



# Newsletter

Frederick County Association of REALTORS®  
*The United Voice of Real Estate in Frederick County*

August 11, 2021

## Meet the Board

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## Membership Appreciation

### We're Gearing Up for a Value-Packed September at FCAR

Physical Membership Meetings are back and are being followed by a full week of Membership Appreciation.



Like an in-person oasis in a desert of zoom calls, our next monthly meeting will be held at Dutch's Daughter on **Wednesday, September 8** from 11:30 am-1:00 pm. A lunch buffet will be served and guest speaker Lt. Andrew Alcorn of the Frederick City Criminal Investigation

Department will speak on Realtor® Safety. Register for the meeting in advance through your [Membership Portal!](#)

Additionally, Membership Appreciation week begins the following Monday, September 13. We're showing our thanks by offering free continuing education, 50% off in the Realtor® store, a free food truck luncheon, and an FCARe bingo fundraiser at Attaboy Barrel House on Wednesday, September 15 from 5:00-8:00 pm.

#### FCAR SOCIAL SHORTCUTS



[Click here for our COVID-19 Info Page](#)



## Exclusive Sponsorships Available

For our Platinum Jubilee Gala on April 30, 2022  
With six choices available, there's value to be found at every level. Visit [fcar.org/jubilee](http://fcar.org/jubilee) to learn how to partner with us for this historic event.

# Membership

## Added Value and Opportunities



## Reserve Your Space at The FCAR Trade Show on October 19

Our annual Trade Show is grooving back to the Frederick Fairgrounds on **Tuesday, October 19**. Bring your valuable trade expertise by registering for a booth or table! The format will again include the latest in real estate technology and there will be a members only drawing for cash prizes. Sponsorship opportunities are also available. This year's theme is disco and awards will be given based on participation. Learn more at [fcar.org/events](https://fcar.org/events) or reserve your space by contacting [natalie@fcar.org](mailto:natalie@fcar.org).

## You won't want to miss what we're offering for Membership Week.

### APPRECIATION BENEFITS:

- **50% Discount in our REALTOR® Store**
- **Free Continuing Education Classes:**
  - Understanding the Contract of Sale (Mon)
  - MREC Required Supervision (Tue)
  - Working with Commercial/Investment Clients (Thu)
- **Free Food Truck Luncheon** (truck TBA)
- **FCARe Bingo Fundraiser** at Attaboy Barrel House on Wednesday, Sept. 15



## As an Affiliate Member, you have a lot to offer. We can help.

**The Affiliates' Corner** is a new column we're providing as an added membership value. It's a place for you to showcase your industry knowledge while also putting yourself in front of our 1,300+ membership. (Did we mention that it's free?) Let us know you're interested in taking advantage of this great opportunity by contacting [joe@fcar.org](mailto:joe@fcar.org).



# News You Can Use

## Big Dates & Deadlines

**Wednesday, September 8:**

### Membership Meeting

FCAR membership meetings are back in person at Dutch's! Register today through your Membership Portal.

**September 13-17:**

### Membership Week

We're celebrating YOU this September! See page 2 for details.

**Tuesday-Thursday, October 12-14:**

### Maryland REALTORS® Conference

MR's annual conference returns to Ocean City at the Clarion Resort Fountainbleau Hotel, but \$199 early bird pricing ends soon. [Learn more.](#)

**Tuesday, October 19:**

### FCAR Trade Show

Affiliate table/booth registration is now open! Sponsorship opportunities are also available. [Learn more.](#)

**Friday, December 31:**

### Current NAR Code of Ethics Cycle Ends

*Don't let this date sneak up on you!* Complete your required 2.5 hours of training before this current cycle ends. [Learn more.](#)



**Bright Steps**

Click the image above to visit the [Bright Steps Weekly Market Update](#).



Click the image above to visit the [NAR Economist's Outlook](#) blog.

# News You Can Use

## Last Call to Teach the Homebuyer Assistance Class

If you're serious about affordable housing and want to help in a very tangible way, *this is it!*

[The Frederick County Homebuyer Assistance Program](#) (HAP) administered by the Frederick County Department of Housing and Community Development (DHCD) helps local families with limited resources obtain their first home, by providing

up to \$8,000 in down payment/closing cost assistance.

**HOW TO HELP:** If you would like to volunteer to teach the one day REALTOR® or lender portion of the class, contact Terez Dorsey at [realtorterezdorsey@gmail.com](mailto:realtorterezdorsey@gmail.com).

Members who have already taught this class may apply immediately, but first time instructors are required to shadow a class before doing so. The next class will occur next Tuesday, August 17 via Zoom.

## Envision Mount Airy

### A Tour of Possibilities

**What:** Professional, no cost bus tour of the commercial properties available in the Town of Mount Airy

**Where:** Watkins Park  
615 Center Street  
Mount Airy, MD 21771

**When:** September 16, 2021 - 8:00 a.m. - 1:00 p.m.

**How:** Register [online](#) or call Town Hall to secure your space: 301-829-1424

**Website:** [www.mountairymd.gov/tour](http://www.mountairymd.gov/tour)



### THANKS TO OUR SPONSORS:



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### UPCOMING MR WEBINARS

#### How to Generate Listings in a Low Inventory Market

[Wednesday, August 18 | 1:00 pm](#)

#### Realtor® Safety with Jenn Cassetta

[Tuesday, September 7 | 1:00 pm](#)

## Maryland Realtors® Broker Review Course

**Friday, August 13 | 9:00am-4:30 pm**

This virtual session is for those interested in gearing up for the Broker or Associate Brokers licensing exam. Participants will have an opportunity to review and address questions, which will help them determine the areas they need instruction on.

This is a good workshop for those who haven't tested recently and who would like to sit for the exam within the next few months. [Register today on the Maryland Realtors site.](#)

# FCAR Calendar

Sign up for these upcoming events using your [FCAR Membership Portal](#).

Please note that most meetings are now being held in a hybrid format unless noted otherwise.

The Zoom links will be listed on the FCAR Calendar at [www.fcar.org](http://www.fcar.org).

## Commercial Committee Virtual Lunch & Learn

**Tue., August 17 | 12:00-1:00 pm**

Guest speaker PW Shaffer will discuss Commercial Lending.

## YPN Happy Hour

**Thu., August 19 | 4:30-7:00 pm**

In-person Happy Hour at Idiom Brewery Co. (340 E. Patrick St.).

## Membership Meeting

**Wed., September 8**

**11:30 am-1:00 pm**

Join us at Dutch's Daughter for a lunch buffet and a Realtor® Safety talk by Andrew Alcorn of the Frederick City Criminal Investigation Department.

## Membership Week

**September 13-17**

A week of free classes, 50% store discounts, a free food truck luncheon, and an FCAR fundraiser at Attaboy Barrel House on Wed., Sept. 15 from 5:00-8:00 pm.

## Informed Professionals Lunch & Learn

**Wed., September 15**

**12:00-2:00 pm**

Learn more about Reverse for Purchase Home Loans with guest speaker Laurie McNaughton of Atlantic Coast Mortgage.

## Maryland REALTORS® Annual Conference

**October 12-14 | Ocean City, MD**

Register at the [event's website](#).

## FCAR 2021 Trade Show

**Tue., October 19**

**11:00 am-2:00 pm**

Table registrations and sponsorship opportunities available [here](#).

## FCAR Holiday Auction

**Thu., November 11**

Save the date! Contact [natalie@fcar.org](mailto:natalie@fcar.org) about submitting an item to bid on. Details to follow.

## REALTORS® Conference & Expo

**November 12-15 | San Diego, CA**

The annual NAR conference is being held with both virtual and in-person options. More info at [conference.realtor](http://conference.realtor).



**AT HOME WITH  
DIVERSITY®**

## September 7 & 9

**VIRTUAL CLASS | 9:30 am-12:30 pm**

*Register today through your Membership Portal!*

The **At Home with Diversity®** certification course teaches you how to work effectively with diverse populations so you can build business success in today's multicultural real estate market. As a bonus, the AHWD certification course counts as an elective for the Accredited Buyer's Representative (ABR) Designation and Certified International Property Specialist (CIPS) Designation and toward the C2EX Endorsement.

# Continuing Education

Unless otherwise noted, all of our classes are now in hybrid format.

Please use your [Membership Portal](#) to sign up and choose whether to attend in-person or remotely via Zoom.

## Differences: GCAAR and MAR Contracts

Wed., Aug. 11 | 3:00-4:30 PM

Instructor: Colleen Smyth

1.5 Credits: (F) Elective

## Brokerage Relationships and Disclosures

Thu., Aug. 12 | 9:00 AM-12:00 PM

Instructor: Kathleen Dartez

3 Credits: (H) MREC Agency-Residential / Commercial

## MD Code of Ethics

Thu., Aug. 17 | 9:00 AM-12:00 PM

Instructor: Mark Feinroth

3 Credits: (D) Real Estate Ethics / Professional Standards

## Legal and Legislative

Tue., Aug. 31 | 9:30 AM-12:30 PM

Instructor: Mark Feinroth

3 Credits: (F) Elective

## At Home with Diversity

PART ONE: Tue., Sep. 7

9:30 AM-12:30 PM

PART TWO: Thu., Sep. 9

9:30 AM-12:30 PM

Instructor: Brenda Kasuva

6 Credits: (F) Elective & At Home with Diversity Certification

## IN-PERSON CLASS PROTOCOLS

- You are required to bring in your laptop, tablet, or smartphone.
- A face mask is required in common areas of the office. If you are vaccinated, you may take off your mask while seated in the classroom. If you are not, please remain wearing your mask.
- There will be a limit of 15 students who can be in the classroom.
- Tables will be set up so students will be 6 feet apart.
- Phone calls, e-mailing and browsing websites will not be permitted during the class and will result in no credit.

## VIRTUAL CLASS INFORMATION

- Please arrive early to check in. The Zoom will open 15 mins. prior to class start time.
- Be prepared to show your license to enter the class.
- For safety purposes, absolutely NO driving is allowed while participating in virtual classes.
- Virtual classes should be attended with the same respect as in-person education. Please do not take other phone calls, browse other websites, or be moving around.
- At the time the meeting begins, the meeting will be closed and no one else will be able to enter.
- Monitors will still be present and all virtual classes will be recorded.
- All students must have their cameras on the entire class (no camera, no class credit).
- Current class time duration standards remain in force. There will be no quiz or exam required at the end of the class.
- The Zoom meeting link will be sent to your e-mail one day before your class. You can also find the Zoom meeting links for all the classes on the FCAR calendar at [www.fcara.org](http://www.fcara.org). For any additional questions, contact Natalie at 301-663-0757.

# Special Thanks

*to our Newsletter Sponsors*

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## Frederick County Association of REALTORS®

*The Voice of Real Estate in Frederick County*

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Have questions? [info@fcar.org](mailto:info@fcar.org) | Find us online: [www.fcar.org](http://www.fcar.org)

