "License Search" at the bottom of the left column of links.

2. License Renewal:

The MREC is encouraging all licensees to continue to take their continuing education, and *renew their licenses by their bi-annual license expiration date*. While expired licenses are being extended by the Commission (as noted above), it is important that all licensees know that this will *NOT* change their license expiration date. This means that by delaying their license renewal beyond their "normal expiration date", it will also shorten the period of time that the licensee will have to renew their license, for the following renewal period.

For example, if the licensee's expiration date was August 30, 2020, but was not renewed until October 1, 2020, the license would have about one month less in which to take continuing education and renew license by August 30, 2022.

Licenses are typically allowed to be renewed within 60 days of the license renewal date; however, licensees should wait until their next licensing period begins to

take continuing education courses, in order to avoid confusion as to which renewal period the C/E is to be credited to.

If a Licensee does not renew license by 30 days after the SOE ends, they *will not be able to actively engage in real estate transactions until their license is renewed*. Also, these licensees *will also be subject to a \$100 late fee* when renewing, in addition to their normal renewal fees.

3. Virtual Continuing Education Classes:

On May 29th, the MREC authorized the use of Virtual Continuing Education Classes, with certain conditions, *until 60 days after the lifting of the SOE* (these are *not* the same as on-line C/E courses). Again, the SOE expiration date has yet to be determined.

I hope that this clarifies the confusion from last week. Please be prepared for a similar situation at the end of October, and subsequent months going forward, until 30 days after the end of the SOE.

Laura Metz, Director of Operations -

It is almost time for [DUES RENEWAL](#) for our REALTOR® members. In a recent Association email, we notified you that our dues renewal process will begin approximately 2 weeks later than normal. The Association is in the process of migrating to a new database system, and we are on track for October 15th. Look for an email or check the website on or about October 15th for instructions on how to renew.

This Saturday, October 10th, from 9:00 am – 12:00 noon, the Equal Opportunity Committee of the Harford County Association of REALTORS® will be hosting our annual Shred Day in the Association's parking lot! Be sure to invite your clients and customers. There is no charge. New this year: we are collecting non-perishable food to be donated to a local food pantry. Please bring non-perishable food along with your items to be shredded.

2020-2021 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 held its 26th Annual Golf Tournament on September 22nd at Bulle Rock to raise money to provide scholarships to some well-deserving Harford County students. We could not have asked for a more gorgeous day! The Association's Platinum and Gold Partners played in the tournament and, for the first time ever, the Association had a foursome and assisted at the sign-in table! Many thanks to Foundation President Di Mahaffey, Foundation Treasurer Robert France, Tournament Chairperson Justin Sapp, Committee Members Heather Schafer Adkins, Fran Stricker, and Tracey Tenckhoff, and all of the golfers and sponsors who made this tournament a great success!

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®.

Veronica Rolocut, Government Affairs Director -

REALTOR Care Day – The Association Membership Committee annually performs a project to address needs in the community and show that REALTORS® care about our community called REALTOR® Care Day. This year, we are holding REALTOR® Care Day during the Harford County Sheriff's Office 2020 Faith & Blue event **this Saturday, October 10th from 12noon til 4pm at Patterson Mill High School**. Be sure to stop by our table for a very special coloring book and crayons. Hope to see you there!

Coffee Talk – On October 1st, the Association virtually held its **first all member event** since having to restrict in-person contact due to COVID and it went very well. As a benefit, all members had access to watch our very own President Chris

Drewer discuss issues impacting real estate right here in Harford County with local elected officials. If you missed it but are interested in watching, please click on the following link:

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

RPAC – Annually, RPAC goals are established by NAR and MD REALTORS®. The RPAC Committee has been working overtime to meet these goals and are extremely close. If you haven't made your 2020 investment please give me a call at 410-569-0750. Also, as you know, dues will be coming out soon and those dues will include your **2021 RPAC fair share contribution**. Please be sure to “Do It With Dues” for your 2021 RPAC investment even if you have recently made your 2020 investment. Thanks!!!!

Voting – Some important election dates are approaching quickly. They are as follows:

Voter registration deadline – Tuesday, October 12th

Apply to vote by mail – Tuesday, October 20th

Early voting – October 26th through November 2nd

Election day – Tuesday, November 3rd

Visit <http://harfordvotes.info> for more information.

Danielle Leppo, Member Services Coordinator -

My name is Danielle Leppo and I was born and raised right here in Harford County. I attended Bel Air High School and went on to graduate from the University of Delaware. When I heard about the opportunity to work for the Harford County Association of REALTORS®, I jumped at the chance. Working for an association and with committees that help make the lives of REALTORS® easier is exciting. I have been doing my best to quickly learn as much as I can so that I can be an accessible and reliable resource. So far, my time working has been an amazing experience and I cannot wait to meet all the members in person!

Debbie Gantert , Administrative Services Professional -

Hello! 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.ganert@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.

Fun Fact: Since March, we have had 84 new members join the Association, and since October 1st alone, we have had 11 new members join.