



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

NEWSLETTER

December 23, 2020

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Meet the Board

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Continuing Education

Don't wait to register for classes: While license renewals have been extended in Maryland due to COVID-19, you will still need to ensure all continuing education credits have been earned when the extension expires. **AVOID THE RUSH - Register now!**

Pursuant to DLLR authorization for online continuing education during the pandemic. To register for any course, visit your member portal at www.fcar.org.

Understanding the Contract of Sale

Instructor: Jana Gantt

Tuesday, January 5
1pm-4pm

How to Sell a HUD Home

Instructor: Jim Bass

Tuesday, January 12
10am-11:30am

Understanding Contract Addenda

Instructor: Marie Lagos

Wednesday, January 20
1pm-4pm

Recognizing Mold

Instructor: Bob McCutcheon

Thursday, January 21
9am-10:30am

Want to attend a class for free?

Volunteer as a class monitor!

For details, contact shirley@fcar.org.

MEMBERSHIP DUES NOW BEING COLLECTED

FCAR is now collecting membership dues for the 2021 fiscal year. You should have received an emailed invoice at the beginning of December. Payment can be made via your member portal at www.fcar.org.

Renewals will not be considered late until January 16, 2021.

Here's how your 2021 dues break down:

- FCAR membership: \$312
- Maryland Realtors membership: \$218
- National Association of Realtors membership: \$185
- RPAC minimum contribution: \$25 for members; \$99 for brokers

FCAR Board Retreat

FCAR's leadership held the first session of their virtual retreat on December 17th. The retreat was led by Jim DeLizia, a national expert who has been providing facilitation, consultation and development services for more than a quarter century. The next session will occur on January 12th. An additional day of training will be devoted to committee leadership at a specialized retreat.

To prepare for the retreat, Jim helped facilitate a survey of members as well as individuals in the broader Frederick community. The results were shared with leadership during the retreat to help them in planning for 2021 and beyond. Thanks again to all who completed the survey! Your voices have been so helpful in this process.



Professional Standards with National Expert Leigh York

January 8, 2021
9am-4pm

Start your business on the right path in the new year! FCAR is pleased to offer a free training on January 8th with Leigh York, a nationally-recognized expert in professional standards with a penchant for making the topic exciting and meaningful. Leigh has more than 20 years in the real estate industry and specializes in broker/agent coaching, strategic planning, and training for ombudsman, mediation techniques, and more.

FCAR's all-day event begins at 9am on January 8th. Register through your member portal at www.fcar.org.

Image: Leigh York, leighspeaks.com

NAR Ethics Update on Hate Speech

All real estate professionals should be advised that NAR has updated its ethics rules concerning hate speech and expanded the situations in which these rules may be invoked.

In essence, real estate professionals who engage in hate speech or discriminatory conduct, even outside of their professional role, could be subjected to disciplinary actions.

Per NAR's statement on the matter, "The new rules extend Article 10 of the Code, which already prohibits discrimination in professional services and employment practices, to include discriminatory speech and conduct. Article 10 prohibits REALTORS® from discriminating on the basis of race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. The new Standard of Practice, 10-5, will now state: 'REALTORS® must not use harassing speech, hate speech, epithets, or slurs' against members of those protected classes.'"

In addition, "The board also approved a revision to NAR's bylaws to expand the definition of 'public trust' to include all discrimination against the protected classes under Article 10, as well as all fraud. Going forward, associations will be required to inform their state real estate licensing authority of final ethics decisions that hold REALTORS® in violation of the Code in instances involving real estate-related activities and transactions where there is reason to believe the public trust may have been violated."

For complete FAQ prepared by NAR, [click here](#).

UNDERSTAND THE NEW RULES - TRAINING TO BE OFFERED BY NAR

NAR will offer monthly trainings to help real estate professionals better understand the new policies and how to implement them in their own practice. For a schedule of these trainings, [click here](#).



Expand Your Business and Horizons

Cultivating Multicultural Relationships is Good for Business

REALTORS® know the importance of adapting and remaining relevant in today's marketplace. By developing a business practice rooted in inclusion and equality, you can help buyers of all cultural backgrounds achieve the dream of homeownership.

The At Home With Diversity® (AHWD) certification course teaches you how to work effectively with diverse populations so you can build business success in today's multicultural real estate market.

Bonus! The At Home With Diversity® certification course counts as an elective for the Accredited Buyer's Representative (ABR®) Designation and Certified International Property Specialist (CIPS) Designation, and towards the C2EX Endorsement.

Register for this course today!

**January 26 & 27, 2021
1-4pm each day via Zoom**

You must attend both sessions to complete the certification course.

Instructor: Margo Wheeler Willis

**\$99 for members
\$119 for non-members**

**Register via your member portal at
www.fcjar.org.**

For more information visit NAR.realtor/AHWD.



Did you know there's a private Facebook group for FCAR members?



It's a safe space to share valuable information about events, business tips, articles, and RPAC activities. Search "groups" on Facebook for "FCAR MEMBERS AND AFFILIATES." [Click here to request to join.](#)

Not on Facebook? FCAR is also on Instagram and Twitter.



Looking for a unique stocking stuffer? FCAR's store has a number of REALTOR®-themed items to brighten your favorite real estate professional's day. All purchases must be made in office. Please call 301-663-0757 to arrange private shopping in our store.

Welcome New FCAR Members!



FCAR hosted a masked, socially-distanced New Member Orientation on December 9th. If you or a realtor in your office has recently joined the organization, these programs are an excellent opportunity to discover all the benefits, tools, and services FCAR members enjoy.

Our next orientation session will be January 9, 1pm-2:30pm. Register through your member portal at www.fcar.org.



**Happy Holidays!
Downtown Frederick is Decorated**

The lights are up! FCAR has sponsored a light display at the corner of Patrick and Market Streets which we hope will add some extra sparkle to your holiday experience. The installation was completed just as last week's snow began to fall. We hope members will take advantage of this opportunity to enjoy the illuminated scene with a sense of pride, knowing their organization helped make it possible. This is also a great time to support local businesses in downtown Frederick, which have suffered much during the pandemic. And of course, FCAR encourages those who are out to follow all safety protocols. For a complete listing of advice and assurances on safe distancing, parking, and more, visit <https://downtownfrederick.org/covid-19/>.

**Virtual Installation of the
2021 Leadership Team
January 5, 2021
11:30am**

Register via your member portal

License Extensions During COVID-19

Just a reminder that the Maryland Real Estate Commission has pushed out the expiration date for licenses that will expire during the COVID-19 State of Emergency, as per Governor Larry Hogan's order in March 2020. **Licensees will have 30 days from the date the State of Emergency is lifted to renew their license.**

The license expiration extension is temporary, and the Real Estate Commission is encouraging licensees to continue to take the necessary classes they will need to renew their license.

If you have questions about your license or the requirements, please log on to the DLLR website at <https://www.dllr.state.md.us>, click on the **Licensing** link at the top of the page, click on **Real Estate Commission** on the list on the left (near the bottom, click on **License Search** in the left column, then click on **Name**, fill in your name and city and in the information that appears, you will find the date that DLLR has listed as the date that your license will expire.

SentriLock Reciprocity in Maryland

In order for agents to access homes through SentriLock outside of their home association boundaries, a reciprocity agreement is necessary. FCAR members already have reciprocity with all associations in Maryland except for the Garrett and Coastal Associations. If you wish to show properties in the Garrett and Coastal Association boundaries, you must complete the appropriate reciprocity form prior to showing the property. The same rules SentriLock Reciprocity In Maryland and regulations for SentriLock users remain in effect. Anyone caught breaking these rules will be subject to fines set by each association. Processing these reciprocity agreements can take up to 2-3 business days to complete. Please plan accordingly to make sure there is enough time to complete the process before you plan to show the property. FCAR does not currently have reciprocity agreements with associations in Pennsylvania, Virginia, or West Virginia. If you plan to show properties in these states, please research how to obtain reciprocity agreements. Completed forms should be emailed to Kelley Burley at kelley@fcar.org. Please call 301-663-0757 with any questions. [Forms for Garrett and Coastal Associations are available on the FCAR website.](#)

Let's Get Social!
Connect with FCAR

