



Newsletter

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

April 21, 2021

Meet the Board

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Get to Know Your Board: Amos Martin

Amos is currently serving as the Treasurer and Secretary on the FCAR Board of Directors. He is a Graduate of the Realtor Institute (GRI), a graduate of the Maryland Realtors Leadership Academy Class of 2020, and is currently licensed as an associate broker with RE/MAX Plus in downtown Frederick. Amos was recognized as FCAR's Rookie of the Year in 2017.

Amos currently serves on the Budget and Finance committee and has served on the Informed Professionals Committee and the Leadership Support Forum in the past. Dedication to professionalism is of the utmost importance to him.

Amos loves to play racquetball and golf in his spare time and finds his greatest joy in learning, growing, and encouraging others. Amos lives in Frederick with his wife, daughter and a black Lab named Tucker.



Amos Martin
FCAR Treasurer & Secretary

FCAR Social Shortcuts



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



Fair Housing Resources

This year's Fair Housing Month theme is to stop, educate, and check ourselves for biases we may not even be aware we have. This week's featured resource is NAR's recommended FH [podcast list](#).

Volunteer Feature

Get to Know April West



April West
YPN Advisory Chair

"I choose to serve on an FCAR committee because I enjoy getting to know my colleagues outside of the contract arena. We all have so much to learn from each other, and I have met wonderful people who have become good friends."

April West is a proud native of Montgomery County, MD. She loves being just a metro ride from the nation's capital, minutes from the country, and only a few hours from the beach. After attending high school at St. John's Prospect Hall, April fell in love with all things Frederick. She and her family now reside in Frederick County.

April attended the University of Maryland and graduated with a Bachelor's Degree in Marketing from The Robert H. Smith School of Business in 2012. Although her college days are behind her, April enjoys taking as many real estate classes as possible to continue building her knowledge base. She is a REALTOR that happily calls her brokerage, Charis Realty Group, home.

Virtual Event

Membership Meeting

Thursday, May 6 at 10:00 am

WITH GUEST SPEAKERS:



Richard Griffin

Director of Economic Development, Frederick City



Beth Woodring

Director of Business Attraction and Marketing, Frederick County Office of Economic Development

REGISTER NOW through your membership portal

Virtual Education

Bright MLS Customer Success with Neal Feinberg

Monday, April 26

9:00 am-3:00 pm

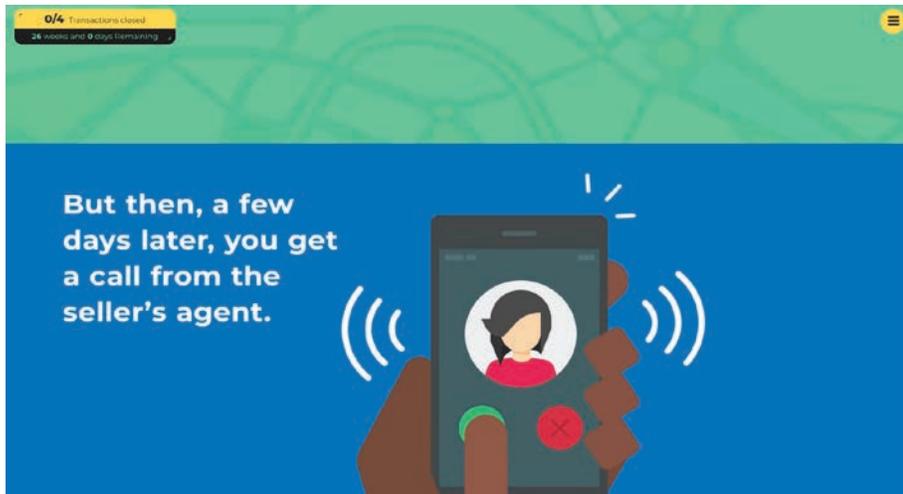
Join us for a series of three classes geared to the new agent (also great as a refresher).

From setting up your Bright MLS account, to searching for that perfect home for your buyer, to entering a listing for maximum visibility, these classes are the best way to jump start your career or to bone up on using the system more efficiently.

Register today at brightmls.com/training

News You Can Use

Don't Miss the Fair Housing Month 2021 Brokerage Challenge



Through April 30, we're inviting each brokerage to see how many of its agents complete the NAR [Fairhaven](#) simulation.

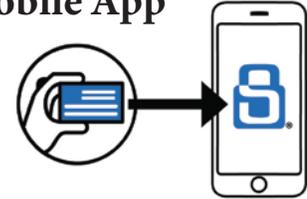
The prize of a donation made to a charitable organization of choice will be awarded to the categories of small (1-25 REALTOR®), medium (26-50), and large (50+) brokerages.

Fairhaven is a website that guides users through a choice-based narrative of real estate scenarios. Partici-

pants will receive specific, practical feedback based on their choices as well as a performance report to help them improve their level of fair housing decision-making.

Is your brokerage up for the challenge? [Contact Hugh Gordon](#) to get your team in the game.

5 Reasons to Make the Move to the SentiKey Real Estate Mobile App



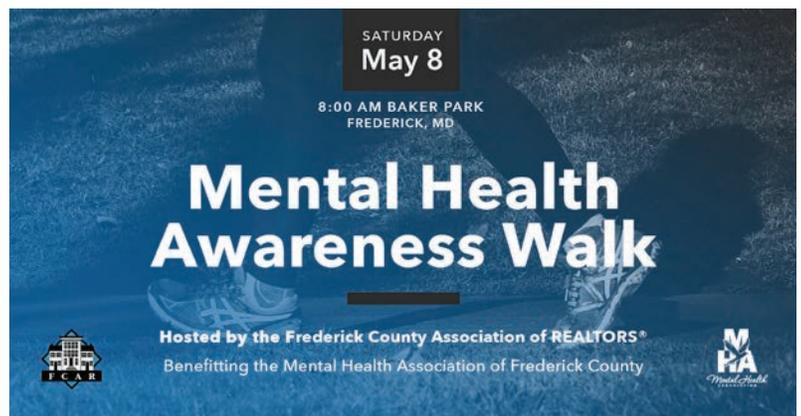
1. Streamline your property management process for faster access.
2. Obtain more features to manage your business more efficiently.
3. Receive immediate notifications so you're always in the know.
4. Get property details within the app and link directly to third-party data integration partners for the latest info.
5. Eliminate the need for card renewals so you're always up-to-date.

SWITCH TO SENTRIKEY TODAY

Sign up for the [SentiKey App School](#) for a guide to the process of learning the app. SentiCards are being phased out on January 1, 2022.

Lace up for the Mental Health Awareness Walk

YPN and the FCAR Community Service Committee are inviting you to support mental health awareness! An in-person one mile walk at Baker Park is being held on **Saturday, May 8** from 8:00-9:30 am, but virtual participation options are also available. Learn more or RSVP on the walk's [Facebook Event](#).



News You Can Use

Bright Steps Weekly Market Update



Click the image above to view the summary, or [view the full report](#) on the Bright MLS site.

Community Service Opportunity



Did you know that the Frederick Community Action Agency's **Soup Kitchen Program** has been serving meals every day since 1984? If you're looking for a way to help county residents in need, schedule a time with Chris Bard (301-600-3972) or simply [show up](#) (with a mask) at 3:40 pm. The program runs daily, but help is especially needed on Friday evenings.

Legal & Lender Help Needed

We are in need of two members to provide updates in our monthly membership meetings. If you're interested in helping with either

legal or lender updates on a regular basis, contact [Kelly Malagari](#) to learn more.

License Renewals & CE due June 15

If you're currently practicing with your license on extended status, your updated renewal date is coming up on **June 15, 2021**.

For more information and additional resources, view the Maryland Real Estate Commission's [licensing page](#) or their

[latest update](#) on COVID-related license extensions.

If you would prefer to speak to someone at FCAR with questions about your license or the requirements, please contact Hugh Gordon at the FCAR Office (301-663-0757) or email hugh@fcar.org.

An easy button to make a big difference

Text **REALTORS** to #30644 and get alerts to support a legislative effort. As easily as that, you can stay up-to-date on the legislative topics that matter to you as a REALTOR®.



The FCAR Ambassador Program Needs You!

FCAR is still looking to connect with each of these organizations, either at the national level or local level: **The Asian American Real Estate Association (AREAA)** and **The National Association of Hispanic Real Estate Professionals (NAHREP)**.

If you are already a member or interested in joining, FCAR will pay the annual membership dues for one member. We ask that you are willing to provide regular feedback and updates to FCAR leadership, so that we can share the information with FCAR members.

Interested? [E-mail Hugh Gordon](#).

FCAR Calendar

Sign up for these upcoming events using your FCAR Member Portal. Please note that **all of our meetings are being held virtually** until further notice. The Zoom links will be listed on the FCAR Calendar at www.fcar.org.

Membership Meeting

Thursday, May 6

10:00 AM - 11:30 AM

Richard Griffin, Director of Economic Development of Frederick City and Beth Woodring, Director of Business Attraction and Marketing, Frederick County Office of Economic Development, will provide insight into Economic Development planned for the area.

Mental Health Awareness Walk

Saturday, May 8

8:00-9:30 AM

You're invited to join us in raising awareness and supporting the Mental Health Association. Show your support in-person or online! Follow along, learn more, or let us know you're coming by visiting the [Facebook event page](#).

New Member Orientation

Tuesday, May 11

9:00-10:30 AM

Stay tuned for more details.

Informed Professionals Event

Wednesday, May 19

12:00-2:00 PM

Stay tuned for more details.

Board of Directors Meeting

Wednesday, May 26

9:30-11:30 AM

Frederick County Association of REALTORS®

RPAC Raffle

— SPRING 2021: APRIL 1-MAY 31 —



ENTER TO WIN

Choose your entry in either \$5 or \$25 amounts to support RPAC! The winner will have their choice of one of the following prize packages (valued at \$300):

Air Fryer | Solo Stove Fire Pit | Winery Tour

TO ENTER: Visit fcar.org/rpac-raffle-ticket, click **BUY NOW**, enter your NRDS ID and pay by credit card.



The winner will be announced at our June 3 Membership Meeting.

CONTRIBUTIONS TO RPAC ARE NOT DEDUCTIBLE AS CHARITABLE CONTRIBUTIONS FOR FEDERAL INCOME TAX PURPOSES

Contributions to RPAC are voluntary and are used for political purposes. You may refuse to contribute without affecting your membership rights. 70% of each contribution is used by Maryland RPAC to support state and local candidates; 30% is sent to National RPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116. This solicitation is intended for REALTORS® only. Nothing herein contained shall be construed as solicitation of contributions from non-members. Personal contributions made by check must be on a personal check, not on a corporate check. Contributions made on a corporate check will be treated as a corporate contribution as permitted under the Maryland Campaign Finance Law. *For contributions made by credit card: You acknowledge that all credit card contributions are subject to the usual requirements of law applicable to RPAC contributions. The charge applied to the account as a result of the contribution must be paid with the personal funds of the individual(s) by whom the contribution is made. Authority: Beverly Rasmussen, Treasurer

Kickstart your RPAC support!

Enter to win your choice of one of three great prizes:



Cuisinart Air Fryer Solo Stove Fire Pit Vineyard Gift Certificate

Continuing Education

If you're operating under a license extension, your renewal is due **June 15, 2021**.

Fair Housing Course

Thursday, April 22

6:00 - 7:30 PM

Instructor: Alison Graham

Fair Housing Month is the perfect time to educate yourself on the issue.

Bright MLS Training

Monday, April 26

9:00 AM-3:00 PM

Instructor: Neal Feinberg

Please join us for a series of three classes geared to the new agent (also great as a refresher!). Registration for this event must be done [through Bright MLS](#).

MREC Agency-Commercial

Thursday, May 6

1:00 - 4:00 PM

Instructor: Ed Stanfield

Knowing what to disclose, when to disclose it, what to keep confidential, and all the other detailed requirements built into agency relationships are crucial for a successful, legal real estate practice.

We're transitioning from 100% virtual classes to a hybrid model.

Beginning May 1, you will have the option to come in to the FCAR Classroom or stay at home and attend via Zoom. Please use your [FCAR Member Portal](#) to sign up and choose which method you prefer.

Monitors will be present but will also be monitoring any students online. Instructors will have the option to teach in person or virtually. Virtual instructors will be displayed on our classroom projector screen. For live teachers, we will have a video camera facing them so virtual students will still be able to watch. For virtual classes, a Zoom link will be sent to your registered e-mail address the day before the class. Pursuant to DLLR authorization for online continuing education during the pandemic.

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. For any additional questions, contact Natalie at 301-663-0757.

IN CLASSROOM PROTOCOLS

- A face mask must be worn the entire duration of the class.
- 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.
- To accommodate instances where the instructor is teaching virtually, please bring in your laptop or tablet, if possible.

Special Thanks

to our Newsletter Sponsors

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