



Frederick County Association of REALTORS®

The Voice of Real Estate in Frederick County

NEWSLETTER

November 11, 2020

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Meet the Board

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Who's Winning the Reindeer Race?

These brokerages are on their way to winning an awesome advertising package, having raised the most funds for Frederick charities in our ongoing competition! Is your business in the game? Have you sent us your totals? See page 3 or email catherine@fcar.org for details.

WEEK 3 LEADERS

Orange Group (76 or more Realtors)
REMAX RESULTS

Green Group (35-75 Realtors)
CHARIS REALTY

Blue Group (12-34 Realtors):
REMAX REALTY PLUS

Red Group (1-11 Realtors):
Please Check In!

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: Marie Lagos
Tuesday, November 17
1pm - 4pm

Lunch & Learn: As-Is Reform and Recent Changes to Contracts and Addenda*

Instructor: Beau Pichon
Wednesday, November 18
12pm - 1pm

Understanding RE Disclosures

Instructor: Larry Riggs
Thursday, November 19
9am -12pm

MD Code of Ethics

Instructor: Larry Riggs
Tuesday, December 8
6pm-9pm

MREC Brokerage Relationships & Disclosures

Instructor Terry La Scola
Thursday, December 10
6pm-9pm

Bradford Tax Seminar (Free!)*

Instructor: Kelly Clark
Wednesday, December 16
9:30am-12pm

*Please note: Neither the Tax Seminar nor the Lunch & Learn Program earn continuing education credits.

MEMBERSHIP RENEWAL NOW DUE IN DECEMBER

As a result of FCAR's recent bylaw changes, membership dues for the coming year will be collected during the month of December (previously, they had been due every October).

That means members will receive two free months of membership this year!

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

January Installation Details Announced!

The installation of 2021 FCAR President Peter Murray and the 2021 officers and new directors will take place on the evening of January 5, 2021. Please plan to join us from 6-9pm for pizza, beer, and casual country ambience at Green Meadows Farm in Ijamsville. Look for more information coming soon!

FCAR Reindeer Race for Charity

In lieu of our annual holiday auction - cancelled due to the ongoing pandemic - brokerages are invited to join us in this virtual "race" to raise funds for charities in our community which need our help this year more than ever. The event will run October 19th through November 20th. Bonus: No actual running necessary!

Winners receive a spot on a full-page ad in the Frederick News-Post, free social media publicity, a special plaque, and an opportunity to help present the donations to the Frederick Soup Kitchen, WFMD Radio, and Blessings in a Backpack!

How to Play:

1. RSVP on the Facebook Event page or email catherine@fcar.org. Be sure to let us know your office size so we assign you to the correct race!



Red Teams:
1-11
Employees



Blue Teams:
12-34
Employees



Green Teams:
35-75
Employees



Orange Teams:
76 or More
Employees

2. Between October 19th and November 20th, encourage your office to donate! Set up a jar, or host a competition within your office to see who can bring in the most money for the cause.
3. Send your weekly donation total every Monday to catherine@fcar.org so we can keep track of our racers' progress and see who's winning!
4. Contest ends November 20th. Collect and return all donations from your office to FCAR by the close of business on November 30, 2020.
5. Four winners will be chosen: The team in each category (defined by office size) which collects the highest amount of donations in that group will be named a winner.



Are you an affiliate? For a minimum donation of \$200, we'll include your logo in the full-page ad and boost your business with extra social media advertising. Space is limited; contact FCAR today!



Penalties for SentiLock Violations have increased.

Know the Rules and Regulations.

Save yourself from suspension & up to \$15,000 in fines.

Modern lockbox systems such as SentiLock track entry in order to protect YOUR CLIENTS and YOU. When the integrity of the system is compromised, the system of protection fails. To keep everyone safe, FCAR is adopting a more aggressive stance toward alleged lockbox violations.

Please note that the following constitute violations of the lockbox user agreement:

Unaccompanied persons entering a listed property

Accessing a box without prior listing agent consent

Sharing of the SentiLock Key Card, pin or username

Opening a box while "off Premises" through the SentiLock Mobile App

Please be reminded, all subscribers agreed to very specific "terms of use" when initially subscribing to the service. The Lockbox User Agreement and Lockbox Rules and Regulations are very clear as to the "do's" and "DON'T"s of the system.

Procedure for Handling Complaints of Lockbox Violations

Three members of the Board of Directors will review and investigate complaints and will decide on issuing fines and/or suspending or revoking SentiLock service.

Penalties

As detailed in the SentiLock Contract, subscribers who violate any rules and regulations of the service are subject to a fine or penalty not to exceed \$15,000, and possible revocation of service.

A first offense violation could result in a \$3,000 penalty; a second offense, \$10,000; a third offense, \$15,000 and AUTOMATIC suspension or revocation from the service.

In addition, a notice of the violation will be forwarded to the broker/manager of the subscriber and any other FCAR member named in the violation. Non-payment of any imposed fine will result in suspension or revocation of services.

Please help FCAR help you by honoring the service agreement rules and reporting violations.

Member Survey: Help FCAR Help You!

Realtors and Brokers, please take a moment to fill out our member survey by [clicking here](#). It only takes a few minutes, and your responses will help us shape our programming to better meet your needs. It only takes a few minutes!



Call for Committees: Opportunities for New Members

As an FCAR member, you have a number of opportunities to engage with your colleagues and your community through a diverse set of specialized committees. As we prepare for new leadership in January 2021, FCAR committees are actively seeking members for the new year!

Are you new to the industry or to FCAR? While some committees do require a minimum term of career experience, there are plenty of committees open to you, including:

- **Community Service Committee** coordinates fundraising projects and special community service events. Members volunteer and/or organize regular volunteer hours at the Frederick Soup Kitchen and other community locations.
- **Education Committee** plans and implements on-going continuing education classes for REALTORS®. The also sponsor seminars and plan supplemental training classes designed to address the needs of all licensees. The education committee further offers non-CE classes and seminars that address topics that enhance the knowledge and skills of FCAR members. The non-CE classes cover a wide array of topics covering personal and business skills.
- **Events Committee** plans and conducts monthly membership meetings and new member orientation classes. Coordinates annual trade show, election, and installation of officers and choose the recipients of the Affiliate of the Year Award. They also design programs to focus on member recruitment and retention.
- **Advocacy Committee** helps implement FCAR's vision as the voice of real estate in Frederick County, addressing topics of import to the industry through four specialized councils, including Fair Housing, Affordable Housing, Legislative, and RPAC - the industry's political action committee. Every FCAR member is encouraged to sign up for one of the four advocacy councils.

For more information about committee opportunities, [click here](#).

Community Opportunity: Excessive Use of Police Services Board

The City of Frederick reached out to FCAR to see if we have a candidate willing to serve on their Excessive Use of Police Services Board. They have two vacancies. One vacancy is for a professional member of the property management profession that will serve a two year term. The other vacancy is for a resident of Frederick City that will serve a three year term.

To be eligible to serve on the Board, an individual must be a member of the property management profession and/or a City of Frederick resident.

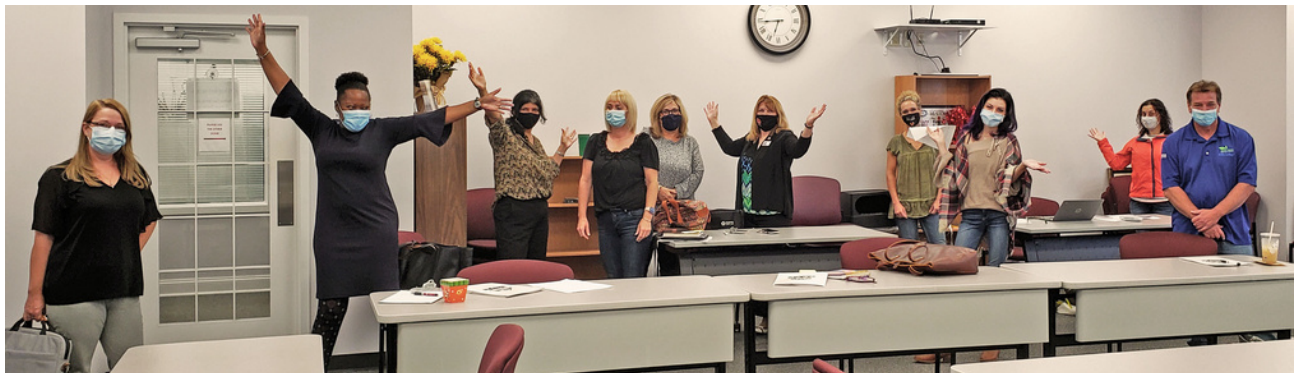
Primary duties of the Excessive Use of Police Services Board shall hear appeals of actions of the City of Frederick in accordance with sections 15-46, subsection (h).

Interested individuals should send a letter of interest and resume to Meredith Wivell at mwivell@frederickmdpolic.org by November 20, 2020.

This is an important link between FCAR and the City of Frederick that we are hoping to be able to assist them with.

If you are interested, and intend to submit an application, please notify Hugh Gordon at FCAR, as well. Thank you in advance for considering this opportunity!

Welcome New FCAR Members!



FCAR hosted a New Member Orientation a couple weeks ago. 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 November 17, 5pm-6:30pm. Space is limited to ensure your safety, so please register early through your member portal at www.fcara.org to save your seat.

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.



Let's Get Social!
Connect with FCAR

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.](#)