



# Frederick County Association of REALTORS®

*The Voice of Real Estate in Frederick County*

## NEWSLETTER

December 31, 2020

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- Free training 1/8- Professional Standards with Leigh York
- At Home With Diversity Certification - 1/26 and 1/27
- Board Retreat underway
- Lights at Square Corner

### Meet the Board

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**Peter Murray, President-Elect**  
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**Maureen Nichols, Immediate Past President**  
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**Ashleigh Kiggans, Director**  
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**Marie Lagos, Director**  
marie.lagos@penfedrealty.com



## 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](http://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](mailto: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](http://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](http://www.fcar.org).

Image: Leigh York, [leighspeaks.com](http://leighspeaks.com)

### 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 lights will remain in place for the next several weeks.

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/>.







# 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.fcar.org](http://www.fcar.org).**

For more information visit [NAR.realtor/AHWD](http://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](http://www.fcar.org).**

## 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](mailto: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**

