

FAARSIDE

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The Voice of Real Estate

EXPO PREVIEW p. 36

**NEW REPORT
FOR MEMBERS p. 25**

**NO BROADBAND
DOWN OLD TOWN ROAD? p. 20**

FROM THE PRESIDENT



DREW FRISTOE
2019 PRESIDENT

PRIDE & PROFESSIONALISM

My entire career the main thing everyone talks about in the REALTOR® world is Professionalism. The National Association of REALTORS® has stepped up and put together a free program for REALTORS® called ***The Commitment to Excellence (C2EX)***.

The self-guided tool starts with you taking an assessment quiz. From there, each person will get a different path to finish the course. The program will take you through topics like customer service, technology, real estate law and the code of ethics. Once you finish a section, you receive a badge. When you finish all of the topics you get a badge you can share to show you completed the course.

Go to C2EX.realtor and get started. Then pass on the information to all the REALTORS® in your office and ***help spread professionalism throughout the industry!***

HOT SUMMER NIGHTS

DUAL CAREERIST NEEDING NIGHT CLASSES?



BY BARBARA CASTILLO, RCE, CIPS
PROFESSIONAL DEVELOPMENT DIRECTOR



Look no further! Complete your mandatory CE needed for license renewal in the FAAR Academy classroom this summer. Classes will be held from 6-9 PM throughout the summer. Ethics will be held 6/25, Fair Housing and Agency on 7/9, Contracts 7/18, and Legal Updates with Food on 7/23. Lemonade, Iced Tea, and Popsicles provided! Registration is open at faarmembers.com/calendar

THATS WHO WE R®

For REALTORS®, "That's Who We R" functions as a rallying cry, instilling pride in their everyday actions and all the ways they go above and beyond to improve the lives of their clients, consumers, and their communities.

For consumers, "That's Who We R" educates them on the REALTOR® difference and becomes an inherent call to action to work with a REALTOR®, who abides by the Code of Ethics, practices advocacy, and is backed by the nation's largest professional trade association.

It's the Code of Ethics that helped to inspire our new campaign, "That's Who We R". The campaign demonstrates the value of a REALTOR®, distinguishes REALTORS® from the rest, and delivers a sense of pride in being a REALTOR®.

Submit your R Story at thatshowwer.realtor—
Each month the prompt will change, allowing you to submit multiple stories.

MORE THAN AN AGENT

We believe actions speak louder than words. But in case you want to see the words that hold us to those actions, we've got a whole Code of Ethics, too. It's 8 pages based on honesty, integrity, and trust that's exclusive to REALTORS®.

REALTORS® are members of the National Association of REALTORS®



EVERYTHING YOU WANT TO KNOW ABOUT 2019 REAL ESTATE FIRMS...



NAR published a robust overview called the 2019 Profile of Real Estate.

To access the Profile which includes-
Characteristics of Real Estate Firms,
Business Activity of Firms
Firms provided to Agents & Staff
Future Outlook of Firms, and more!

VISIT

bit.ly/reprofile

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BROADBAND: IT'S LIKE ELECTRICITY AND WATER



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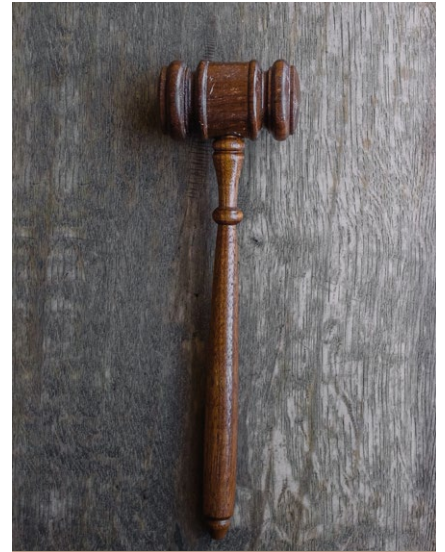
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UPDATE ON NAR LAWSUIT



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RECENT PHOTOS

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FAAR members mingle with elected officials during the joint FAAR & Chamber Legislative Review event.

GENERAL ASSEMBLY ADJOURNS: WHAT DOES IT MEAN FOR REAL ESTATE?



BY KIM MCCLELLAN, RCE
PUBLIC POLICY DIRECTOR

The General Assembly adjourned its latest session on Sunday, February 24, 2019. The Virginia REALTORS® Legislative Team along with many local Government Affairs Directors worked tirelessly to shepherd the statewide agenda through the legislative process. Continue reading for a summary of the bills that were enacted during the session.

POA/COA Packets - Delegate David Bulova (HB 2385) / Senator David Sutterlein (SB 1580)

A recent court ruling raised the question of whether the delivery of an "incomplete" disclosure packet in a Property Owners Association (POA) or resale certificate in a Condo Owners Association (COA) begins a buyer's ability to cancel the contract within the three-day right of rescission.

The Virginia REALTORS® sought legislation to clarify that the delivery of an "incomplete" packet begins the three-day right of rescission. This standard will provide more certainty to both buyers and sellers by giving both parties a firm deadline.

Mineral Rights – Senator Jill Holtzman Vogel (SB 1292)

In certain real estate transactions, mineral rights may be associated with property that do not necessarily transfer with the purchase of the land, but rather are held as separate owner interests.

The Virginia REALTORS® sought legislation to add "mineral rights" to the Residential Property Disclosure Statement buyer beware form that each potential buyer receives in a real estate transaction.

This notice will encourage buyers to perform due diligence regarding mineral rights associated with the property.

Consumer Protection Act – Delegate Riley Ingram (HB 2218)

Currently only local Commonwealth Attorneys have the authority to prosecute unlicensed real estate activity. Enforcement of unlicensed activity is often secondary to more serious criminal prosecutions.

The Virginia REALTORS® sought legislation to add unlicensed real estate activity to the Virginia Consumer Protection Act to allow for greater consumer protection against this illegal activity.

Under the Consumer Protection Act, entities such as local government attorneys or individual citizens could bring civil action against people participating in unlicensed activity.

Clarification for Real Estate Firms - Delegate Jason Miyares (HB 2352) / Senator Monty Mason (SB 1061)

The Virginia REALTORS® sought legislation to clarify that a real estate licensee can hire an unlicensed assistant as an employee or as an independent contractor.

This legislation also allows the Virginia Real Estate Board to define what duties an unlicensed assistant can legally undertake, regardless of whether they are an independent contractor or an employee.

The FAAR Public Policy Committee is currently soliciting issues to review for possible inclusion in the 2019 Legislative Package. If you have an issue of concern, please visit www.faarmembers.com/submit-an-issue to send it along to the Committee for consideration.

FREE
EVENT

6-12-2019 | 9:30-11:30 AM | AT FAAR

AS CLEAR AS MUD: REAL ESTATE PANEL

These topics can be a little... unclear. Enjoy a lively panel discussion from local REALTORS® as we take a closer look at these common real estate situations and how they affect your business.

"RAPID FIRE" SESSION

Basic Showing Etiquette
Non-Keyholder Access, Unpermitted Basements

FEATURED TOPICS

Handling Multiple Offers

(best practices including negotiating for success)

Pre-Marketing of Coming Soon Properties

(advertising with aggregators, educating the seller, safeguarding the commission)

Panelists include

Send your
question to
dellis@cbeva.com

Facilitator Deb Ellis, Broker, Coldwell Banker Elite
Marriah Unruh, Broker, Keller Williams Capital Property
Kelly Walker, Broker, Coldwell Banker Elite
Tammie Mason, Broker, Century 21 Redwood Realty
Catherine Rubio, Agent, Coldwell Banker Elite
Pamela Black-Lemon, Agent, Dockside Realty
John McLaurin, Attorney, Universal Title
Michele Freemyers, Attorney, Ekko Title

SPONSORED BY



C2EX CONTEST: EXCELLENCE PAYS

Be the first FAAR Realtor® to earn the badge at c2ex.realtor and notify FAAR by June 7th to win \$100 gift card & recognition at the June 12th Panel.

POST PANEL LUNCH



After the panel, stick around for lunch with Bright Regional VP
Vernon Jones from 11:30 AM - 1 PM!

CHECK ONE OR BOTH

☐

PANEL

☐

LUNCH

2050 Gordon W. Shelton Blvd,
F'burg, VA 22401

REGISTER ONLINE — at www.faarmembers.com/calendar OR complete the information below, send to lmccaskill@faarmembers.com or fax to 540-736-0301

Name _____

Company _____

Phone _____

Email _____



Red, White, & Brew, FAAR & You!

"This is
something you
will NOT want to
miss."
-Abraham
Lincoln

Join FAAR for a 4th of July inspired night of brews, BBQ, and...Abe Lincoln?!

Thursday, June 27, 2019 / 5:00pm to 8:00pm

Strangeways Brewing, 350 Lansdowne Road
Fredericksburg, VA 22401

\$30
per person

**Entrance fee includes Pifer Bros BBQ, great local craft
beer, and satisfies your RPAC Fair Share! Major Investors
attend for free with a guest.**



**That's not all—enjoy a special visit from Abe Lincoln
himself at this unique event!**



REGISTER ONLINE AT FAARMEMBERS.COM/CALENDAR OR FAX COMPLETED FLYER TO (540) 736-0301

Name _____ Company _____

Phone _____ Email _____

Credit Card _____ Zip _____ CVC _____

of Tickets _____ Total _____ Exp. Date _____ Signature _____

Guest Names _____

Contributions to Virginia REALTORS® RPAC are voluntary and are used for political purposes; they are not deductible for federal or state income tax purposes. Members may contribute more or less than the suggested amount and may refuse to contribute without reprisal. The National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. NAR has established state Federal RPAC Disbursement Allocations based on anticipated National RPAC needs. Thirty percent of all Major Investor contributions are sent to NAR to be applied to the Federal RPAC Disbursement Allocation and are charged against the limits under 52 U.S.C. 30116 with the remaining seventy percent maintained for state and local usage. Decisions regarding Virginia REALTORS® RPAC contributions to meet the Federal RPAC Disbursement Allocation will be made throughout the fundraising year. By attending this event, you authorize FAAR to use any photos or videos taken during the event in future media promotions.



Barbara speaking... A SUMMARY OF DPOR VIOLATIONS



BY BARBARA CASTILLO, RCE, CIPS
PROFESSIONAL DEVELOPMENT DIRECTOR

Although DPOR no longer publishes an official publication of violations and disciplinary actions, the Real Estate Board meeting minutes are public record and it's quite easy to research and compile. While assembling this years' violations, Escrow continues to be the number 1 infraction! In total, DPOR looked into approximately 200 complaints from April 2018-March 2019, and found violations for 131 agents. Fines ranged from \$150-\$4000, and most individuals were ordered to complete 2-6 hours of remedial classroom education in addition to their fine. Read a summary of the infractions here.

§ 54.1-2132. A.4

Licensees engaged by buyers shall exercise ordinary care.

There were 19 disciplinary actions found, with fines ranging from \$300-\$1150, and remedial education required including 4 hours agency, 4 hours contracts, and 12 hours escrow.

§ 54.1-2133.A .1,4

Licensees engaged by landlords to lease property shall Perform in accordance with the terms of the brokerage agreement and exercise ordinary care.

There were 2 disciplinary actions found, with fines of \$550-\$650, and remedial education

required including 4 hours of property management.

§ 54.1-2137. B

Commencement and termination of brokerage relationships: Brokerage agreements shall be in writing.

There were 2 disciplinary actions found, with monetary penalties ranging from \$200-\$350, and remedial education required including 3 hours Contracts and 2 hours Agency.

18VAC135-20-155.

Grounds for disciplinary action, the board has the power to fine any licensee or certificate holder and to suspend or revoke

any license or certificate issued under the provisions of Chapter 21.

There were 5 disciplinary actions found, with fines from \$500-\$2650. Additionally, 2 were given 2 years' probation, and one license was revoked.

18VAC135-20-185. C.2

Maintenance and Management of Financial Records. Failing to retain for a period of three years from the date of closing or from ratification, if the transaction fails to close, a complete and legible copy of each executed contract of sale, any executed release from contract, any executed lease agreement, any executed property management agreement, and each settlement statement related to a real estate transaction, in the broker's control or possession unless prohibited by law.

There were 3 disciplinary actions found, with fines ranging from \$500-\$1000.

18VAC135-20-190. E.4

Advertising by Licensees. Failing to obtain the written consent of the seller, landlord, optionor or licensor prior to advertising a specific identifiable property.

There were 2 disciplinary actions found, both with a \$450 fine, and 3 hours remedial education in Agency and Ethics.

18VAC135-20-210.

Disclosure of Interest. If a licensee knows or should have known that he, any member of

his family, his firm, any member of his firm, or any entity in which he has an ownership interest, is acquiring or attempting to acquire or is selling or leasing real property through purchase, sale, or lease and the licensee is a party to the transaction, the licensee must disclose in writing that he is a licensee and that he, any member of his family, his firm, any member of his firm, or any entity in which he has an ownership interest has or will have an ownership interest to the other parties to the transaction. This disclosure shall be made to the purchaser, seller, lessor, or lessee upon having substantive discussions about specific real property.

There were 9 disciplinary actions found, with 4 receiving 2 years' probation, one license revocation, remedial education of 3 hours Ethics, 3 hours Agency, and fines ranging from \$1000- \$2500.

18VAC135-20-240.

Provision of Records to the Board. a licensee of the Real Estate Board shall

produce to the board or any of its agents within 10 days of the request evidence of signature cards or bank records, any document, book, or record concerning any real estate transaction in which the licensee was involved, or for which the licensee is required to maintain records for inspection and copying by the board or its agents.

There was 1 violation found, with a fine of \$300 and license probation.

18VAC135-20-250.

Response to Any Inquiry of the Board. A licensee must respond to an inquiry by the board, other than requested under 18VAC135-



20-240, or its agents within 21 days.

There was 1 violation found, with a fine of \$2050, and license revocation.

18VAC135-20-260.1

Prohibited Acts. Furnishing substantially inaccurate or incomplete information to the board in obtaining, renewing, reinstating, or maintaining a license.

There were 5 violations, with fines ranging from \$150-\$1500, and 1 license revocation. 2 hours remedial education in Property Management and Broker Management was also ordered.

18VAC135-20-260.5

Prohibited Acts. Signing an experience verification form without direct supervision or actual knowledge of the applicant's activities.

There were 4 violations, with 1 license suspension and 2 license revocations, and a fine of \$150.

18VAC135-20-260.6

Prohibited Acts. Having been convicted or found guilty regardless of the manner of adjudication in any jurisdiction of the United States of a misdemeanor involving moral turpitude, sexual offense, drug distribution or physical injury, or any felony, there being no appeal pending therefrom or the time for appeal having elapsed.

There were 12 violations, 3 receiving probation, and 7 license revocations. Fines ranged from \$150-\$1200.

18VAC135-20-260.7

Prohibited Acts. Failing to inform the board in writing within 30 days of pleading guilty or nolo contendere or being convicted or

found guilty regardless of adjudication of any convictions as stated in subdivision 6 of this section.

There were 2 violations, with fines ranging from \$150-\$500.

18VAC135-20-260.10

Prohibited Acts. Having been found in a court or an administrative body of competent jurisdiction to have violated the Virginia Fair Housing Act, the Fair Housing Laws of any jurisdiction of the United States, including without limitation Title VIII of the Civil Rights Act of 1968 (82 Stat. 73), or the Civil Rights Act of 1866 (14 Stat. 27), there being no appeal therefrom or the time for appeal having elapsed.

There was 1 violation, with a fine of \$1150, and 3 hours Ethics and 3 hours agency education ordered.

18VAC135-20-260.11.f,g,j

Prohibited Acts. Actions constituting failing to act as a real estate broker or salesperson in such a manner as to safeguard the interests of the public, including but not limited to the following; A broker failing to account for or remit any moneys coming into a licensee's possession that belong to another, A licensee failing to submit to the broker in a timely manner, all earnest money deposits, contracts, listing agreements, deeds of lease, or any other documents for which the broker has oversight responsibility, A licensee practicing real estate with an inactive or expired license.

There were 34 violations, with fines ranging from \$250-\$1900, and most violators required to complete 3 hours of remedial escrow education.

18VAC135-20-260.12h

Prohibited Acts. Actions constituting engaging in improper, fraudulent, or dishonest conduct, including but not limited to the following: A licensee representing in offers he received the earnest money deposit when he has not or he knows the check is worthless.

There were 7 violations, with fines ranging from \$150-\$2650. Additional penalties included probation for 1 licensee, and revocation for 1.

18VAC135-20-270.3

Conflict of Interest. Performing regulated activities as a standard agent, limited service agent, or independent contractor for any client outside the licensee's brokerage firm(s) or sole proprietorship(s).

There were 3 violations, with the penalty being license revocation for 2. All violators received a fine of \$1150.

18VAC135-20-290. 1

Improper Dealing. Offering real property for sale or for lease without the knowledge and consent of the owner or the owner's authorized representative, or on any terms other than those authorized by the owner or the owner's authorized representative.

There was 1 violation, with a \$550 fine imposed.

18VAC135-20-300.6

Misrepresentation/Omission. Failing as a licensee to tender promptly to the buyer and seller every written offer, every written counteroffer, and every written rejection to purchase, option or lease obtained on the property involved.

There was 1 violation, with a \$650 fine and 3 hours of remedial education in contracts ordered.

18VAC135-20-310.1

Improper Delivery of Instruments. Failing to make prompt delivery to each principal to a transaction, complete and legible copies of any written disclosures required by the Code of Virginia, listings, lease, offers to purchase, counteroffers, addenda and ratified agreements, and other documentation required by the agreement.

18VAC135-20-310.2

Improper Delivery of Instruments. Failing to provide in a timely manner to all principals to the transaction written notice of any material changes to the transaction.

There were 17 violations, with fines ranging from \$200-\$1150, and remedial education of 3 hours escrow, 3 hours contracts or 3 hours escrow ordered for most violators.

GO HOME WITH A JUAN SOTO
BOBBLEHEAD AT FAMILY FUN NIGHT
WITH THE POTOMAC NATIONALS
ON SATURDAY, JULY 20!

[More details on p. 58](#)





To our FAAR Major Investors in RPAC!

Golden R (\$5,000)

Suzy Stone
Melanie Thompson

Crystal R (\$2,500)

Christine Singhass
FAAR

Sterling R (\$1,000)

Sherry Bailey
Suzanne Brady
Pat Breme
Julie Carriger
Linda Fosdick
Drew Fristoe
Mark Geslock

Lori Hillard-Wehr
Jo Knight
Lynn Lenahan
Kevin McGrath
Dave Moberly
Mary Beth Rich
Chip Taylor

Sha Williams-Hinnant

Also thank you to our Governor's Club and Capitol Insiders!

Governor's Club (\$500)

Carrie Danko
Arlene Mason

Capitol Insider (\$250)

Phillip Blake
Dawn Josemans
Cindy LeBrun
Kim McClellan

Brooke Miller
Anne Overington
Sally Shea
Sarah Stelmok

Amy Taylor

2019

VIRGINIA
GENERAL ASSEMBLY WRAP-UP

More than

★ 3,128 ★

bills and resolutions were introduced during the
2019 Virginia General Assembly Session.

6 INITIATIVES of the Virginia REALTORS®
were introduced as bills, and all have **PASSED**.

The **PUBLIC POLICY COMMITTEE**

reviewed **234** bills.

138 Action Bills

PPC recommended either supporting,
opposing, or amending.



We supported
92 Bills

71

passed

We opposed
21 Bills

20

defeated

We had

25

Bills
amended or
defeated



96

**MONITOR
BILLS**

The PPC actively monitored to assess any impact
on our members or the real estate industry.

Learn more about RPAC at
virginiarealtors.org/rpac



ARE YOU READY?

BY PAT BREME, RCE, CIPS
CEO

The question is are you ready to step up be a leader in the organization or will you remain an observer perhaps a complainer without knowing all the facts. Every year the Association sends out an invitation to consider running for a director position on the Board of Directors. Last year three new directors were elected, Cindy LeBrun, Carol Sondrini and Deb Ellis. They offer their reasons for getting involved—



Sherry Bailey presents Carol Sondrini with the Melanie Thompson Award

Carol Sondrini

I am very happy to be a part of FAAR because I believe in the mission of FAAR and I know that without the hard work of volunteers, it cannot be as effective. I first joined Education Committee and was so impressed that I also joined the REALTORS® Foundation and Awards Committee and was honored to be elected to the Board of Directors. I decided to run for the Board because I want to help continue the vision and pathway set forth. The staff and committee members are knowledgeable, professional and inspiring. ***Being a part of FAAR has definitely helped me to become a better and more informed REALTOR®.***

Cindy LeBrun

I have been involved with FAAR for many years, Chair of the Grievance Committee, member of the Events Committee and my most rewarding time, as a Governor on the REALTORS® Foundation. Our members don't fully understand the Governors' commitment of their time and talents to raise money for many needy local residents. ***The work only happens when people get involved.***

My reason to serve on BOD was to assist the new President with his vision of bringing the membership together, whether they are experienced or just being sworn in. I want to support the BOD's efforts to educate, encourage and support our members to be successful REALTORS®. ***I have advanced my career by taking advantage of educational opportunities, networking and assuming leadership roles.***

Deb Ellis

I am very passionate about education. I see a need in our industry for ongoing education because the industry is constantly changing. I want to learn from other educators so I can make a positive difference as an instructor. Better training will increase the number of agents with a deeper knowledge base and who live the Code of Ethics.

One benefit of serving on the Education Committee, is getting to interact with many other talented instructors the other is to nurture agents from many different backgrounds at all levels in their careers. This exposure has helped me grow as an instructor, broker and leader as well. ***Committee work is collaborative and positive changes are generated in the friendly, respectful environment but FAAR's committees need new faces and points of view.***

Rewarding committee work led to a desire to join the Board of Directors. I believed that as a Board member, I could bring a fresh perspective as well as communicate to association members the amazing value the association offers.

In the short time I have been a Director, the experience has given me more than I expected. The Board does more than agents realize. I am honored to have been chosen to be an advocate for the members and a spokesperson for the benefits the association offers. ***By being involved, I continue to gain more industry knowledge and how to use the information to succeed. I want to share what I learn with members.***

Be a participant in the process. Make your opinions and concerns heard. Be a catalyst for change!

Interviews to take place in June. The Board votes on the slate at its July meeting. The election ballot is pushed out to the members in August. The winners are announced at the September 25 Expo.

Questions? Contact me, Pat Breme, at pbreme@faarmembers.com.

View the Application, Board Member Code of Ethics and the FAAR Antitrust Policy at

bit.ly/FAARboardapp



Sabrina Anderson and Cindy LeBrun proudly display the Professional Honor Role Achievement



Congratulations 2018 Manager of the Year, Deb Ellis!

RPR: YOUR INVALUABLE MEMBER BENEFIT

Imagine there was a tool that helped you showcase your local neighborhood knowledge while also increasing your efficiency. A digital platform and application, literally at your fingertips, that gave you access to the nation's largest property database. A resource that was available to you at no extra cost, because it was part of your yearly membership dues.

Well, there's no need to daydream. This tool exists and it's called RPR.

RPR is the nation's largest property database built exclusively for REALTORS®.

All the layers of real estate data, property reports, and tools within RPR are available to you as part of your NAR dues.

RPR users pay no monthly usage fees, no upgrades, no additional costs whatsoever. All we ask for is a bit of your time to open your RPR account and try it out. You, like hundreds of thousands of other REALTORS®, will soon discover how much RPR can add to your business.

Here's a quick glance at some of the great features you'll find in RPR:

- Nationwide Public Record Data
- Your Local MLS data and listings from many MLSs around the US
- Datasets to research properties, markets, neighborhoods, and schools
- The one-of-a-kind REALTOR® Valuation Model® (RVM®)
- Customizable, client-friendly reports

branded with your contact info and photo

- Demographic and psychographic data, consumer spending behavior and investment analysis tools
- Accessibility on-the-go with RPR Mobile™

FAAR PUBLIC POLICY DIRECTOR, KIM MCCLELLAN, RECEIVES PRESTIGIOUS RCE DESIGNATION FROM NAR

Kim McClellan, Public Policy Director of the Fredericksburg Area Association of REALTORS®, is being honored by the National Association of REALTORS® with the REALTOR® Certified Executive (RCE) designation, which recognizes exceptional efforts made by REALTOR® association executives and professional staff. McClellan is one of over 500 REALTOR® association executives and professional staff who have achieved this mark of excellence.

Start using RPR

RPR can play an important role in helping you achieve your business goals. But if you aren't using it, you can't reap the numerous benefits that it has to offer.

We know that REALTORS® have a lot riding on their next deal. Which is why RPR created the nation's largest property database, exclusively for REALTORS®. It provides them with data, tools and reports so they can "wow" their clients and close more deals.

Why wait?

Begin using RPR today. It's easy to set up your account by following these easy steps:

Go to the RPR Website (narrpr.com)

1. Under the login information, click on the link "Create Account"
2. Use your individual NRDS Number and follow the rest of the instructions to set up your account.

What Does it Cost?

Zip. Zilch. Zero. RPR is available at no cost and is an included benefit as part of your NAR yearly dues.

It's right here, waiting for you to try. Join your fellow REALTORS® who recognize RPR as a major difference maker to their brand, their business, and their bottom line.

Congratulations

Prior to becoming a candidate for the RCE designation, applicants must document their association management and academic experiences. Once they have completed this first step, eligible candidates must successfully complete a multiple-choice exam, which is based on a comprehensive understanding of association operations and management practices. Candidates must demonstrate knowledge of areas critical to REALTOR® association management including association law, governance, and issues related to member services. To retain the designation, RCEs must be re-certified every four years.



BROADBAND: IT'S LIKE ELECTRICITY AND WATER...



BY KIM MCCLELLAN, RCE
PUBLIC POLICY DIRECTOR

Most REALTORS® in our region have probably experienced this scenario: you have the most perfect property that checks all of the boxes except for one. There is no access to high speed Internet. People either use their phone's hotspot or have spotty satellite coverage. But that's not a big deal, right? WRONG! Many buyers today think about high-speed Internet access like basic utilities. It's an expectation right up there with electricity and running water. And a lack of high-speed Internet can have buyers running the other way.

FAAR surveyed our membership to get some feedback on how broadband impacts their clients and their business.

"Most of my buyers consider Internet access a primary concern when selecting a home," stated 2017 FAAR President and REALTOR® with Dockside Realty Linda Fosdick.

"My buyers choose neighborhoods with high-speed access," said 2013 FAAR President and REALTOR® with United Real Estate Premier Suzanne Brady.

"Internet and cell phone access impact my clients and my business immensely. Once I was showing a property to an airline pilot. He was sure it was the perfect house

until he decided to make a phone call. No service was a deal-stopper," commented Mary Ellen Reed with the Real Estate Marketplace.

"I am working with clients who found the house they want, finally, but there is not an option for Internet," said FAAR Board Member and REALTOR® with Coldwell Banker Elite Carol Sondrini.

Jurisdictions throughout the Fredericksburg region have struggled to address gaps in coverage for their citizens. Orange County has the most compelling broadband expansion program, providing hard-wired fiber to all of their schools and then taking it from there to individual citizens. The County aims to expand their fiber network over the next few years so that nearly every home in the County has access to high-speed Internet.

King George County is also trying to pave the way for increased broadband connectivity by waving fees and expediting permits for a local company aiming to bring "air fiber" broadband to county residents.

The state also has a focus on broadband, with Governor Northam announcing a rural broadband initiative last summer with





the goal of connecting all communities in the Commonwealth to broadband Internet in the next 10 years.

FAAR recognizes the important role that broadband plays in the business of real estate and life in general. That is why the FAAR Public Policy Committee has included a special standing position as part of our Legislative Priorities package specifically on broadband.

**CHECK OUT OUR FULL SET OF
STANDING POSITIONS AT**

bit.ly/StandingPositions

Our position states:

FAAR supports the expansion of affordable, accessible and reliable broadband and cellular service throughout the Commonwealth of Virginia, particularly in unserved and underserved areas. Broadband access facilitates growth in property values, business opportunities, and job creation. While there is no single strategy or policy to accomplish this, FAAR supports continued collaboration between Federal, state, and local governments, and the private sector to achieve the goal of broadband expansion.



FAAR PARTNERS WITH LOCAL HOUSING NON-PROFITS TO EXPAND AFFORDABLE HOUSING OPPORTUNITIES

On any given day, 200 adults and children are homeless in our community. Homelessness is often a root cause of many other issues such as poor health, trouble in school, and lack of employment. No one can feel stable without a place to call home.



BY KIM MCCLELLAN, RCE
PUBLIC POLICY DIRECTOR

The Fredericksburg Area Association of REALTORS® (FAAR) has partnered with local housing non-profits to help expand affordable housing opportunities through the launch of the Stable Homes Partnership. FAAR began working last year with housing non-profits through the Continuum of Care (CoC), a federally-mandated local planning body that coordinates housing and services for homeless families and individuals.

Under the CoC umbrella, FAAR partnered with Micah Ecumenical Ministries, Loisann's Hope House, Empowerhouse, and the Thurman Brisben Center to create a marketing and recruitment plan to expand the pool of property owners' in the region willing to rent to families and individuals facing housing challenges. The partner organizations assist tenants with rent and

security deposits, while also providing case management and regular property inspections to smooth the path for long-term stability and success. Property owners engaged in the program have access to a ready pool of quality tenants paying fair market rent, reducing costly downtime advertising and showing their properties.

FAAR and the CoC agencies hosted two public information sessions on this program at the end of March. These informational meetings featured an overview of the program and panel discussions with both property owners and case managers involved in the program. The program administrators aim to expand their pool of landlords by following up with the attendees of those meetings.



THE REALTOR® CODE OF ETHICS

Never heard of it?
It's probably
because our code is
something we like
to practice rather
than preach. It's a
commitment to
honesty, integrity,
and trust that's been
protecting property
owners like you
since 1913.



Congratulations!



... SPRING ... AWARD WINNERS



REALTOR® of the Year
Kevin McGrath
Long & Foster Real Estate, Inc.



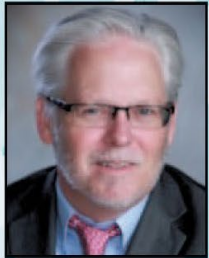
Manager of the Year
Deb Ellis
Coldwell Banker Elite



Rookie of the Year
DeAnna Hamn
1st Choice
Better Homes & Land



★ 2018 PROFESSIONAL HONOR ROLE ★



Educator of the Year
Kevin McGrath
Long & Foster
Real Estate, Inc.



Melanie Thompson Award
Carol Sondrini
Coldwell Banker Elite



Sabrina Anderson
Exit Realty Group



Maria Aste
SRES
1st Choice Better
Homes & Land



LeAnn Black
1st Choice Better
Homes & Land



Tricia Barnes
ABR, GRI, CRS, ABRM
1st Choice Better
Homes & Land



Suzanne Brady
ABR, SRS
United Real
Estate Premier



Jennifer Caison
Coldwell
Banker Elite



Valerie Dellandro
Virginia CU Realty



Linda Dort
ABR, SRES, CRS
Century 21
New Millennium



Janet Holt
Holt for Homes



Pam Kuper
SRS
Century 21
New Millennium-
Fredericksburg



Linda Laub-Canty
ABR, GRI,
CRS, SRES
1st Choice Better
Homes & Land



Cindy LeBrun
ABR, CRS,
SRS, SRES
Exit Realty Group



Lynn Lenahan
ABR, GRI
1st Choice Better
Homes & Land



Erin Lewis
Nest
Realty Group



Brooke Miller
GRI, CRS
Long & Foster Real
Estate, Inc.



Laura Monaghan
ABR, CRS, SRES,
GREEN
Green Tree Realty



REALTORS® Choice
Pam Downing
Coldwell Banker Elite



Mary Beth Rich
ABR
Century 21
New Millennium-
Fredericksburg



**Anthony
"Tony" Shade**
ABR
RE/MAX
Allegiance



Sharon Shade
ABR, ABRM
RE/MAX
Allegiance



Sarah Stelmok
ABR, GRI, SRES
Nest Realty Group



Chip Taylor
Long & Foster
Real Estate, Inc.



Penny Traber
ABR, GRI, CRS, SRS
1st Choice Better
Homes & Land



Ginny Vickers
ABR, SRS
1st Choice
Better
Homes & Land



**Sha
Williams-Hinnant**
ABR, CRS, GRI, CIPS,
PMN, SRES
1st Choice Better
Homes & Land



Professional Honor Role
Linda Fosdick, ABR, GRI, CRS
Dockside Realty

Linda is a long-time member and unfortunately her name and photo did not appear in the House & Homes ad recognizing the recipients so we'd like to recognize her here!

Introducing a new member benefit...



**SEE THE NEW
FREDERICKSBURG
AREA HOME SALES
REPORT!**

includes graphs & county data you can share with
your clients!

www.faarmembers.com/market



THE 2019 VIRGINIA REALTORS® ANNUAL CONVENTION

MOMENTUM 2019
KEEP YOUR BUSINESS MOVING

SEPT 17-19 WILLIAMSBURG, VA

Take advantage of the opportunity to explore, discover, and connect with fellow REALTORS® at the annual convention at Williamsburg Lodge.. Momentum 2019 will feature sessions on marketing your business, trends in business and sales, legal updates, housing forecasts, & much more!

Register today for only \$99 at bit.ly/2GFGJzg

FREDERICKSBURG REALTORS® FOUNDATION: CHANGING OF THE GUARD

MEET PRESIDENT-ELECT ANNE OVERINGTON

The Foundation provides grants to local charitable organizations whose clients struggle with hardships that threaten their ability to secure and retain shelter.



Founded in 1990 by the Fredericksburg Area Association of REALTORS®, the Fredericksburg REALTORS® Foundation, Inc. is a private, non-profit organization. The Foundation solicits public and private contributions to distribute among various charitable organizations throughout the Fredericksburg area. It is governed by the IRS as a Section 501(c)(3) private foundation. All donations to the Foundation are tax deductible.

The Fredericksburg REALTORS® Foundation has enjoyed many years of forward-thinking leadership under President Mary Beth Rich. When Mary Beth joined the Foundation in 2014, the group made just 3 grant awards. In her first year as President, the Foundation made 7 awards for a total of \$17,250. In 2018, the Foundation made 11 awards for a total of \$30,319.83 granted out. FAAR and the Foundation are grateful for the incredible work Mary Beth inspired as President. It is now time for her to hand the baton to the next in line for a new chapter in the Foundation's history.

Anne Overington has served on the Foundation since 2017 and comes to the group with a long history of giving back. Get to know what makes her tick and what she has planned for the future of the Foundation!

Name: Anne Overington

Company: Century 21 Redwood, The Overington Team

Years in real estate: 12

Passions: Family, The Middle East, adorable grandchildren, helping seniors, and volunteerism

1. How did you get your start on the Foundation?

Kim McClellan with FAAR called and asked me to meet her to discuss the opportunities. She had heard of my involvement with the Alzheimer's Association and other community non-profits and thought this might be a good fit. We've lived in



Anne Overington, Century 21 Redwood Foundation President-Elect

Fredericksburg for over 30 years and my desire to help area residents continues to grow. After learning more about the Foundation's mission, I was thrilled to be a part of this incredible resource for our community.

2. In your opinion, what kind of impact does the Foundation have on our community?

The impact is increasing as we elevate our visibility and involvement in the Fredericksburg area. I think there may be a misconception about REALTORS® being "Million Dollar Producers" and that can translate into a public perception that we set ourselves apart from the community. That couldn't be farther from the truth! As you know, many of us are committed to bettering the communities in which we live. Our



2018 Foundation Governors pose for a quick picture during the busy golf tournament!

region is diverse and the needs of people are complicated. Our ability to provide funds for housing-related needs is more important than ever.

3. If you could tell FAAR members one thing about the Foundation, what would it be?

The Fredericksburg REALTORS® Foundation is the charitable giving arm of FAAR and is here to assist area residents with basic housing-related needs. The money we give away is all raised through fundraising efforts (golf tournament, bingo,

50-50 raffles, etc...) and does not come from member dues. Non-profits rely on us to grant money to fund basic projects like plumbing, roofing, ramps, security,

and more, so that area residents can live safely and comfortably. Each Foundation Governor has a non-profit, or two, that they develop a rapport with so we can anticipate their

needs. Mine happens to be senior housing for our aging population.

My goal is to continue to increase awareness and develop new income streams so we have more grant money to give away!

4. What are you goals for the Foundation's future?

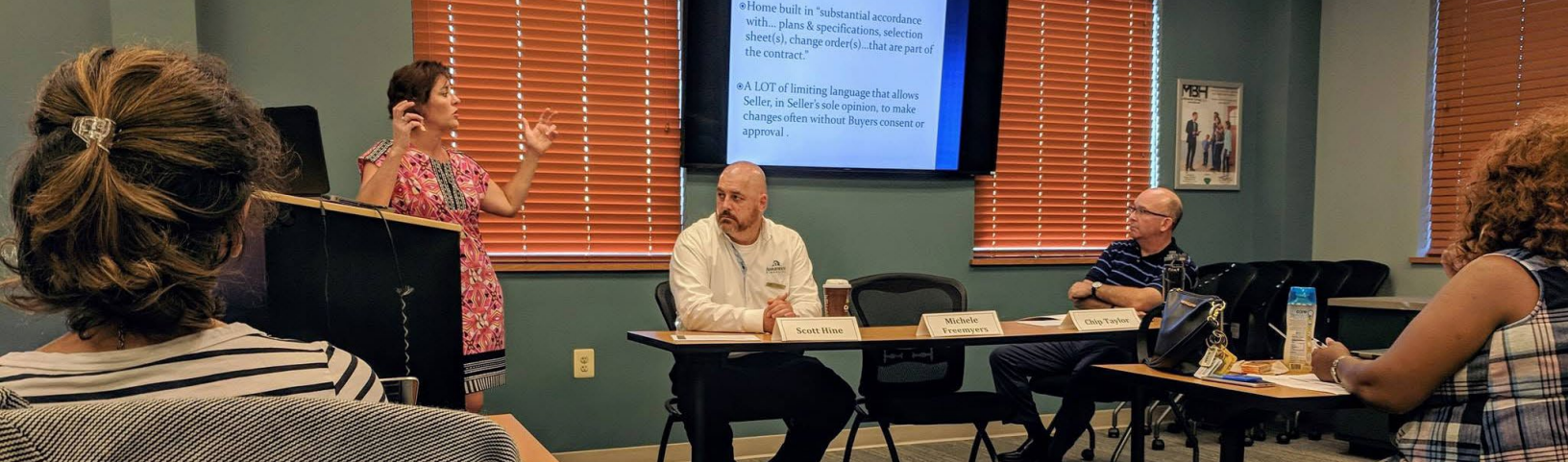
My goal is to continue to increase awareness and develop new income streams so we have more grant money to give away! It's important for community non-profit organizations to know we are available to them. The need is increasing and we don't want to rely just

on REALTORS® and Affiliates to fund our grants. Asking other area businesses to become involved will be a major focus as we move forward. ***Our annual golf tournament and other fundraising efforts will continue to help us raise money but I'd love to see corporate dollars come rolling in to help us help Fredericksburg.***



Save the Date
for the 4th Annual Par for FAAR
Foundation Golf Tournament





SUMMER LAWYER SERIES



BY BARBARA CASTILLO, RCE, CIPS
PROFESSIONAL DEVELOPMENT DIRECTOR

Don't take a summer break from sharpening your skills. FAAR Academy is excited to present a 4-part Summer Lawyer's Series of classes throughout the summer.

The series kicks off June 3rd, with Michele Freemyers and friends presenting the "Believe it or Not" case studies class. Those tricky areas like unpermitted basements, incomplete HOA packets, and more will be covered.

Next in the series is "MythBusters" with Barry Clark on July 10th. MythBusters will address common misconceptions and preconceived notions about real estate transactions.

On July 24th, we will be hosting Virginia REALTORS® General Counsel Laura Farley, who will be covering all the complicated laws and hot button topics that can cause confusion.

Finishing out the series will be Michele Freemyers and Virginia Delegate Marcus Simon on August 7th presenting "How the Sausage is Made". The class will be covering all the new laws that go into effect on July 1, 2019, as well as a behind the scenes look at the legislature in action!

All 4 parts in the series offer CE or PL credit. Register today to guarantee a seat!

*Read or leave
instructor reviews
at the new
[faarmembers.com/
instructors page!](http://faarmembers.com/instructors)*

540-373-7711 Login My Account Calendar News Find a Property Find a Realtor® Member Search Logout

Education Advocacy **FAAR** Your Association Tools

FAAR Instructors

Enhancing your real estate experience

Barry Clark

Barry is a Fredericksburg area native who graduated from James Madison University and later attended George Mason School of Law where he received his Juris Doctor. Barry opened his law practice in January of 2005 and practices in the areas of Real Estate Law, Contracts, and Real Estate Transactions. He joined RGS Title as their Branch Manager for the Fredericksburg office. Barry teaches continuing education courses for REALTORS® in the Fredericksburg area.

Reviews about Barry:

Barry is energetic and a good teacher. He is very clear, knowledgeable, and straight forward while also very entertaining. Great instructor.

Deb Ellis

Deb has been in the local market since 2004. She is active in the community as she co-founded the Owen Lea Foundation and volunteers hours of service to local non-profits. She is passionate about education and raising the standards in the industry. Deb serves as the VP of Residential Services and she works to support and mentor agents and brokers. She desires to see the same in all agents and as a member of the board she works to have a positive impact.

Reviews about Deb:

S U M M E R L A W Y E R S E R I E S

"BELIEVE IT OR NOT: THIS REALLY HAPPENED"

with Michele Freemyers, Kevin McGrath, Scott Hine, Deb Ellis, Chip Taylor

Monday, June 3rd
9 - 11 AM

CE 2 Hours RE Related
PL 2 Hours Current Industry
Issues & Trends



Unpermitted finished basements? Incomplete HOA packet?
Down payment gifted funds don't materialize?
Tree fell on house day before closing?

Back by popular demand—We're bringing the show back to the classroom! We will explore these **head-scratching scenarios** and others, as well as bonus instruction covering **2019 contract changes** with an all star cast of experts in their fields.

You don't want to miss this fun and fast-paced interactive style of instruction!

sponsor

BB&T

You won't believe some of these situations, but you will leave knowing how to handle them!

This isn't a class—it's entertainment!

Advance Registration required*

Class Fee ☐ \$25 for Members
☐ \$35 Non-members

New for 2019: All same-day registrations subject to \$5 walk-in fee.

REGISTER ONLINE — at faarmembers.com/calendar, select class, login to register
OR BY FAX — complete the registration information below and fax to (540) 736-0301.

+5PHR
Education

Name _____ Company _____

Phone _____ Email _____

Credit Card _____ Zip _____ CVC _____

Total _____ Exp. Date _____ Signature _____

NOTE: If you require ADA assistance for the classroom, please call FAAR at time of registration at (540) 373-7711. Opinions and information delivered in all FAAR courses should be confirmed as compliant with the Student's Company Policy before including in business practices. Refunds will only be given in the event FAAR Academy cancels the class or if the registrant withdraws from the class by contacting FAAR during business hours, at least one (1) business day prior to the class date. By attending this event, you authorize FAAR to use any photos or videos taken during the event in future media promotions.



FAAR Classroom, 2nd Floor, 2050 Gordon W. Shelton Blvd., Fredericksburg, VA 22401



MYTHBUSTERS: BUSTING MYTHS IN REAL ESTATE

with instructor Barry Clark | July 10 | 9-11 AM | FAAR Academy Classroom

Real estate is complex. There are a host of issues that come up during any transaction including contract issues, lending issues and legal issues. Consumers have access to far more information than in the past. That access to information has both benefits and detriments.

Many times, consumers have pre-conceived notions on how certain aspects of a real estate transaction are going to happen. Often these notions are wrong and can lead to problems for the consumer and the people working on the transaction.

This class is designed to address some of these misconceptions and assist the agent in addressing those issues with the consumer before they become a problem. The idea behind the class is to create an environment of better educated consumers and real estate agents.

includes

**2 hours CE Real Estate Related or
2 hours PL Current Industry Issues**



sponsored by

BB&T

Advance registration required* **Members** ____ \$25 **Non-Members** ____ \$35

***new for 2019: all same-day class registrations subject to \$5 walk-in fee**

REGISTER ONLINE — faarmembers.com/calendar & log in to our system

OR BY FAX — complete the registration information below and fax to (540) 736-0301.

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SECOND FLOOR CLASSROOM, 2050 GORDON W. SHELTON BLVD. FREDERICKSBURG, VA 22401



S U M M E R L A W Y E R S E R I E S

REAL ESTATE LAWS YOU NEED TO KNOW

July 24 | 9 AM - 11 AM | FAAR Academy Classroom

Your real estate practice requires knowledge of a wide range of complicated laws.

This session will touch on hot-button topics that frequently come up and create confusion. Topics include the Property Owner's Association Act, contracts, short sales, property management, antitrust law, and more!

Instructor: Laura Farley, Vice President of Legal Operations/Deputy General Counsel with the Virginia Realtors



sponsored by

BB&T

IN-DEPTH LOOK!

July 24
9 AM - 11 AM

includes
2 Hours CE Legal Updates with Flood
2 Hours Broker Management
2 Hours PL Current Industry Issues/Trends

Advance registration required.*

____ \$15 Members & Non-Members

***new for 2019: all same-day class registrations subject to \$5 walk-in fee**

+5PHR
Education

REGISTER ONLINE — faarmembers.com/calendar & log in to our system

OR BY FAX — complete the registration information below and fax to (540) 736-0301.

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Phone _____ Email _____

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SECOND FLOOR CLASSROOM, 2050 GORDON W. SHELTON BLVD. FREDERICKSBURG, VA 22401



HOW THE SAUSAGE IS MADE: NEW LAWS AFFECTING REALTORS® & REAL ESTATE

WITH VIRGINIA DELEGATE & EKKO ATTORNEY MARCUS SIMON

August 7 | 9 AM - 11 AM | FAAR Academy Classroom

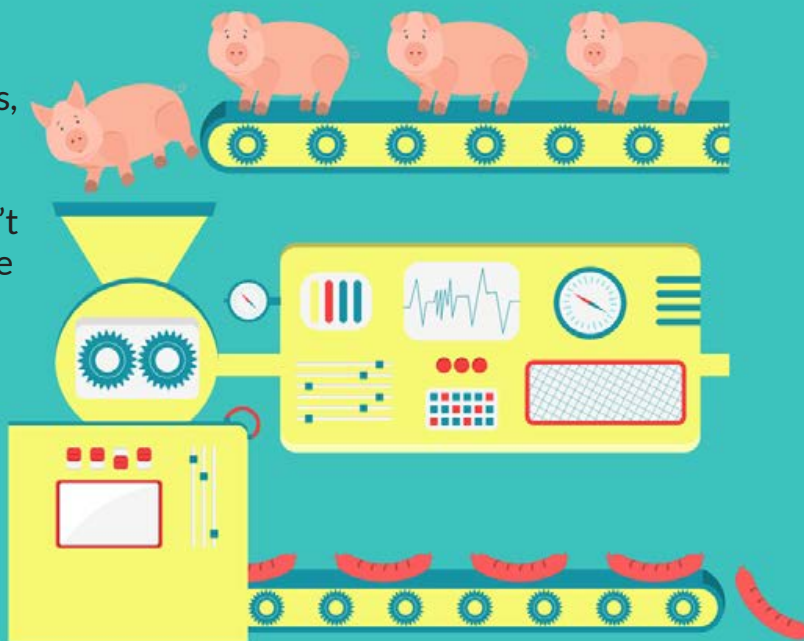
Learn about the new laws that passed, those that came close, and most importantly—how and why from a very inside perspective.”

New laws went into effect July 1st affecting everything from HOA Resale Disclosure packages, to New Disclosure/disclaimers about flood zones to hands-free driving (what REALTOR® doesn't spend a lot of time on their phone and in their car!)

includes

2 Hours CE Legal Updates with Flood
2 Hours PL Current Industry
Issues/Trends

sponsored by



Advance registration required.*

____ \$25 Members ____ \$35 Non-Members

***new for 2019: all same-day class registrations subject to \$5 walk-in fee**



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SECOND FLOOR CLASSROOM, 2050 GORDON W. SHELTON BLVD. FREDERICKSBURG, VA 22401



HOME LOAN EXPERTS

Assurance Financial specializes in home loans. That's all we do. Realtors like that we handle processing and underwriting in-house and how well we take care of their clients, consistently closing their loans on time. Our customers like us because we offer competitive rates and fees, quick turnarounds on their loans, and really good customer service.



**JOHN WESLEY
HAYDEN**
NMLS# 402836

**SCOTT
HINE**
NMLS# 475661

**KENT
SCHRADER**
NMLS# 476103



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5450 Southpoint Plaza Way, Fredericksburg, VA 22407

PURCHASE | REFINANCE | CONSTRUCTION

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NMLS# 70876
NMLSCONSUMERACCESS.ORG

2019 REALTOR® EXPO



SEPTEMBER 25, 2019

PLAY
GAMES

WIN
PRIZES

TAKE
A CLASS

ENGAGE
VENDORS

GO
WILD

The FAAR Special Events Committee & the FAAR Education Committee have been hard at work planning the 2019 FAAR Expo. There will be some new twists to this year's expo with a special focus on more ways to **win prizes every hour** throughout the day.

Mark September 25th on your calendar & look for registration in July!

IF YOU WANT TO GO FAST
GO ALONE

IF YOU WANT TO GO FAR
GO TOGETHER

Keynote

9-10 AM Pete Kopf, 2020 REALTOR® Party Director | Classroom 1



Pete brings decades of real estate experience with him from his home state of Ohio and currently serves as the REALTOR® Party Chair at NAR. He will focus on growing your business through the power of the REALTOR® brand. From professionalism to the Code of Ethics to RPAC and advocacy, being a REALTOR® sets you apart.... Learn how to harness that power!

The Age of Aggregators—Creating Opportunities & Sustaining Value

10:30-11:30 AM Matthew Rathbun | Classroom 2



Some see proliferation of listing data among multiple aggregators and websites as a threat to the industry, while others have been mastering the use of these marketing platforms to serve their clients and build their business. This session helps agents re-establish their value proposition with their clients utilizing the tools and free resources offered by the data aggregators to help with personal branding, marketing their client's listings and creating more business opportunities. You'll leave with a list of tools and practices that have been proven to enhance your business.

2020 Vision: An Economist's View

11 AM - 12 PM, Dr. Lisa Sturtevant, Chief Economist, Virginia REALTORS® | Classroom 1



Boom or bust?? That is the question that REALTORS® and anyone in the real estate industry is always asking themselves. The Virginia REALTORS® Chief Economist will sift through the tea leaves of today's real estate market and give you the insights and information you need to weather any storm.

HOA's from A to Z

12:30-1:30 PM Michele Freemyers | Classroom 1



Everything you need to know about the HOA's affect on your transaction! Partial HOA packet? Seller has violations? Initiation fee confusion? Learn how to navigate these and other situations in this NEW class with Michele!

MID-YEAR UPDATE

Summer's here, but we know that you're not in vacation mode. You're on the job...and we are too. You rely on the Bright system 24 hours a day, 7 days a week; and our team remains committed to providing every individual subscriber with the best possible performance and service to help drive your business forward.

Over the last few months, we've been focused on the following areas:

- **Offering a more standardized set of Neighborhood/Subdivision information:** We worked to standardize the subdivision names by removing misspellings and duplicate options. The final step of this process is to have local experts review the finalized list to help remove unnecessary options or add options that might not currently be available.
- **Providing updated Public Records with the feature information:** Sale and owner information was updated earlier this year, and the Public Records team continues to work to make sure the information available on the Public Record shows in Bright.
- **Adding new PDF and HTML report options:** Based on subscriber feedback, we are working to add a Synopsis report. The team is also working to offer the Gallery Report in additional property types.
- **Days on Market:** We have made a lot of progress with DOM/CDOM calculations to make sure they will be presented in accordance with Bright compliance rules. We're also convening regional feedback on the rules to ensure the output meets the needs of agents and brokers.
- **Residential Lease:** Based on subscriber feedback, we're implementing more specific field options for Residential Lease listings. These changes include removing unnecessary fields, renaming fields to be more specific to these listings and adding new field options based on subscriber requests.

In addition, we have made a number of recent changes and updates. The articles below share some of these updates:

- **Residential Activity Report is now available** | brightmls.com/#/article/9817
- **Print reports now show frequently used reports** | brightmls.com/#/article/9962
- **Daily listing alert emails now available** | brightmls.com/#/article/9829
- **Get Free Access to Inman Select Courtesy of your local Association** | brightmls.com/#/article/9819
- **Search for Residential Sale and Lease listings using Multiple Property Types** | brightmls.com/#/article/9993

It's been a busy year so far and we expect the second half of the year to be just as busy. In every change we make and new feature we add, we are 100% committed to you and your clients to make their home buying and selling experience as successful as possible.

SECTION 8 CHANGES

As part of a recent update, you can now designate whether your Residential Lease property is approved for the Section 8 program funded by the U.S. Department of Housing and Urban Development. This enhancement will give you the ability to work with renters who are looking for properties that have been approved for Section 8.

SUMMARY OF THE CHANGES:

A new field titled Section 8 Approved has been created within the Residential Lease and Multi-Family property types. The field contains a single checkbox to indicate a property is Section 8 Approved. (Please note: There is NO option for Section 8 Approved = No.)

Listings that have Section 8 Approved selected in the Documents Available picklist will be automatically updated to reflect a marked checkbox for Section 8 Approved.

Watch the video at bit.ly/bright8

NAR Tech Edge is coming to Richmond!



EMCEE:

Bill Lublin

Bill is currently the CEO of the Social Media Marketing Institute (SMMI), CEO of Century 21 Advantage Gold, REALTOR®, and self-proclaimed Tech Freak.



WHERE:

Virginia
Historical Society

428 N. Boulevard
Richmond, VA 23220

This one day event provides REALTORS® with the latest business technology skills and trends in the real estate industry. Sessions will be presented by a mix of NAR speakers, national voices, and local real estate technology experts.

NAR and Richmond Association of REALTORS® are partnering to bring you the best speakers and topics for your local market.



WHEN:

Thursday, June 6, 2019 • 9:00AM – 3:30PM

PRICING:

\$49 Early Bird (Before May 30)

\$59 Regular*

Registration includes lunch.

*non-member pricing available

REGISTER NOW!

www.NARtechedge.com



NATIONAL
ASSOCIATION of
REALTORS®





Want to grow your
social media
presence?

Want to start using
video in your
marketing?



Got a tech issue
that's been driving
you nuts?



2nd Tuesday
of the Month

TECHOTIME

"Topic in 30"
& open workshop

sponsored by FREDERICKSBURG  TODAY

A monthly technology workshop every 2nd Tuesday of the month from 10 am to noon in the FAAR Annex. Now featuring a "Topic in Thirty" for the first 30 minutes of each workshop!



2019 Dates

January 8	Email Marketing
February 12	Homesnap & Showingtime
March 12	Instagram
April 9	Video
*May 8	Bright Tips & Tricks with YPN
June 11	Facebook
July 9	Canva
August 13	Youtube
September 10	Website Help
October 8	Password Keepers
November 12	Instagram
December 10	Twitter

What you can expect to get out of Tech Time:

Film a video in the Studio, Discover new marketing tools, Pick up new shortcuts.

Build a new social media account, Learn how to tweet!

You choose how we spend tech time! The possibilities are endless!



Bring your tech issues & projects!

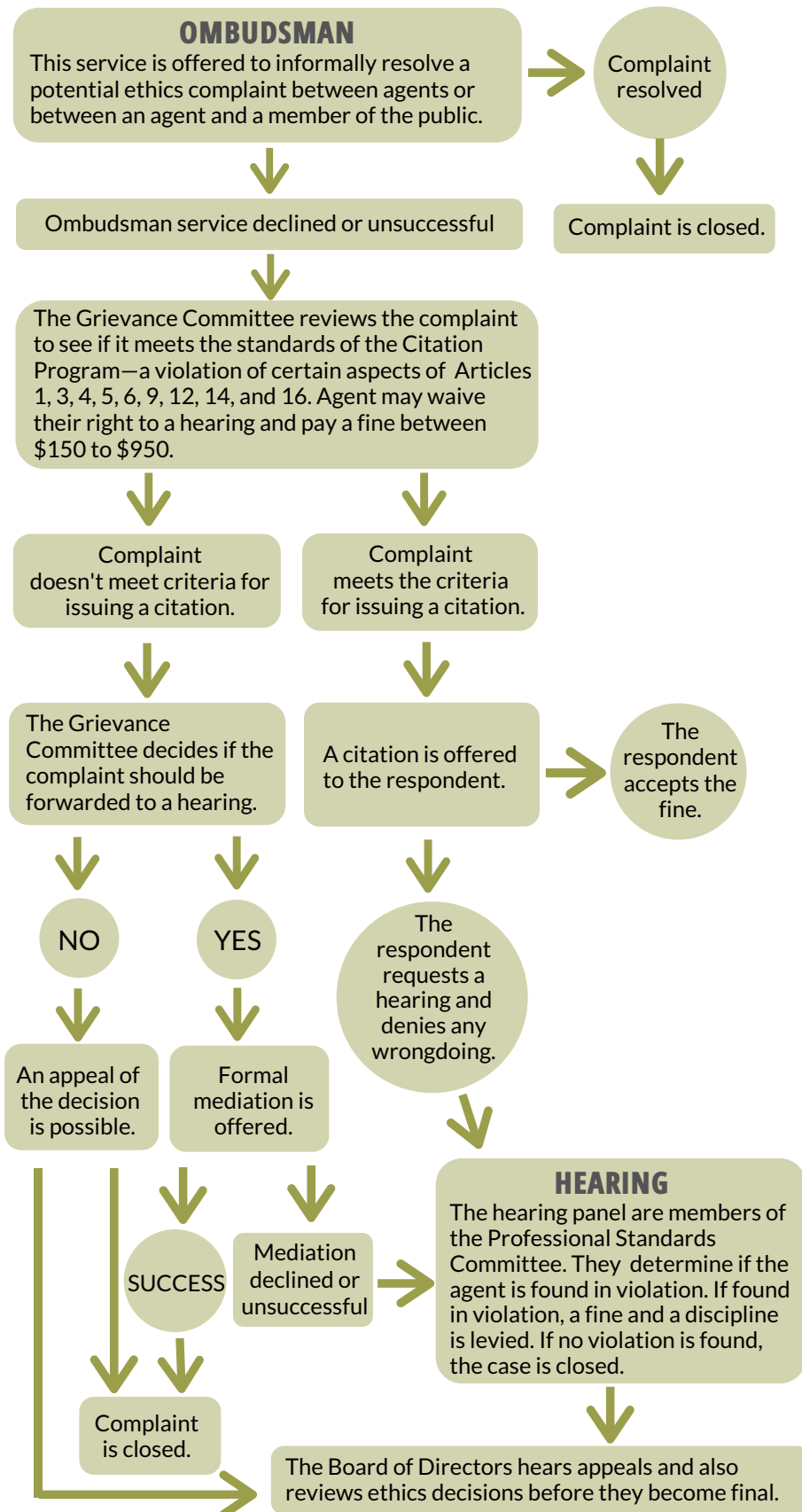


GOT A TOUGH ONE?
SUBMIT YOUR QUESTION
IN ADVANCE TO
LZUZA@FAARMEMBERS.COM



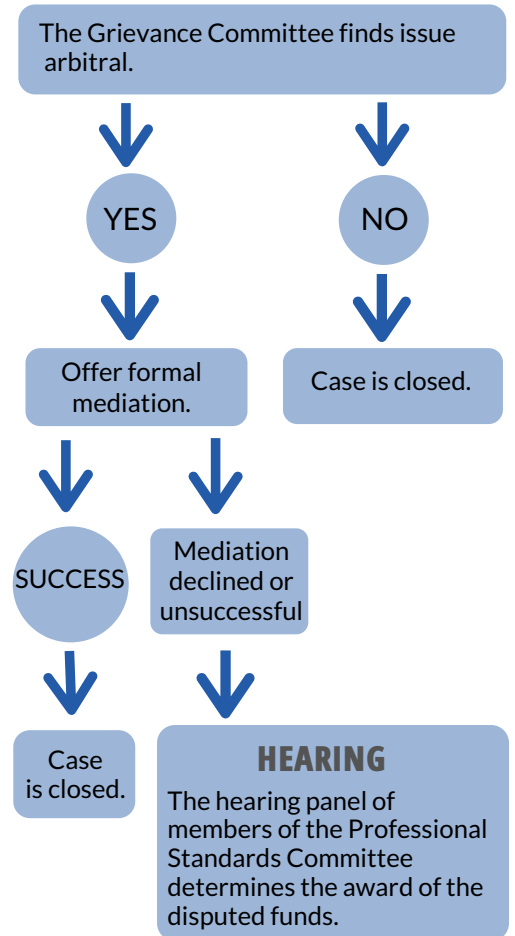
ETHICS COMPLAINTS

This process involves a complaint alleging a violation of the REALTOR® Code of Ethics. Complaints should be filed within 180 days of occurrence. There is no fee to file an ethics complaint.



ARBITRATION

This process involves a request to settle a commission dispute between brokers and is filed after a transaction is closed. In arbitration, each party pays a \$350 fee. The prevailing party's fee is returned.



**This graphic generally represents FAAR's Professional Standards procedures, but not necessarily every aspect.*



Helping
REALTORS® Navigate
Financial Freedom

The National Association of REALTORS®
is proud to introduce the
Center for REALTOR® Financial Wellness,
a unique and interactive website designed
to help you maximize your wealth today
and achieve an even better tomorrow.

Log-in to FinancialWellness.realtor
and start your financial journey today!



CENTER 
REALTOR®
 FINANCIAL WELLNESS



NATIONAL
ASSOCIATION *of*
REALTORS®

SAY IT WITH A BIT OF *Flair*

MAY SALE: 15% OFF REALTOR® PINS AT THE FAAR STORE

A collection of various REALTOR pins displayed below the main image. These include pins for Military Veterans (Army, Navy, Marine), a Navy Veteran pin, a pin for a Realtor who is also a military veteran, and three awareness ribbon pins (blue, red, purple) all featuring the REALTOR logo.

MAY SALE: 15% OFF REALTOR® PINS AT THE FAAR STORE



COMMITMENT TO
EXCELLENCE

C2EX.realtor

EXCELLENCE PAYS

- STEP 1** Be the first FAAR REALTOR® to achieve the C2EX professionalism endorsement
- STEP 2** Notify pbreme@faarmembers.com by **June 7th**
- STEP 3** Win a \$100 gift card and recognition at the June 12th Panel / Town Hall event

START NOW AT C2EX.REALTOR

UPDATE ON THE NAR LAWSUIT

This update was provided by the National Association of REALTORS® General Counsel, Katie Johnson, in mid-March. FAAR will share updates as available on the progress of this case.

There has been considerable media interest in the litigation filed on March 6 challenging the MLS system and the way that broker commissions are paid. The primary allegation is that home sellers are unfairly being required to pay the commissions of buyers' brokers. The legion of class action law firms that represent the plaintiff claim that these commissions are not subject to negotiations and they question the value that buyer brokers deliver in the home buying and selling process.

NAR believes that the lawsuit is a misguided effort to undermine the MLS system which has long-served both home sellers and home buyers very well. In short, the MLS system is designed first and foremost with the buyer and seller in mind. In the best interests of consumers, we will aggressively and persuasively point out the merits of the overall system.

We plan to file a motion to dismiss the case. In that motion, we will point out that the commission offered to the buyer's broker is determined by the seller – not by NAR or the MLS. It can be a percentage of the purchase price or a fixed amount, as little as one dollar. And, contrary to what the class action law firms allege, the commission is subject to negotiation. We will also point out that courts have repeatedly held that the MLS system increases the efficiency of the market and thus serves the best interests of sellers and buyers alike.

Please note that courts are often reluctant to grant motions to dismiss. If our motion to dismiss is denied, the litigation will then be a long and expensive process. However, we will continue to aggressively defend ourselves, along with the right of the American home buyer to continue to have access to a highly efficient home buying market.

Meanwhile, following are points we've been sharing with media and other external parties, and we welcome you to adopt this as your own:

- The MLS system works in the best interests of both buyers and sellers, and the way commissions are paid plays a key role in maximizing this benefit. The MLS system is pro-competitive and pro-consumer. It works in the best interests of buyers and sellers alike, as it results in a highly efficient residential real estate market. The system yields the maximum number of qualified buyers who may be interested in the sellers' property.

- Brokers play a crucial role in helping buyers and sellers achieve their goals. As more information has become available through MLS and interactive real estate websites, it is more crucial than ever before to have trained, local brokers available to help consumers sort through it all to arrive at the best possible decisions. In fact, 78 percent of homebuyers agree that their broker was an important source of information for buying a new home.

- Home buyers are very satisfied with their home buying experience and home buyers are brokers' best referral source. According to our most recent Homebuying Survey, 62 percent of home buyers were very positive about the home buying process, and

almost 90 percent would recommend their broker to a family member or friend.

- The allegations by the plaintiffs are false. The allegations by the plaintiffs are simply false. The fact is, when sellers have asked brokers to negotiate, brokers have reduced their fees more than 20 percent of the time.

- Years of judicial precedents have upheld the benefits of the MLS system. Legal precedents have upheld the central tenets of the MLS system, and we're confident that the courts will once again affirm the pro-consumer, pro-competitive aspects of this system.

NAR has prepared a set of Frequently Asked Questions about the lawsuit. Feel free to use this resource with fellow agents, clients, and customers. NAR will continue to provide updates as this lawsuit progresses.

ACCESS THE FAQ AT

bit.ly/NARlawsuit

UPCOMING CLASSES

SMART HOMES

MATTHEW RATHBUN & ANGEL PIONTEK INSTRUCT



Matthew Rathbun is a veteran instructor with a unique blend of geekiness, humor and an in-depth knowledge of the practice of real estate. Matthew is the Executive Vice President of a large, multi-office firm in Virginia and has served in various capacities in the local, state and National Association of Realtors. Matthew is a frequent contributor to various industry publications and speaks at various national conferences, including Inman and the National Association of Realtors®.

9-11 AM June 21, 2019 @FAAR

The “Smart Home” trend is not going away!

Learn what you NEED to know to represent both buyers and sellers in this market. What devices make a home “SMART”? What are savvy buyers looking for? Get all the information you need at this class!

includes 2 hours Broker Management or 2 hours CE RE Related or 2 hours PL Current Industry Issues



Angel Piontek is the Vice President of Marketing and an Associate Broker at Coldwell Banker Elite. Angel is an industry leader in marketing, communications and smart home technology. Angel is a sought after subject matter expert and has spoken at various industry conferences, Inman and Coldwell Banker. This year, she was featured as an Industry Innovator on RISMedia's Housecall online and RISMedia's Real Estate magazine. She has been named one of the 2019 RISMedia Real Estate Newsmakers.

Advance registration is required. Class Fee - Check One

☐ \$25 Members ☐ \$35 Non-members

***New for 2019: Same day registrations are subject to \$5 walk-in fee**

Register online at faarmembers.com/calendar or fax to (540) 736-0301

+5PHR
Education

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FAAR Classroom, 2nd Floor, 2050 Gordon W. Shelton Blvd., Fredericksburg, VA 22401



JULY 2019 CONTRACT & LAW CHANGES

1 hour class in the FAAR Academy Classroom

They did it again!
July 1st will bring change yet again to both NVAR contracts & Virginia Law.

1 hour CE Legal Updates with Flood (pending)

We have some substantial contract changes as well as new laws going into effect this summer. Make sure to attend one of these sessions to ensure you are both compliant and well versed on these changes. Register today, these sessions will sell out quickly!

4 sessions to choose from!

COVERS THE LATEST CONTRACT CHANGES



B101.5

Instructor

- ☐ Michele Freemyers
- ☐ Kevin McGrath
- ☐ Deb Ellis
- ☐ Kevin McGrath

Date

6/24
6/24
6/27
7/2

Time

9 - 10 AM
11 AM - Noon
9 - 10 AM
9 - 10 AM

Registration required.*CHECK ONE Members ___\$15 Non-Members ___\$25

***New for 2019: Same day registrations subject to \$5 walk-in fee**

REGISTER ONLINE — faarmembers.com/calendar & log in to our system

OR BY FAX — complete the registration information below and fax to (540) 736-0301.



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SECOND FLOOR CLASSROOM, 2050 GORDON W. SHELTON BLVD. FREDERICKSBURG, VA 22401

Understanding the Termite Report

with instructors Jeff Huber & Rusty Markland

**NEW
CLASS!**

DID YOU KNOW

The Wood Destroying Insect Inspection / Report (NPMA-33 form) may be the most misunderstood requirement facing Realtors and homeowners engaged in buying and selling their property. While it is not a law, it is a requirement by lenders and language in most, if not all, Real Estate contracts. The WDI becomes an essential part of the transaction.

Don't miss this new and eye-opening class that will protect YOU and YOUR clients!

**June 26, 2019
9 - 10 AM**

**includes 1 hour of
CE Real Estate
Related**

An understanding of the requirements and rules that govern the inspection, reporting and treatment recommendations, protects not only the buyer and seller but also the Realtor in potential litigation.

The purpose of this course is to educate and define the scope and limitations of the inspection and report.

Knowing the rules of engagement, the requirements and rules set forth in inspecting and reporting wood destroying insect and insect damage could mean the difference in a successful settlement and transaction at best and at worse delivering a structure with significant damage and infestation to a new home owner and possible liability.

Registration required* Class Fee—Check One ☐ \$15 Members ☐ \$25 Non-members

***New for 2019: All same-day class registrations are subject to \$5 walk-in fee**

REGISTER ONLINE at faarmembers.com/calendar and login to our registration system
OR BY FAX — complete the registration information below and fax to (540) 736-0301.

+5PHR
Education

Name _____ Company _____
Phone _____ Email _____
Credit Card _____ Zip _____ CVC _____
Total _____ Exp. Date _____ Signature _____

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FAAR Classroom, 2nd Floor, 2050 Gordon W. Shelton Blvd., Fredericksburg, VA 22401





Latte and Learn on COMMON ENVIRONMENTAL CONCERNS IN VIRGINIA with instructor Tim Fisher

LEARN ABOUT WHAT POTENTIAL ENVIRONMENTAL CONCERNS CAN POP UP ON YOUR LISTING!

3 hours CE- Real Estate Related
2 hours PL- Current Industry Issues and Trends

What lurks inside your listing? There are several items of environmental concern that may pop up- this is the class to learn about them! A very experienced Home inspector will be covering Radon, Asbestos, Lead, Mold, Water Quality, Carbon Monoxide, Meth Labs and MORE! This is the perfect class to take to ensure you learn about these concerns and can properly advise your clients.

July 12, 2019

9 AM - 12 PM at FAAR

**The Home Inspector
said WHAT?**



Advance Registration required*

Class Fee ☐ \$25 for Members
☐ \$35 Non-members

New for 2019: All same-day registrations subject to \$5 walk-in fee.

REGISTER ONLINE — at faarmembers.com/calendar, select class, login to register
OR BY FAX — complete the registration information below and fax to (540) 736-0301.

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FAAR Classroom, 2nd Floor, 2050 Gordon W. Shelton Blvd., Fredericksburg, VA 22401



The Pricing Strategy Advisor (PSA) certification is specifically designed to enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values.

Start Pricing Homes with Confidence.



WITH
REBECCA STRALEY

July 18 | 9 am - 5 pm

at FAAR, 2050 Gordon W. Shelton Blvd
Fredericksburg VA 22401

2 hours CE Real Estate Related

2 hours PL Current Industry Issues & Trends



SPONSORED BY



Register for the Pricing Strategies: Mastering the CMA course.

The key to competitive home pricing is becoming proficient at comparative market analyses (CMAs).

In the Pricing Strategies: Mastering the CMA course, you will learn how to evaluate the existing real estate market to take the guesswork out of pricing homes.

As the core requirement for the Pricing Strategy Advisor (PSA) certification, this course will enable you to:

- Determine the market-based value range of a home
- Choose the most appropriate comparables for a property
- Compile a CMA report for proper presentation
- Collaborate with appraisers

Take the Pricing Strategies: Mastering the CMA course and become a recognized leader in home pricing.

Visit PricingStrategyAdvisor.org to learn how to earn the PSA certification.



Class Pricing-Advance Registration Required*

Early bird	\$99	ends 7/1
Registration	\$110	ends 7/16
Late registration	\$120	ends 7/18

***New for 2019: All same-day class registrations are subject to \$5 walk-in fee**

Register at faarmembers.com/calendar or fax flyer info to 540-736-0301

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Credit Card # _____

Zip _____ Exp. Date _____

Total _____ Signature _____

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ALL NEW FAAR
ACADEMY CLASS!

Working with Investors

with instructor Tim Murphy

**THIS CLASS IS A MUST FOR REAL ESTATE AGENTS
THAT WANT TO WORK WITH INVESTORS!**

3 hours CE- Real Estate Related
2 hours PL- Current Industry Issues and Trends

What every Real Estate Agent & Investor needs to know about real estate investment, from cashflow to flips. This is an indepth course that breaks out all aspects of real estate investment including hard money financing, long term rentals, vacation rentals by owner as well as financing & tax strategies. You will leave with the tools you need to estimate cost of repairs, understand gross & net profit and target investments.

July 17, 2019
9 AM - 12 PM at FAAR



Advance Registration required*

Class Fee ☐ \$35 for Members
☐ \$45 Non-members

New for 2019: All same-day registrations subject to \$5 walk-in fee.

REGISTER ONLINE — at faarmembers.com/calendar, select class, login to register
OR BY FAX — complete the registration information below and fax to (540) 736-0301.

+5PHR
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Phone _____ Email _____
Credit Card _____ Zip _____ CVC _____
Total _____ Exp. Date _____ Signature _____

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FAAR Classroom, 2nd Floor, 2050 Gordon W. Shelton Blvd., Fredericksburg, VA 22401



Real Estate Investing:

Build Wealth Representing Investors and Becoming One Yourself

with
Instructor
Sarah Stelmok



CE 8 hrs Real Estate Related
PLE 2 hrs Current Industry Trends

This course covers the fundamentals of real estate investment that practitioners need to know to expand their business services. The one-day course looks at how practitioners can adapt core real estate skills and learn new skills to serve clients who want to invest in single family homes, condos, townhomes, and small multifamily properties.

September 26, 2019
9:00 AM-5:00 PM
@ FAAR

In this class, you'll learn...

- how to work with investors as they goal set, plan, evaluate, and acquire properties as well as manage them
- how to “walk the talk” and become a real estate investor yourself.

LUNCH INCLUDED!



Sponsored by

Affordable
Home Loans

Students missing more than 10 minutes of class, cannot be given CE or PL credit.

Registration required.* **Early bird till 9/14** ☐ **\$99 Members** ☐ **\$119 Non-members**
Class Fee—Check One **On 9/14 and after** ☐ **\$129 Members** ☐ **\$149 Non-members**

***New for 2019: All same-day class registrations subject to \$5 walk-in fee**

REGISTER ONLINE at faarmembers.com/calendar and login to our registration system
OR BY FAX — complete the registration information below and fax to (540) 736-0301.

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Do you have what it takes to achieve the Military Relocation Professional (MRP) Certification?

includes 8 hours CE Real Estate Related, 2 hours PL Current Industry Issues and Trends



There are almost 120,000 U.S. Military Service members in Virginia alone.

October 1, 2019
9:00 AM-5:00 PM
Instructor: Arleen Roberts

When military staff and their families relocate, the services of a real estate professional who understands their needs and timetables makes the transfer easier, faster, and less stressful.

The Military Relocation Professional (MRP) certification course teaches you about working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support.



Learn how to provide the real estate services—at any stage in the service member's military career—that meet the needs of this niche market and win future referrals. Hone in your knowledge and skills for working with active duty military buyers and sellers, as well as veterans with the NAR's Military Relocation Professional Certification.

Good information on what military service members experience as a seller or buyer with practical examples on topics!

Arleen kept class entertaining and on point!

The instructor, Arleen, was awesome. She is former military and had so many first hand tips and stories to share!

To complete certification, you must complete 2 free webinars & pay NAR a ONE-TIME certification fee. Pre-class reading assignment can be found at www.rebac.net/Teach/MRP/MRP_Core_Course_Pre_Class_Reading.pdf



Advance registration is required. Class Fee - Check One

☐ \$99 early bird ends 9/13 After 9/13*: ☐ \$119 Members ☐ \$139 Non-members

***New for 2019: Same day registrations are subject to \$5 walk-in fee**

Register online at faarmembers.com/calendar or fax to (540) 736-0301



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CMA vs APPRAISALS

with Tim Murphy & James Hopper

October 16, 2019

9:00-12:00 am

Today's low inventory and market conditions require you to become a value master. This class will give attendees a thorough understanding of the appraisal process and how it compares to a Comparative Market Analysis.

THE PRICE IS RIGHT—OR IS IT?

2 hours CE Real Estate Related

2 hours PL Current Issues and Trends

Advance Registration required—Class Fee*

☐

\$25 FAAR Members

☐

\$35 Non-members

+5PHR
Education

***New for 2019: Same day registrations are subject to \$5 walk-in fee**

Register online at faarmembers.com/calendar, fax to (540) 736-0301

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BRAND NEW
CLASS

Do you manage a team or think about joining one?

written
& instructed by
Matthew Rathbun



Designing and Sustaining Successful Teams

The concept of a real estate team is nothing new. They have existed for decades, but over the past several years, the team concept has evolved and become far more ubiquitous.

As the real estate industry progresses and the consumers' demands on the agent increase, many real estate professionals have begun moving their existing single-agent practice to a more sophisticated and advanced model to better serve their clients and become more profitable.

CE 6 hrs Real Estate Related or
6 hrs Broker Management or
PLE 2 hrs Current Industry Issues/Trends

November 12, 2019
9:00 AM-5:00 PM
@ FAAR



*A MUST for Team Leaders and
Team Members!*

**In this
class,
you'll
learn...**

- The Foundation & Design of a Team
- The Stages of Team Design
- Marketing your Team
- Technology and Communication
- Systems and Workflow

LUNCH INCLUDED!

Perfect for agents thinking of joining a team!

Sponsored by



NSWC Federal
Credit Union
www.nswcfcuonline.org

Perfect for team managers!

Students missing more than 10 minutes of class, cannot be given CE or PL credit.

Registration required* Early bird till 11/01 ☐ \$99 Members ☐ \$99 Non-members
Class Fee—Check One On 11/01 and after ☐ \$119 Members ☐ \$139 Non-members

*New for 2019: All same-day registrations subject to \$5 walk-in fee

REGISTER ONLINE at faarmembers.com/calendar and login to our registration system
OR BY FAX — complete the registration information below and fax to (540) 736-0301.



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Spring Awards Ceremony



Communication Magic at Awards



Reception mixes members & officials



Checking out the Chambers' legislative scorecard



Enjoying free bowling during March is for Members



Orange County Roadshow

PHOTO TIME! VIEW RECENT PHOTOS

...from the Lake Anna Roundtable | bit.ly/lakeannaphotos

...from the Legislative Reception | bit.ly/19reception

...from the FAAR Spring Awards | bit.ly/19awards



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with us!


Click on the
phone to go to
the social media
channel
on screen!



**SURVEY
ALERT!**

bit.ly/19FAARTECH

**TAKE THE TECH SURVEY TO GIVE
FEEDBACK ON BRIGHT & MORE!
YOU COULD WIN SOMETHING COOL!**



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www.cfmortgagecorp.com/Fredericksburg-Branch



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to lend. C&F Mortgage Corporation NMLS# 147312





FAMILY FUN NIGHT

with the *Potomac Nationals*



July 20, 2019

Gates open at 5:00 PM

6:35 PM First Pitch by FAAR President Drew Fristoe

*Take your family out to the
'Ol Ball Game for a night of fun!*

Join us at this years Family Fun Night!

\$12 admission includes a reserved seat, baseball hat, and a food voucher. Arrive at 5 PM for a group photo on the field—This night also happens to be a bobblehead giveaway night! Need to park? Save \$1 on parking by reserving through FAAR! Book early so FAAR can request more tickets if needed!

sponsored by



PFITZNER STADIUM
7 COUNTY COMPLEX COURT
WOODBIDGE, VA 22192

RESERVE YOUR SEATS AT
FAARMEMBERS.COM/CALENDAR

Bobbleheads! Fireworks! FUN!

Please indicate the quantity of tickets and parking passes

\$12 Admission _____ **\$5 Parking Pass** _____

+5PHR
Event

REGISTER ONLINE at www.faarmembers.com/calendar—select event & login

OR BY FAX complete the registration information and fax to (540) 736-0301

Name _____ Company _____

Phone _____ Email _____

Credit Card # _____ Zip _____ CVC _____

Total _____ Exp. Date _____

Signature _____

Guest Names _____



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Dena Cooke

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540-538-6813

When you need the job done right, call our Team!



WE'RE READY FOR THE NEXT 25!

INVESTING IN INNOVATION

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Largest Footprint in DC, MD & VA
Residential & Commercial
Expansion into Maryland & D.C.

MAINTAINING A PERSONAL COMMITMENT

Trusted, Responsive Branch Contacts
Each Office Invested in Its Community



25
YEARS

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Phillip Blake, Branch Manager
1956 William Street
Fredericksburg VA 22401
540-373-1300
pblake@mbh.com

Stafford

Kathy Tate, Branch Manager
9 Center St # 105
Stafford, VA 22556
540-658-0992
ktate@mbh.com

CE

Early Bird saves \$25.00 on entire seminar!
Ends 6/6/2019

Why take CE at FAAR Academy?

- Experienced Instructors
- Instant Q&A
- More engaging than an online class
- Convenient location in Central Park

The CE Seminar is designed to ensure the 16 hour requirement of DPOR for relicensing are met.

"I take continuing education and other classes at FAAR Academy because I know I'll be getting the most updated information." - Chip Taylor

"Getting information from engaging, knowledgeable instructors is preferable and more effective than a click-through module and the classes are held at our association's building in Central Park, making them central to every market we serve." - Laura Fangman

Day 1 / June 11, 2019

Day 2 / June 13, 2019

8:00-11:00 ☐ Ethics (3 Hrs Ethics)
12:00-3:00 ☐ Agency (3 Hrs Agency)
3:00-5:00 ☐ Fair Housing (2 Hrs Housing)

8:00-11:00 ☐ Contracts (3 Hrs contracts)
12:00-3:00 ☐ Addenda (2 Hrs contracts, 1 Hr legal updates with Flood Instruction)
3:00-5:00 ☐ Finance for REALTORS® (2 Hrs electives)

JUNE CE/PL STARTS JUNE 11

Registration Required—register online at www.faarmembers.com/calendar or fax to 540-736-0301
*New in 2019: All same day registrations are subject to \$5 walk-in fee

Day 1 Sponsor	CE Cost*	Entire Seminar	3 Hr Classes	2 Hr Classes	Day 2 Sponsor
NSWC Federal Credit Union	Members	\$180	\$35	\$25	Assurance FINANCIAL
	Non-Members	\$205	\$45	\$35	

Check one ☐ Entire Seminar ☐ Specific Classes-check off classes above
Name _____ Company _____
Phone _____ Email _____ Total (\$)
Credit Card # _____ CVC _____ EXP. Date _____
Billing Address _____
Authorized Signature _____

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SECOND FLOOR CLASSROOM, 2050 GORDON SHELTON BLVD, FREDERICKSBURG, VA 22401
+5PHR Education

FAAR ACADEMY

PL

Early Bird saves \$25.00 on entire seminar!
Ends 6/6/2019

Why take PL at FAAR Academy?

- Experienced Instructors
- Instant Q&A
- More engaging than an online class
- Convenient location in Central Park

The 30 hour PLE (ST) seminar is designed to meet the needs of post licensing by meeting the new DPOR license renewal requirements.

"I take continuing education and other classes at FAAR Academy because I know I'll be getting the most updated information." - Chip Taylor

"Getting information from engaging, knowledgeable instructors is preferable and more effective than a click-through module and the classes are held at our association's building in Central Park, making them central to every market we serve." - Laura Fangman

Day 1 / June 11, 2019

Day 2 / June 13, 2019

8:00-11:00 ☐ Ethics (3 Hrs Ethics)
12:00-3:00 ☐ Agency (3 Hrs Agency)
3:00-5:00 ☐ Fair Housing (2 Hrs Housing)
9:00-3:00 ☐ Real Estate Law and Board Regulations
3:00-5:00 ☐ Advertising Regulations (2 Hrs Current Industry Issues and Trends)

8:00-3:00 ☐ Contract Writing (6 Hrs contracts)
3:00-5:00 ☐ Finance (2 Hrs Finance)

Day 4 / June 20, 2019

9:00-Noon ☐ Escrow (3 Hrs Escrow)
12:00-3:00 ☐ Risk Management (3 Hrs Risk)

*New in 2019: All same day registrations are subject to \$5 walk-in fee

Day 1 Sponsor	PL Cost	Entire Seminar	2 Hr Classes	3 Hr Classes	6 Hr Classes	8 Hr Classes	Day 2 Sponsor
NSWC Federal Credit Union	Members	\$255	\$25	\$35	\$70	\$99	Assurance FINANCIAL
	Non-Members	\$305	\$35	\$45	\$80	\$120	

Check one ☐ Entire Seminar ☐ Specific Classes-check off classes above
Name _____ Company _____
Phone _____ Email _____ Total (\$)
Credit Card # _____ CVC _____ EXP. Date _____
Zip _____ Authorized Signature _____

NOTE: If you require ADA assistance for the classroom, please call FAAR at time of registration at (540) 373-7711. Options and information delivered in all FAAR courses should be confirmed as compliant with the Student's Company Policy before including in business practices. Refunds will only be given in the event FAAR Academy cancels the class or if the registrant withdraws from the class by contacting FAAR during business hours, at least one (1) business day prior to the class date. By attending this event, you authorize FAAR to use any photos or videos taken during the event in future media promotions.
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CE

Early Bird saves \$25.00 on entire seminar!
Ends 8/1/2019

Why take CE at FAAR Academy?

- Experienced Instructors
- Instant Q&A
- More engaging than an online class
- Convenient location in Central Park

The CE Seminar is designed to ensure the 16 hour requirement of DPOR for relicensing are met.

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Day 1 / August 6, 2019

Day 2 / August 8, 2019

8:00-11:00 ☐ Ethics (3 Hrs Ethics)
12:00-3:00 ☐ Agency (3 Hrs Agency)
3:00-5:00 ☐ Fair Housing (2 Hrs Housing)

8:00-11:00 ☐ Contracts (3 Hrs contracts)
12:00-3:00 ☐ Addenda (2 Hrs contracts, 1 Hr legal updates with Flood Instruction)
3:00-5:00 ☐ Finance for REALTORS® (2 Hrs electives)

REGISTER BY JUNE 6 & SAVE \$25 ON JUNE CE OR PL SEMINARS

Registration Required—register online at www.faarmembers.com/calendar or fax to 540-736-0301
*New in 2019: All same day registrations are subject to \$5 walk-in fee

Day 1 Sponsor	CE Cost*	Entire Seminar	3 Hr Classes	2 Hr Classes	Day 2 Sponsor
NSWC Federal Credit Union	Members	\$180	\$35	\$25	Assurance FINANCIAL
	Non-Members	\$205	\$45	\$35	

Check one ☐ Entire Seminar ☐ Specific Classes-check off classes above
Name _____ Company _____
Phone _____ Email _____ Total (\$)
Credit Card # _____ CVC _____ EXP. Date _____
Billing Address _____
Authorized Signature _____

NOTE: If you require ADA assistance for the classroom, please call FAAR at time of registration at (540) 373-7711. Options and information delivered in all FAAR courses should be confirmed as compliant with the Student's Company Policy before including in business practices. Refunds will only be given in the event RECA cancels the class or if the registrant withdraws from the class by contacting FAAR during business hours, at least one (1) business day prior to the class date. By attending this event, you authorize FAAR to use any photos or videos taken during the event in future media promotions.
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PL

Early Bird saves \$25.00 on entire seminar!
Ends 8/1/2019

Why take PL at FAAR Academy?

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- More engaging than an online class
- Convenient location in Central Park

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Day 1 / August 6, 2019

Day 2 / August 8, 2019

8:00-11:00 ☐ Ethics (3 Hrs Ethics)
12:00-3:00 ☐ Agency (3 Hrs Agency)
3:00-5:00 ☐ Fair Housing (2 Hrs Housing)
9:00-3:00 ☐ Real Estate Law and Board Regulations
3:00-5:00 ☐ Advertising Regulations (2 Hrs Current Industry Issues and Trends)

8:00-3:00 ☐ Contract Writing (6 Hrs contracts)
3:00-5:00 ☐ Finance (2 Hrs Finance)

Day 3 / August 13, 2019

Day 4 / August 15, 2019

9:00-3:00 ☐ Real Estate Law and Board Regulations
3:00-5:00 ☐ Advertising Regulations (2 Hrs Current Industry Issues and Trends)

9:00-Noon ☐ Escrow (3 Hrs Escrow)
12:00-3:00 ☐ Risk Management (3 Hrs Risk)

Registration Required—register online at www.faarmembers.com/calendar or fax to 540-736-0301
*New in 2019: All same day registrations are subject to \$5 walk-in fee

Day 1 Sponsor	PL Cost	Entire Seminar	2 Hr Classes	3 Hr Classes	6 Hr Classes	8 Hr Classes	Day 2 Sponsor
NSWC Federal Credit Union	Members	\$255	\$25	\$35	\$70	\$99	Assurance FINANCIAL
	Non-Members	\$305	\$35	\$45	\$80	\$120	

Check one ☐ Entire Seminar ☐ Specific Classes-check off classes above
Name _____ Company _____
Phone _____ Email _____ Total (\$)
Credit Card # _____ CVC _____ EXP. Date _____
Zip _____ Authorized Signature _____

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