

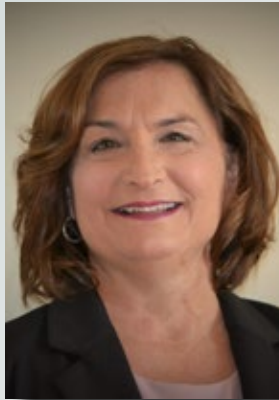
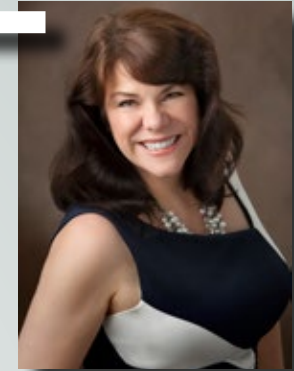
The Quarterly Newsletter of the
Fredericksburg Area Association of REALTORS®

AUGUST 2019

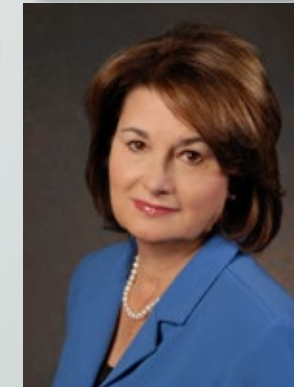
FAARSIDE

The Voice of Real Estate

www.faarmembers.com



**MEMBER
MONDAY P. 54**



**2020
LEADERSHIP
CANDIDATE
BIOS p. 8
& ADS p. 50**



FROM THE PRESIDENT



DREW FRISTOE
2019 PRESIDENT

ATTENTION FAAR AGENTS & BROKERS!

Dues billing for 2020 has been completed and published to your account at faarmembers.com.

You will not receive a paper bill for dues.

Payments are due no later than September 30. Bills paid after that date will incur a \$25 late fee. Membership will be dropped if not paid by December 31, 2019. Membership may be reinstated by completing an application for membership and paying the \$275 application fee and 2019 dues.

As President of FAAR you go to events and meetings. You are asked to stand and wave or say a few words. You represent everyone at the Fredericksburg Area Association of REALTORS®. It is a weird role to play. Everyone treats you like you are extra special.

At this point, I am 8 months into my year as President. Which is crazy to say! The main thing I have learned so far is, being the President is an honor but nothing could be done at FAAR without all of the members and the staff.

Even though I am treated extra special. Really, I wish every volunteer member at FAAR was treated that way. They are the ones doing all of the hard work at the committee level. Then there are the staff members who work tirelessly to keep our association running, to make sure the committees stay on task and to make sure I show up to where I am supposed to be and I sound great.

Without all of the FAAR Members and the staff, I would not have an association to be President of. So, Thank you for all of your hard work!

100 VENDORS, 4 CLASSES, HOURLY PRIZES AND MORE—

Stand out from the herd at the 2019 FAAR Expo on Wednesday, September 25th! More details on p.44



CONGRATULATIONS MEMBERS!



C2EX- FAAR early adapters lead by Sha Williams-Hinnant

Commitment to Excellence launched and NAR reports that the number of members perusing the endorsement is significantly higher than expected. It is a well-designed program, easy to follow and provides an amazing review of all aspect of real estate. To date, locally, the following have completed the program- the first adapter and winner of a \$100 gift card is Sha Williams Hinnant, 1st Choice Better Homes & Land. Drew Fristoe, Coldwell Banker Elite and staff members Barbara Castillo, Lauren Zuza, and Pat Breme have also completed the program. **ARE YOU NEXT???**



GET STARTED AT BIT.LY/C2EXREALTOR

Congrats to Carol Sondrini & Suzanne Brady for participating in A Downtown Affair Raffle!

Congrats to Joan Hailstalk for answering the Tech Survey in May & winning 2 tickets to Family Fun Night!

Thanks for all your participation!



BIG WINNERS

JULY FRONT DESK TEE GUESSING GAME



Answer: 446 tees
DeAnna Hamn guessed closest & won a \$100 visa gift card!

MEMBER COUNTS AS OF 8/1/19

1704 REALTOR® Members

126 Affiliate Members

@FAARMEMBERS



Connect with us!

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

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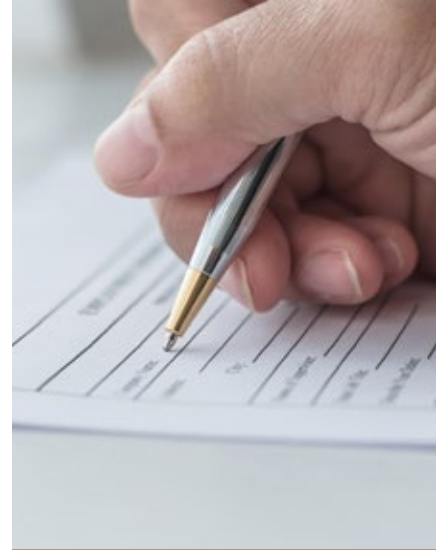
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WE HAVE A RACE! COMPETITION ON THE ELECTION BALLOT



BY PAT BREME, RCE, CIPS
CHIEF EXECUTIVE OFFICER

In the past few years, once the applications were reviewed and the interviews completed, the final slate was composed of the same number of candidates as positions to be filled. That was unfortunate but the goal of the Nominating Committee is always to select the members best suited to the position and having some involvement in or knowledge of the association. This year there were numerous applicants and the final slate is composed of 8 candidates for five positions. We have a race!

Please review the Sample Ballot on the next page. Each candidate has provided a bio even the officers who run unopposed.

Balloting begins- The ballot goes live on September 3rd. It will be pushed to each REALTOR® member.

Last day to vote is at the September 25 Expo, a tablet will be available for voting at the election table. No paper ballots. The 2020 Leadership Team will be announced at 3:15 pm in the Expo.



Momentum 2019: The Virginia REALTORS® Annual Convention, September 17-19, will be held at the Williamsburg Lodge. Take advantage of the opportunity to explore, discover, and connect with fellow REALTORS®. Momentum 2019 features sessions on marketing your business, trends in business and sales, legal updates, housing forecasts, & much more. An Olympian, a REALTOR®, & an Influencer walk into a Convention... Register today to find out what happens!

More details at bit.ly/2GFGJzg

Sample Ballot

Slate of Candidates- 2020 Leadership Election September 25, 2019

"Additional candidates for the offices to be filled may be placed in nomination by signed petition of at least twenty percent of the REALTOR® members. The petition shall be filed with the Secretary (Chief Executive Officer) by August 20, 2019. The Secretary (Chief Executive Officer) shall send notice of such additional nominations to all REALTOR® members before the election." (As of 8/1/19 there 1709 REALTOR® members. 358 names are needed to complete the petition requirement and be sent to FAAR by August 20, 2019)*

FAAR offers electronic voting and the ballot will be sent in an email to each REALTOR® member on Tuesday, September 3. Those who want to vote in-person can do so by going to the Election table in the Lobby of the Expo at the September 25 Expo from 9 am to 1 pm. Election results will be announced at 3:15 pm at the Expo on September 25.

Candidates for 2019 Election for the Year 2020

President	Arlene Mason, Coldwell Banker Elite, Fredericksburg
President-Elect	Carrie Danko, 1st Choice Better Homes & Land
Vice President	Pam Kuper, Century 21 New Millennium
Secretary	Carol Sondrini, Coldwell Banker Elite, Massaponax
Treasurer	Deb Ellis, Coldwell Banker Elite (2-year term)
Immediate Past President	Drew Fristoe, Coldwell Banker Elite, Massaponax

Directors—**Eight** candidates for **5** positions. Select **up to 5**.

- ☐ Clay Murray, Pathway Realty
- ☐ Pam Black-Lemon, Dockside Realty
- ☐ Tammy Berfield, Long & Foster Inc.
- ☐ Randy Walther, Nest Realty
- ☐ Kelly Bradshaw Walker, Coldwell Banker Elite, Stafford
- ☐ Lynn Lenahan, 1st Choice Better Homes & Land
- ☐ Sandy Pearce, Pathway Realty
- ☐ Kardin (Wykoff) Lillis, Weichert REALTORS®

Affiliate Position—**Two** candidates for **1** affiliate position. Select **1**.

- ☐ Donna Schmidt, American Home Shield
- ☐ Sherrie Shaw, Universal Title

Slate of Candidates | 2020 Executive Committee



President

**Arlene Mason, ABR, GRI, SFR
Coldwell Banker Elite,
Fredericksburg**

"It gives me great pride and satisfaction to be associated with such a wonderful group of professional REALTORS®", says Arlene. She feels that she has gained so much personally by networking and serving with other dedicated, caring and giving individuals. She says that "the return on the investment of your time will far exceed your expectations."

A licensed REALTOR® since 2004, Arlene received her associate broker's license in 2014. Since 2004, she has been involved with various FAAR committees and then decided to take the next step to serve on the Board in 2013. She has served on FAAR's Board of Directors for the past 6 years, Treasurer for 2 years, Vice President for the 2 years and President-Elect in 2019. She is also a proud graduate of the Virginia Leadership Academy Class of 2013.

Arlene would like to offer a challenge to her FAAR friends . . . "Become involved – it will open doors for you, and both you and your business will prosper."

Carrie Danko has been a member of FAAR for 8 years and is currently serving as the Treasurer for the Board of Directors. She is also currently serving as the Treasurer of the Fredericksburg REALTORS® Foundation. Previously, she held the positions of Secretary and President of the Fredericksburg Women's Council of REALTORS®.

She also had the honor of being named the FAAR Rookie of the Year in 2012. Carrie hopes to continue to serve the members of FAAR in a meaningful way by being elected as President-Elect for 2020. She is an active REALTOR® who strongly believes in the power of building business through building relationships. When not working, she loves spending time out on the water and traveling. Her favorite travel spot is Albany, NY where her three beautiful grandchildren live!



President-Elect

**Carrie Danko
1st Choice Better Homes & Land**



Vice President

**Pam Kuper
Century 21 New Millennium**

Pam Kuper is an award-winning REALTOR® with Century 21 New Millennium. Pam has been actively involved with FAAR during the 6 years she has been a member, serving on the Education Committee, Real-Talk MeetUp and the Keybox Task Force and is currently a FAAR board member.

Since 2015, Pam has served as a board member for the Safe Harbor Child Advocacy Center. She received the 2016 FAAR Good Neighbor Award and 2016 Century 21 New Millennium Community Service/Spirit Award for her contribution to the Fredericksburg area community. Because of her love for the community, she has been an active supporter of small business and has supported the work of Project FXBG, Hope House, Fairy Godmother Project and the Main Street Initiative and continues to seek ways to serve the people of Fredericksburg, both as a REALTOR® and a Good Neighbor.

Carol Sondrini is an energetic, positive, team-player who is involved in her brokerage and FAAR. She is a member of the FAAR Education Committee, an elected Governor on the REALTORS® Foundation, and in the 2019 Virginia Leadership Academy. In addition, Carol currently serves as a director on the board and volunteers at new member orientation. An avid dog and people lover, Carol feels called to helping others wherever she can.

She is running for the FAAR Board to contribute to the vision moving forward in order to positively impact the members and the community. She hopes to help bring a larger awareness of FAAR to our area.



Secretary
Carol Sondrini
Coldwell Banker Elite,
Massaponax



Treasurer
Deb Ellis
Coldwell Banker Elite

Deb Ellis has been in our local market since 2004. Deb is active in the community from co-founding the Owen Lea Foundation to volunteering hours of service to local non-profits. She is passionate about education and bringing higher standards to the industry. She is a member of FAAR Education Committee, a FAAR Academy instructor, and currently serves on the Board of Directors.

As the VP of Residential Services, she coaches, supports and mentors agents and brokers leading them to success. She desires to see the same in all agents and by joining the board, she can have a positive impact. Exceptional service has been her ethos in the industry.

Drew Fristoe, raised in Fredericksburg, VA, graduated from the University of Mary Washington in 2006 with a B.S. in Business Administration. A first-generation real estate professional who was licensed in 2008, Fristoe is active in his state and local association as well as the National Association of REALTORS®.

Drew chaired the NAR YPN Advisory Committee in 2018 and is past chair and co-founder of the Fredericksburg Area Association YPN, and also co-founder of the Virginia Association of REALTORS® YPN. He has served on the Virginia Association of REALTORS® Information Management Committee. In addition to chairing the Fredericksburg REALTORS® Foundation in 2011 and 2012, Fristoe has also worked on the Federal Political Coordinating Team for 1st District Rep. Rob Wittman (R-VA) since 2009.

Immediate Past President
Drew Fristoe
Coldwell Banker Elite, Mas-
saponax



Slate of Candidates | 2020 Directors

Directors—8 candidates for FIVE positions—Select up to FIVE



Clay Murray
Pathway Realty

Clay Murray has found FAAR and the REALTOR® community to be welcoming, educational, and ever-evolving. As the Principal Broker at Pathway Realty LLC, which he started in 2019, Clay is a full-time REALTOR® and has served on the FAAR Board of Directors since 2018. He has also worked on the FAAR Technology Committee since 2017, serving as Chair in recent years, helping the Association with changes to a new FAAR website and the challenging Bright MLS conversion. He also sits on the Public Policy Committee, the Education Committee, and the Community Service Committee. Additionally, he was involved in the planning and execution of the revamped format of the FAAR Town Hall which has proven a hit with members since changes were made in 2017. Clay received the 2017 REALTORS® Choice Award and the 2017 Melanie Thompson Award, much to his surprise. Clay is always trying to learn as much as possible in order to

better his service to his clients and to protect the real estate industry. Even as he embarks on his sixth year as a FAAR member and full-time REALTOR, he still considers himself a “newer” agent and is always ready to learn from those who’ve been at it for many years.

If chosen by FAAR members to continue to serve on the Board of Directors, Clay hopes to keep finding new ways of being an active, engaged FAAR member, while continuing to highlight and utilize the wide array of services and benefits already present at the association. When he’s not on his phone, at an appointment with clients, or writing endless emails, Clay is happily raising his sweet daughter, Jane, with his lovely (and patient) wife, Jillian. As a family, they are involved in the local running community, Micah Ministries, the Thurman Brisben Center, and are active members at Fredericksburg United Methodist Church.



Pam Black-Lemon
Dockside Realty

Pamela Black-Lemon is an agent with Dockside Realty of Lake Anna. Black-Lemon received her real estate license in 2015 and rapidly earned her GRI, ABR, SRS and E-Pro designations. Black-Lemon has a passion for affordable housing needs which has led her to purchase, renovate, and rent homes while working closely with the local social services to ensure quality affordable homes.

Energetic and motivated to represent all areas, Black-Lemon will work tirelessly to ensure FAAR’s goals for education, advocacy, and membership will remain strong for the future.



Tammy Berfield
Long & Foster Inc.

Tammy was born and raised in Fredericksburg with roots firmly planted in the area for generations. She has watched the area grow and change over the years which was the motivation that led her to become a REALTOR®. Tammy is a cofounding partner of the Heart of Virginia Properties Team at Long & Foster and has been instrumental in mentoring and guiding her teammates to a successful business. With over twenty years of professional experience that involves organizing, nurturing, multitasking and problem solving, it has provided the perfect background for becoming an agent managing multiple real estate transactions, sales and clients. As her children went through school, she held various positions with the PTA, Booster clubs

and school committees. She has also served on HOA boards and active in her local church.

Tammy has enjoyed participating in activities with FAAR since becoming a REALTOR® and feels strongly about the importance of being involved. Being a REALTOR® is exciting and rewarding yet there is a lot to learn, legal implications to ponder, major life choices being decided, as well as the impact of financial decisions. REALTORS® owe it to themselves and their clients to be the best they can be in all areas. She can think of no greater honor than to be apart of the organization that provides educational, growth and networking opportunities that help fellow agents be just that, the best they can be!



Randy Walther
Nest Realty

Randy Walther has lived in Fredericksburg almost 40 years. He has been a REALTOR® for 15 years and has been a small business owner for his entire working career. As a REALTOR®, Randy has learned to appreciate the relationships that he has formed with clients, vendors and other REALTORS® over the years. He currently is a Governor with the REALTORS® Foundation.

He is looking forward to contributing to the growth and stability of housing opportunities in the region and recognizes that FAAR plays an important role in this community. He welcomes the opportunity to be involved as a FAAR Director.

Slate of Candidates | 2020 Directors

Directors—8 candidates for FIVE positions—Select up to FIVE



Kelly Bradshaw Walker
Coldwell Banker Elite,
Stafford

Kelly Walker has been an energetic, positive force in Fredericksburg area real estate since 2004. As the Managing Broker of Coldwell Banker Elite's Stafford office, she's actively involved in coaching, mentoring and training agents to uphold her high standards of excellence, integrity and honesty. Her dedication to her agents' continued success, commitment to comprehensive education and community involvement earned her Coldwell Banker Elite's Manager of the Year Award this year!

By running for the Board, Kelly hopes to support FAAR's mission of agent continuing education, fundraising events for local causes, and advocacy on behalf of REALTORS®. She hopes to partner with FAAR to advocate for higher professional standards and work with local government to improve our industry.



Lynn Lenahan
1st Choice Better Homes
& Land

"When I came into Real Estate in 1999, my Broker (Ann Black) said I should immediately get MORE education and get involved at the Board, and I did just that!" says Lynn. Having earned a BA from Mary Washington College (at the time), she went on to enhance her REALTORS® license and earned her ABR and GRI designations right away and then followed with the At Home with Diversity certification. In 2006 she earned her Broker's License and she continues her affiliation with 1st Choice Better Homes & Land, LC as an Associate Broker.

Lynn is a faithful member of the Awards (former co-chair) and Professional Standards (current chair) Committees. Lynn is also a strong believer in the importance of advocating for our clients and

community and believes in the power of RPAC. She is honored and proud to be a Sterling R contributor to RPAC.

Lynn is an 'extrovert' and loves and serves people and organizations with a very high-energy passion. She is always ready with a smile, a word of encouragement or an engaging question to make people think.

"Our Association has a LOT going on. When I think back to 1999 and that little building at Kenmore Ave., the growth in space, technology, education and member services is mind blowing! I look forward to continuing to serve our Association as a member of the Board of Directors and being an active listener and participant as we prepare wisely and strategically for all that can be and will come."



Sandy Pearce
Pathway Realty

Sandy is a native Virginian and has been a resident of the Fredericksburg area for over 30 years. She previously worked in the public school system as a computer trainee and elementary school teacher. She is a charter member and was 2014 President of the Fredericksburg chapter of the Women's Council of REALTORS®, and she served on the FAAR Board of Directors from 2016 to 2018.

Sandy understands the challenges REALTOR® associations face as our profession evolves and she feels it's important to focus on keeping FAAR relevant and providing meaningful services to all members. She has 3 grown children - twin sons and a daughter, who is also a REALTOR® in the Outer Banks of NC. Her husband, Rick, recently retired from UMW and fully supports the unpredictable hours that come with REALTOR® territory!



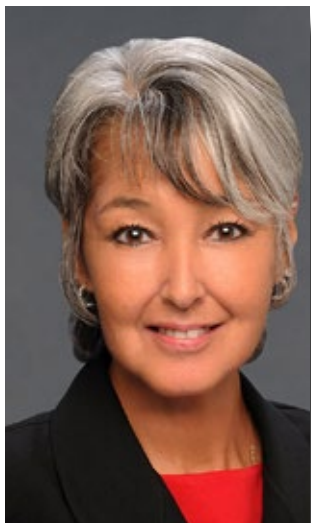
Kardin Wykoff Lillis
Weichert, REALTORS®

Kardin Lillis (Wykoff) is a native of a small town in Western Pennsylvania who came to the DC area to study at George Washington University. Her background includes time working in politics, radio, sports, and wine sales/education. After marrying her husband Mike almost two years ago, she (and her cat Lulu) moved to the Fredericksburg area where she began her career in Real Estate with Weichert, REALTORS®. Kardin is active in her community and enjoys volunteering time to support charities such as The Lupus and Lymphoma Society, Operation Once in a Lifetime, and The Puppy Rescue Mission. She enjoys traveling, cooking, history, spending time with friends and family, and exploring the Fredericksburg area.

In running for the Fredericksburg Area Association of REALTORS® Board of Directors, Kardin will bring a fresh perspective, positive attitude, and a strong desire to help continue to move the board forward while maximizing opportunities for members as change and growth come to Fredericksburg and surrounding communities.

Slate of Candidates | 2020 Directors

Affiliate Position—Two candidates for 1 position—Select 1.



Donna Schmidt
American Home Shield

An 11-year Military veteran and a 15-year American Home Shield (AHS) veteran, Donna Schmidt likes to focus on how she can use her career to help others. “American Home Shield has given me an avenue to ‘pay it forward’ by helping homeowners in need,” she says. Her territory includes Central and Northern Virginia. Donna’s dedication to her customers has led to her positioning in the Top 10 Account Executives in the nation for AHS.

Before joining AHS, Donna was a manager with AmeriSpec Home Inspection Services. She serves as Governor for the Fredericksburg REALTORS® Foundation and is the Co-Chairman of the FAAR Special Events Committee. Donna also teaches continuing education for the ABCs of Home Warranty.

AHS is more than just a job for Donna; she lists travel, family and work as her hobbies. Her family includes four children and three grandchildren. With a penchant for helping people and an approach to work as a hobby, Donna is a natural partner for real estate agents who want the best for their clients and provides that personal touch.



Sherrie Shaw
Universal Title

Sherrie is the Director of Sales, Marketing, Business Development and a Licensed Settlement Officer for the Universal Title servicing the greater Fredericksburg area. She has a passion for creating strong business relationships and connections that stand the test of time. Sherrie strives to create and market new business opportunities throughout the community. She has worked in various aspects of the real estate industry for over 20 years and brings a new and fresh perspective to the real estate settlement industry! She loves to offer her time and talents to friends, family, REALTORS®, associations, and organizations in order to make a difference. She is active not only in the real estate community but also volunteers at Greater Fredericksburg

Habitat for Humanity, Fredericksburg Area Builders Association and within the local community.

Sherrie wants your vote for the Affiliate position on the Board of Directors so she can continue to have a positive influence on the Real Estate Community that she serves. She is excited about assisting, promoting and educating REALTORS® as part of the Board.

#letsherrietakeyouFAAR

Bye Bye Summer Beach Bash!

**Rick's on the River | 6338 Riverview Drive | Fairview Beach
Thursday, September 12 | 5:00pm-8:00pm**

\$30

Join FAAR for a night of corn hole, toes in the sand, and stellar river views!

\$30 fee includes 2 drink tickets and appetizers!

Summer may be almost over, but the party doesn't have to stop! Grab some friends and come hang out by the water for one last hurrah.



**+5PHR
Event**

**Proceeds
benefit
RPAC!**

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.



WELCOME 2019 NEW MEMBERS!

Cindy Allen
Julian Alvarez
Brett Arbogast
Claudia Arreaga
Charo Ascencio
Jarvis Bailey
Jennifer Barner
Donald Baxter
Alice Beachler
Michelle Begin
Alex Bhagat
Brandon Blanco
Michael Brannon
Natalie Breeden
Steven Brewer
Nichole Bristow
Karen Brooks
Candice Brown
Martha Brown
Victoria Burgos
Ryan Burkholder
Morgan Caldwell
Rochele Campbell
Yaneth Cannon

Ann Carvajal
Gregory Chandler
Timothy Chandler
Shenique Charville
Heather Childers
Wanda Cook
Anne Corbin
Shawn Cousins
Stephanie Cox
Tyler Creel
Scott Crosson
Erica Cuskey
Lauren Davis
Brenda Dayfield
Cat Dobson
Dashawn Edwards
Justin Fagala
Terrell Fawley
Tanya Finks
Brianna Franklin
Steve Gaskins III
Jenni Gombo
Cameron Grassi
Candice Green

Marie Griffen
Joseph Guerrero
Sarah Hall
Pamela Harris
Laura Hart
Christina Hartless
Craig Heatwole
Kelli Helbling
Joshua Henson
Thomas Hoioos
Bobbie Holliday-Gordon
Cynthia Houser
Wally Hunt
Kristie Hurst
Lethia Jackson
Maia Jackson
Philip Jenkins
Barbara Jennings
Jesse Jensen
Susan Johnson
Tammy Johnson
Karen Jones
Sean Jones
Maygan Klein



Check out the new members page at faarmembers.com/newmember

Matthew Krawczyk

Christine Lambdin

Debby Lane

Staci Leake

Nicholas Leigh

Kimberly Lilly

Dolores Lindblom

Corrine Macon

Amber Magel

Thomas Marcy

Patricia Martin

Dagmar Maticic

Ryan Matus

Lindsey McClellan

Thomas McGowan

Nathan Miller

Tracee Minor

Julea Morin

Dylan Morris

Jennifer Morse

Tatanisha Mosley

John Moulds

Yusuf Muhammad

John Myers

Elizabeth Nasser

Trent Nickels

Marsha O'Hara

Wesley O'Quinn

Nakisha Overton

Adarsh Parbadia

Taylor Parks

Earl Perry

Myandi Peterson

Megan Porter

Onetia Price-Hall

Andrea Pryor

Marjorie Radle

Tammy Ranberger

Georgia Richardson

Ronald Roberts

Brandon Roche

Jaime Rodriguez

Nathan Rogers

Margaret Roland

Amanda Schnaithmann

Marite Schwalbe

Brittany Shaw

Keyara Shepherd

Valerie Shorts

Kara Sigmon

Ranem Sleem

Jeffrey Small

Jennifer Smith

Kemsherial Smith

Laurie Snellings

Donna Spivey

Rachel Thomas

Constance Tomlinson

Janet Traugh

Yong Turner

Brian Walinski

Susan Walsh

Lindsay Ward

Peter Wattiker

Linda Gayle Williams

Kalyn Wolbert

Carol Wyatt

Lee Wyckoff

WELCOME!



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	Lynn Lenahan
Suzanne Brady	Arlene Mason
Pat Breme	Kevin McGrath
Julie Carriger	Dave Moberly
Linda Fosdick	Matthew Rathbun
Drew Fristoe	Mary Beth Rich
Mark Geslock	Donna Schmidt
Lori Hillard-Wehr	Chip Taylor
Jo Knight	Sha Williams-Hinnant

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

Governor's Club (\$500)

Carrie Danko
Dawn Josemans

Capitol Insider (\$250)

Phillip Blake	Brooke Miller
Dawn Josemans	Anne Overington
Cindy LeBrun	Sally Shea
Kim McClellan	Sarah Stelmok
Amy Taylor	

REALTORS® Political Action Committee



WHAT HAS RPAC DONE FOR YOU LATELY?

RPAC promotes a healthy and thriving real estate industry, which benefits Realtors®, property owners, and affiliated businesses. The power of RPAC is our people: members like you who invest in RPAC to support Realtor®-friendly candidates who understand the integral role real estate plays in our economy.

ELECT QUALITY CANDIDATES

The most important function of RPAC is to **support candidates** who take the time to understand real estate and engage with our industry's important issues.



BUILD RELATIONSHIPS

Meet and regularly **discuss issues of concerns** for the real estate industry such as **affordable housing, transportation, and advertising rules**.



ADVOCATE IN RICHMOND

The Realtors® have a **strong, full-time presence at the General Assembly**, testifying before committees on the impact of real estate-related bills, tracking regulatory action, and working behind-the-scenes to advocate, amend, and oppose bills that impact our industry.



ADDRESS REAL ESTATE ISSUES

Gather issues from our members like **water and sewer liens, property management challenges, proffer restrictions, and infrastructure funding** and promote their inclusion in the statewide legislative agenda assembled by the Virginia Realtors®.



FEDERAL ISSUES ADVOCACY

The National Association of Realtors® (NAR) has a team that works with Members of Congress and regulatory agencies on pending legislation and the implementation of those bills that become law. NAR has worked on **tax reform, flood insurance, and maintaining access to affordable mortgage financing**.



OPPORTUNITIES TO ENGAGE

Through RPAC support, FAAR is able to **host events that provide education** about issues such as transportation, the economy, and the state legislative session. Over the years, we've hosted meetings on **local sign regulations, appraisals, septic systems, and flood insurance**.



The issues that impact your bottom line are the RPAC issues. Those are the issues we advocate for -- to empower your success and protect your opportunities.

FAAR ENDORSES CANDIDATES FOR 2019 LOCAL ELECTIONS



KIM MCLELLAN, RCE
PUBLIC POLICY DIRECTOR

The Fredericksburg Area Association of REALTORS® announces endorsements for local Board of Supervisors and Commonwealth of the Revenue races on the ballot for the November 5th general election. The endorsed candidates represent areas throughout FAAR's service area of the counties of Caroline, Stafford and Spotsylvania.

"As active members of our local communities, REALTORS® have a strong interest in this year's elections. I am pleased with the impressive slate of candidates that FAAR has endorsed this year. These individuals will contribute much to our local communities by promoting economic development and protecting homeowners' rights," stated FAAR's 2019 Public Policy Committee Chair Christine Singhass. "FAAR strongly supports each of the candidates endorsed for public office and looks forward to working with these individuals at the local level. The real estate industry is an integral part of our local economy and it is

vital that REALTORS® help elect candidates who understand those connections and are willing to work with us on issues of importance."

FAAR has endorsed the following candidates:

Caroline County

Mark Bissoon (Commissioner of the Revenue)

Jeff Sili (Caroline County Board of Supervisors, Bowling Green District)

Spotsylvania County

Dr. Raymond A. Bell, Jr. (Spotsylvania County Board of Supervisors, Livingston District)

Stafford County

Scott Mayausky (Commissioner of the Revenue)

FAAR ACADEMY

INSTRUCTORS WANTED

What you gain

- Display your leadership and expertise in real estate
- Diversify your experience
- Pass your knowledge and experience on to others
- Supplement your income
- Free Continuing Education Credits
- Credits for courses you teach, audit, facilitate
 - (minus designation course)
- Free "Train-the-Trainer" opportunities



INTERESTED?

EMAIL BARBARA AT BCASTILLO@FAARMEMBERS.COM

FAAR is an equal opportunity employer. We consider applicants for all positions without regard to race, color, religion, sex, national origin, age, marital or veteran status, disability, or any other legally protected status.

LOCAL SPOTLIGHT:

AN INTERVIEW WITH THE VIRGINIA DEPARTMENT OF TRANSPORTATION

FEATURING KELLY HANNON, COMMUNICATIONS MANAGER



BY KIM MCCLELLAN,
DIRECTOR OF PUBLIC POLICY

What is your role at VDOT?

As communications manager, it is my responsibility to provide the public with information on VDOT projects and services in the Fredericksburg area. Our construction, maintenance and operations teams are planning and delivering the work that keeps people in motion. That includes expanding our highways by building new travel lanes and bridges, installing new signal equipment, and keeping the infrastructure we already have in good condition. But in communications, we focus on how our work will affect travelers, residents and businesses.

What do drivers need to know? Can we make adjustments to our work plan to minimize delays, if possible? Is there a way we can explain what's happening to make it clear, simple, direct? Our philosophy is 'no surprises.' People can adapt to our work if they know about it in advance, and we give them an opportunity to plan around it. We want people to know when and where we're working, and most importantly, how they will benefit from it.

Day-to-day, the communications team may be greeting guests who stop into our district office on Deacon Road in Stafford County, and answering customer emails and phone calls. We visit project sites as often as we can to take photos and stay current on progress. We're writing every day for our website at virginiadot.org and for news releases, and increasingly, for social media and e-newsletters. We also help to organize and host public meetings and events. If we can arrange for a speaker in your neighborhood or civic group, please let us know!

What are some common complaints or issues you hear about all the time?

Looking at the data gathered by our Customer Service Center, our top three work order requests in the Fredericksburg area are generally potholes, drainage concerns and reports of deceased animals. With elevated rainfall levels across Virginia during 2018, we saw a 44% increase in our call volume statewide, and locally, we're still seeing a higher number of calls this year.

During winter months, our calls spike related to snow removal. But traffic engineering questions are not far behind these leaders! Customers may report a traffic signal that is not operating according to its usual pattern, or they would like us to review a location for a speed limit change or a safety enhancement.

Please do not suffer in silence! If you have a question about something you encounter on the road, another 10 people living in your neighborhood may be thinking the same thing. Please let us know so we can schedule a site visit to review it and address it as needed. Travelers are among our best highway inspectors.

In the last five years, how much transportation funding has been secured for the Fredericksburg region?

We budget for transportation on a six-year cycle in Virginia, using a budget called the Six-Year Improvement

V D O T

HIGHLIGHTS

FROM AN INTERVIEW WITH
KELLY HANNON

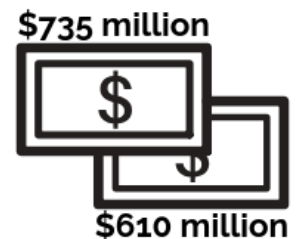


1.) TOP ISSUES REPORTED TO VDOT

- Potholes
- Drainage concerns
- Deceased animals

2.) INVESTMENT IN FREDERICKSBURG

- \$735 million in the past 5 years throughout the 14-county Fredericksburg District
- Plus another \$610 million from TransUrban for partner projects in I-95



3.) RAPPAHANNOCK RIVER CROSSING PROJECTS

These projects will add lanes to both the northbound and southbound side of the bridge. The spans will have a set of local lanes and a set of express lanes which will not be tolled. The southbound crossing is scheduled for opening in May 2022 and the northbound crossing in 2024.

4.) I-95 EXPRESS LANES

Express lanes will be expanded 10 miles down from Garrisonville to the Rt. 17 interchange area. These lanes will feed into the Rappahannock River Crossing projects. The extension will open in the fall 2022.

FREDEX
10
MILE
EXTENSION

SUMMER 2020



5.) EXIT 140 INTERCHANGE

The Courthouse Road exit in Stafford is in its final year of construction. This new divergent diamond design will open in the summer of 2020. Courthouse Road will be expanded along with additional parking spaces available at the commuter lot.

STAY IN TOUCH WITH VDOT

1-800-FOR-ROAD
my.vdot.virginia.gov | 511virginia.org
Kelly.Hannon@VDOT.virginia.gov



Program that is voted on annually by the Commonwealth Transportation Board. Looking at the past 5 years, from fiscal years 2016 through 2020, the 14-county Fredericksburg District (which includes the Fredericksburg area) received \$735 million. But private investment from Transurban is also funding the \$565 million extension of 95 Express Lanes another 10 miles south to the Route 17 exit in Stafford County, and they are contributing \$45 million toward the construction of the I-95 Northbound Rappahannock River Crossing.

What is the status of the top projects happening along the I-95 corridor?

It is truly a remarkable time for transportation in Fredericksburg. By 2024, drivers will see the results from a combined \$1 billion in highway investment in the Fredericksburg area, and will have a noticeably improved ride on I-95 in our region.

Several I-95 projects recently wrapped up and several more are underway. In the past year, at Exit 118 in Thornburg in Spotsylvania County, an interchange redesign and bridge replacement were completed. At Route 3 in Fredericksburg, a \$21 million safety project changed the ramp traffic patterns at I-95 to reduce merging and weaving. Both of these projects finished ahead of schedule.

Right now, we have a \$132 million I-95 Southbound Rappahannock River Crossing project under construction. Drivers may have noticed cranes near the Rappahannock River and Route 17 in Stafford County for this project. We are doubling the number of I-95 southbound lanes available from north of Route 17 to south of Route 3. The lanes will be divided into general purpose lanes in the median for through traffic, and lanes carrying local traffic to the Route 17 and Route 3 interchanges. These lanes will be untolled. They open to traffic in May 2022.

Construction activities are also beginning for the 10-mile extension of the Express Lanes, which will bring the lanes from the Exit 143 area at Garrisonville south to the Route 17 interchange area. These will be reversible tolled lanes, and they will connect with the I-95 Rappahannock River Crossing projects. This extension will open to traffic in fall 2022.

Next, we are preparing for the I-95 Northbound Rappahannock River Crossing project. Similar to the I-95 Southbound Rappahannock River Crossing, this project will build additional I-95 northbound lanes between Route 3 and Route 17, and will divide through traffic and local traffic into separate lanes. We anticipate construction

will start by early 2021, and the new northbound lanes will open to traffic in 2024.

At Exit 140 in Stafford, we are in the final year of construction on the \$195 million interchange redesign and road widening effort. All work will be finished by July 31, 2020. Traffic will use a new diverging diamond interchange design at I-95, and Courthouse Road is being widened to four lanes from Route 1 to Ramoth Church Road. Commuter parking is being expanded to 1,100 parking spaces with a HOV carpooling pickup and drop-off area.

Where should agents direct their clients who have questions or issues related to transportation?

My desk phone and cell phone numbers are posted online, and everyone is welcome to call or stop in. I've left copies of my business cards with FAAR's main office for your members to distribute! Buying property is a monumental decision, and we want your clients to have timely answers about projects under construction in the area, or that are planned to be built in the near future.

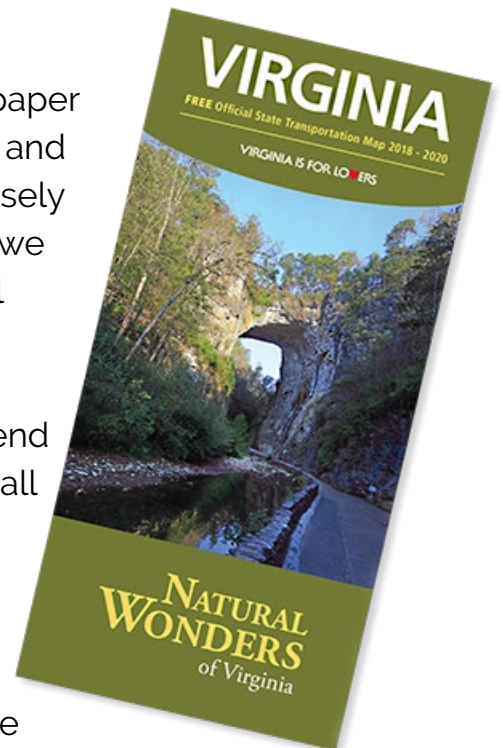
But for work order requests, whether it is filling a pothole or noticing a knocked-over sign, I do encourage everyone to start with VDOT's Customer Service

Center at **1-800-FOR-ROAD** or **my.vdot.virginia.gov**. They are open 24 hours a day, 7 days a week, and they are based in Virginia. You'll get a tracking number that lets you check the status of your request. Calling or writing the Customer Service Center also documents the time and date you called, and sends your request directly to the appropriate VDOT office that will perform the work. If your report is an imminent safety hazard, like a missing stop sign or a downed tree across the road, our Traffic Operations Centers will be alerted to summon law enforcement and our Area Headquarters staff as needed.

OTHER ITEMS

We still print a paper map of Virginia, and they are immensely popular! When we bring the official state maps to meetings, we almost always end up giving them all away. As much as technology has evolved, people still like to unfold the

accordion-style map and plan their journey. We bring copies to all of our public meetings, but you can stop by our office at 87 Deacon Road in Stafford



County to pick up copies, and they are available at the Safety Rest Area and Welcome Center.

Anyone can receive VDOT news releases in their email inbox. We have many media outlets and elected officials on our list, but many people are area residents, just like you! It is open to the public. Send me an email at Kelly.Hannon@VDOT.Virginia.gov and we'll add you to the list. You can also see everything we send on VDOT's website at virginiadot.org, under the newsroom for Fredericksburg District.

We know you love Waze, and VDOT has

an information sharing partnership with this crowd-sourced travel app. If I could suggest one more app for your mobile device, check out VDOT's free mobile 511Virginia app. This is our real-time, verified traffic information site that is linked with our Traffic Operations Centers. You can see where we have work zones and lane closures, incidents such as crashes, and watch traffic cameras around Virginia, including on I-95. During severe weather, you can see road impacts such as roads closed for flooding, and the severity of ice and snow coverage. 511 information is also available at 511virginia.org, or by calling 511 from any phone in Virginia.

How was your Q2??



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

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

www.faarmembers.com/market



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with the REALTOR®

Success Series



*If you register for the 6-class Success Series (already a great deal for only \$60!) you can apply the \$60 toward your 30-hour PL program.**

It's like getting the entire Success Series FREE!

While Success Series teaches many hands-on real-world skills that are incredibly beneficial to new agents, your 30 hours of PL is mandatory! Bundle them both at a savings to be both educated and compliant!

*Must use credit in 2019 calendar year...



COMMERCIAL
Real Estate



@COMMSOURCE



NAR COMMERCIAL
GROUP ON LINKEDIN



COMMERCIAL RESOURCES

Did you know there's a full page on faarmembers.com dedicated to commercial agents? Head to faarmembers.com/commercial. Got ideas for content? Contact lzuza@faarmembers.com.

Check out these other commercial news sites from around the web!

RPR Commercial
blog.narrpr.com/commercial

Site Selection Magazine
www.siteselection.com

CRE Tech
www.cretech.com

CRE Outsider
www.creoutsider.com

NAR PARTNERS WITH LEADING COMMERCIAL LISTING PLATFORMS

Looking for affordable and feature-rich platforms to market your commercial listings? ***The National Association of REALTORS®' new commercial property listing technology partners Brevitas and CREXi now offer all NAR members discounted rates on their services and subscriptions.***

Brevitas not only offers a marketplace for private, open, and off-market commercial property listings but also provides real estate collaboration and workflow tools. REALTORS® receive a 33% discount on all Brevitas plans.

CREXi, one of the commercial real estate industry's fastest growing marketplaces and technology platforms, also offers a suite of online tools to simplify and manage transactions from listing to closing. CREXi

offers REALTORS® a 35% discount off its PRO offering.

When you subscribe to either of these partners, your listings will appear on NAR's REALTORS® Property Resource® and the partner platforms with enhanced RPR® data including demographic information, over- and underrepresented business types in a specific geography, and area consumer spending data.

For more information on how to subscribe, visit nar.realtor/commercialtools.

Visit nar.realtor/thats-who-we-r for campaign materials you can utilize!

**DELI? PUB? OFFICE?
OUR EXPERTS FIND A HOME
FOR YOUR BUSINESS.**

REALTORS® are members of the National Association of REALTORS®

FIND A REALTOR®



ZIPLOGIX MEMBER BENEFITS

Did you know you have access to industry-leading tools and features to streamline your workday from listing to closing? Remember that the National Association of REALTORS® through zipLogix™ has provided you with the zipForm® Plus forms engine, zipTMS® transaction management, zipVault® document storage and the NAR library of REALTOR® Forms & Templates as a benefit available to approximately 1.2 million NAR members. Join the more than 700,000 real estate professionals nationwide who use this essential transaction management software to maximize efficiency, streamline workflows and reduce risk.

All you need is your NRDS number to sign up and take advantage of this intuitive and easy-to-use platform that can serve as the home base for all of your transactions. Not only do you have access to the most powerful transaction management tools, you

also have a host of other innovative software features, including enhanced safety and security solutions. If you need an introduction to the software, go to ziplogix.com and click on zipLogix Academy™ to register for any of the FREE live online training webinars. Start a guided training path or select individual courses from a calendar of live webinars.

If you just need a refresher on zipForm® Plus, zipTMS® or zipVault®, view the zipForm® Plus Quick Tips Guide to review how to create transactions, share documents securely and use features such as the agent dashboard and transaction summary screen.

Please feel free to reach out to zipLogix™ at 866-693-6767 if you have any questions or comments about zipForm® Plus.



The Parade of Homes is back!

Save the Date for Realtor VIP Preview Day!

Thursday, September 26
10:00am-2:00pm

Homes on the Parade will be open to all Realtors and staffed with sales reps. Have buyers who can't find what they're looking for? Building new could be the perfect solution!

www.faarmembers.com/POH



2019 Continuing Education

16-HOUR CE SEMINARS
October 8 & 10
December 10 & 12

30-HOUR POST LICENSING
SEMINARS
October 8, 10, 15, 17
December 10, 12, 16, 17

faarmembers.com/awards

It's Awards Season—
Don't forget the
DEADline



Applications Due
October 31

HOW TO USE SENTRISMART® TO GRANT SENTRICONNECT® ACCESS FOR REALTORS®

How to Use SentiSmart® to Grant SentiConnect® Access

- 1) Launch SentiSmart®
- 2) Select the "Lockbox Tools" tab, then choose the lockbox you'd like to access.
- 3) Select "Grant SentiConnect"
- 4) Enter SentiConnect® User's email address and identify the Start and End time.
- 5) After the information is entered, Select "Grant Access" and enter your PIN
- 6) You will receive a success message confirming that access was granted.
- 7) You may go to the "message" tab to review or revoke lockbox accesses

HOW TO USE SENTRICONNECT® FOR AFFILIATES

How-To Use SentiConnect®

- 1) Launch the App Store
- 2) Search for SentiConnect®
- 3) Install the App
- 4) Launch the SentiConnect® App
- 5) Tap the "Create Account" Icon
- 6) Enter the required information and tap "Send Activation" button
- 7) Make sure to provide your Email & Phone Number to the listing agent so that they may grant you access.
- 8) After creating an account with the SentiConnect® application, open the Registration link sent to in your inbox.
- 9) Please check your SMS messages for an activation link to complete your registration and setup.
- 10) Open and log into the SentiConnect® application
- 11) Press the ENT button on the lockbox keypad that you want to open.
- 12) Enter your PIN into the application and tap the Open Lockbox button.
- 13) The lockbox will open and you will receive a message confirming your access.



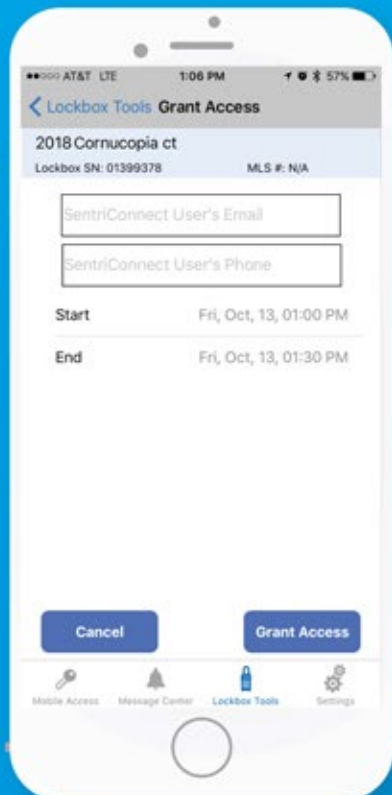
PROVIDE SECURE, TIME LIMITED AND TRACKABLE TEMPORARY ACCESS

The SentriConnect™ Mobile App allows the listing agent to grant temporary access to their lockboxes for those who don't already have access like contractors, appraisers, out of area agents or locked out home owners. SentriConnect™ allows the listing agent to grant access to a specific lockbox for a specific duration of time and receive instant notifications of when the SentriConnect™ user accesses their lockbox.

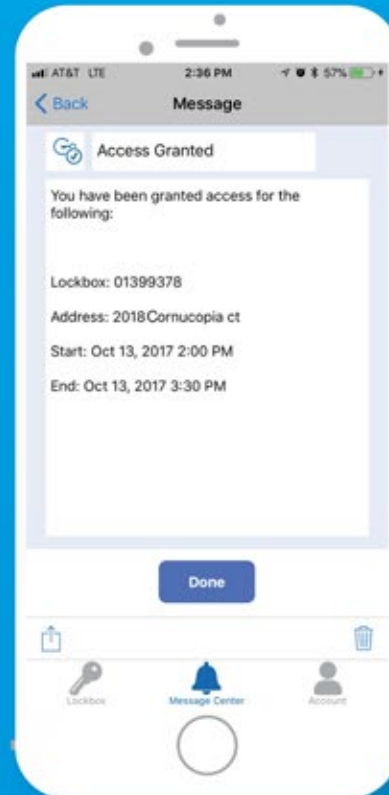
Using the SentriSmart™ Mobile App, the listing agent will simply select the lockbox and enter the day and times they are allowing access along with an email address and phone number for the SentriConnect™ user. Quick, Easy and Secure!!



Listing Agents will use SentriSmart™ to grant temporary lockbox access to a SentriConnect™ user.



SentriConnect™ users will receive a message to let them know a Listing Agent has granted them access to a lockbox.



For additional information on SentriConnect, visit our help pages at www.sentrilock.com/help





Calendar of Events and Classes

September

- 10 - Tech Time Workshop (first 30 minutes on "Website Help")
- 12 - Property Management Q&A with Virginia REALTORS®
- 12 - Bye Bye Summer Beach Bash at Rick's on the River
- 17 - Board of Directors Meeting
- 16 - Success Series starts
- 17 - Momentum: 2019 Virginia REALTORS® Convention in Williamsburg
- 20- Basic Financing, Grants, and DSELPs
- 23 - Managing Brokers Network
- 24 - Broker Management Seminar
- 25 - FAAR Expo at the Expo Center
- 26 - Real Estate Investing Class
- 26 - Parade of Homes

October

- 1 - Military Relocation Professional Certification Class
- 4 - New Member Orientation and YPN Post-Orientation Networking at BJs
- 8, 10, 15, 17 - CE, PL, and Ethics
- 8 - Tech Time Workshop (first 30 minutes on "Password Keepers")
- 11 - Foundation Golf Tournament
- 16 - Board of Directors Meeting
- 16 - CMAs vs Appraisals
- 19 - YPN Pub Crawl 2pm
- 22 - The Next Move: Corporate Relocation Certification Class
- 23 - Bright MLS Class: Working with Buyers and Sellers
- 24 - Halloween Mixer at Wilderness Run

November

- 8 - 11- NAR Annual Conference in San Francisco
- 12 - Tech Time Workshop (first 30 minutes on "Instagram")
- 12 - Understanding and Leveraging Teams with Matthew Rathbun
- 15 - Short Sales Latte & Learn
- 19- Board of Directors Meeting
- 20 - Property Management Network
- 21 - Bright MLS Class: Managing Listings and Sellers
- 25 - Managing Brokers Network

December

- 10, 12, 16, 17 - CE, PL, and Ethics
- 10 - Tech Time Workshop (first 30 minutes on "Twitter")
- 12 - Installation of 2020 President and Board at UMW's University Center
- 17 - BOD Meeting
- 18 - Bright MLS Class: Intro to Bright

SAVE THE DATES

SAFAARI
EXPO
9.25.19

YPN
PUB CRAWL
10.19.19

HALLOWEEN
MIXER
10.24.19

INSTALLATION OF 2020
FAAR LEADERSHIP
12.12.19

Property Management Legal Hotline Q&A



Property Management Legal Hotline Q&A

Get the skinny on all of the best questions that have come across the Virginia Realtors Legal Hotline. VR staff attorneys will run through scenarios, how to handle them, and give you real world examples that you can turn into best practices for your business.

Instructors: Jon Haley and Jessica Toone
Virginia Realtors® Staff Attorneys

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

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



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

Registration is required. Class Fee ☐ \$15

+5PHR
Education

REGISTER ONLINE — faarmembers.com/calendar

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

Name _____ Company _____

Phone _____ Email _____

Credit Card _____ Zip _____ CVC _____

Address _____

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.



Broker Management Seminar

September 24, 2019 | 9 AM - 5 PM

In addition to the required 16 hours of continuing education courses Brokers must complete 6 hours of broker management courses and 2 hours of broker management supervision. The Broker Seminar focuses on real estate management and safe company policies and procedure, while meeting the course requirements for license renewal in just 1 day!

☐ 9-11 AM **Broker Management Basics**

Instructor: Deb Ellis | Credits: 2 hours Broker Management

An overview of roles and responsibilities of broker management with an emphasis on risk management issues

☐ 11 AM-1 PM **Broker Case Studies**

Instructor: Deb Ellis | Credits: 2 hours Broker Management

Enjoy several interactive case studies of sticky scenarios to navigate successfully

☐ 1 - 3 PM **Broker Advertising Regulations**

Instructor: Andrea Maitland | Credits: 2 hours Broker Management

Take an in depth look at advertising regulations that affect print, digital, email and texting communications.

☐ 3 - 5 PM **Broker Management Supervision**

Instructor: Andrea Maitland | Credits: 2 hours Broker Management Supervision

cover an overview of the broker supervision requirements under the Code of Virginia and the Real Estate Board Regulations. This course satisfies the new 2019 regulation for 2 hours Broker Supervision credits.

Registration required—Check one or more classes above.

Class Fee**	Entire Seminar	Single Class
Members	\$99	\$25
Non-Members	\$120	\$35

***New for 2019 all same day registrations will be assessed a \$5 walk-in fee**

REGISTER ONLINE at faarmembers.com/calendar

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

Name _____ Company _____

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**BRAND NEW
EXCITING
RELEVANT
CLASSES!**

**Lunch
included!**



NON-BROKERS

**Receive 8 hours of
Real Estate
Related CE for
these classes!**

*Students missing more than 10 minutes of class, cannot be given credit.

Where:
FAAR Classroom
2050 Gordon W. Shelton Blvd.
F'burg, VA 22401

+5PHR
Education



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 27, 2018
9:00 AM-4:00 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**

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.

PHR
Professional Home Rule
+5 Education

Name _____ Company _____
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Billing Address _____ Zip _____
Total _____ Exp. Date _____ Signature _____

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



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



Name _____ Company _____

Phone _____ Email _____

Credit Card _____ CVC _____

Total _____ Zip _____ 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





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

Name _____ Company _____
Phone _____ Email _____
Credit Card _____ CVC _____
Total _____ Zip _____ 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



NEW NAR
CERTIFICATION!

INCLUDES
LUNCH!

CORPORATE RELOCATION THE NEXT MOVE

October 22, 2019 | 9 AM - 5 PM



KEVIN
MCGRATH
INSTRUCTS

Corporation Relocation: The Next Move provides you with knowledge of the corporate relocation landscape that can be applied to help you recognize and take advantage of business opportunities, as well as: create methods for developing a relocation real estate niche, deliver positive results for all transaction stakeholders, and gain valuable referrals.

6 hours CE- RE Related

2 hours PL- Current Industry Issues and Trends

**IT'S HERE! HARNESS VALUABLE TIPS ON PERFORMING
SUPERIOR RELOCATION TRANSACTIONS!**

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

Registration required.*

Class Fee—Check One

Early bird till 9/30

On and after 10/1

☐

\$99 Members

☐

\$119 Non-members

☐

\$119 Members

☐

\$139 Non-members

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

+5PHR
Education

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.

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



**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!

Sponsored by



Perfect for agents thinking of joining a team!

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.



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



NEW THIS FALL:
REGISTER FOR ALL 6
AND GET \$60 OFF
FAAR'S PL OR CE
BUNDLE!

GIVE YOUR CAREER A BOOST with the REALTOR® SUCCESS SERIES

NEW or EXPERIENCED
GET THE STREET SMARTS TO BUILD YOUR BUSINESS!

An amazing member value!

*22 hours of education &
practical advice for only \$60!*

Designed to teach agents beyond
the pre-licensing manual, this
series is a guide to getting street
smart.

Aimed primarily for newer
agents, it also reinforces the
basics for seasoned agents to
increase productivity.

The instructors are respected
FAAR members who are eager to
share their knowledge and
experiences.

starts September 16

Monday, September 16, 9am-12pm

Welcome from Chip Taylor "Business Blueprint,
Database Management, Time Management"
Market Statistics, Safety, MLS basics with Kevin McGrath

Monday, September 23, 9am-1pm

How to prepare for a listing appointment and prepare a
CMA with Sarah Stelmok. Dawn Josemans covers the
details and liabilities involved in rental transactions

Monday, September 30, 9am-1pm

Scott Hine covers "Financing Basics Every New
Agent Should Know" & get ready to experience a
mock settlement with Sherrie Shaw and Pam Godfrey

Monday, October 7, 9am-1pm

Deb Ellis presents prospecting A to Z and Matthew
Rathbun shares marketing tips for a shoestring budget

Monday, October 21, 9am-12pm

Phillip Blake covers each page of the Residential Sales
Contract in detail

Monday, October 28, 9am-12pm

Michele Freemyers addresses the various addenda and
contingency forms that are included commonly with the
residential sales contract

Advance registration required. Check desired classes above.**

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

Class Fee: Members ___\$10/session Non-members ___\$25/session

sponsored by



+5PHR
Education

REGISTER ONLINE — faarmembers.com/calendar and login to our registration system.

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

Name _____ Company _____

Phone _____ Email _____ Total (\$) _____

Credit Card # _____ CVC _____ EXP. Date _____

Billing Zip _____ Authorized 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.

2ND FLOOR CLASSROOM, 2050 GORDON W. SHELTON BLVD., FREDERICKSBURG, VA 22401



Basic Financing, Grants, & Down Payment & Settlement Expense Loan Programs (DSELPs)

Latte and Learn

with instructor Tim Murphy

FINANCING IS THE KEY TO GETTING YOUR CLIENT TO THE TABLE!

Includes 3 hours of CE RE Related or 2 hours PL Finance

Don't let your lack of financing knowledge hold you back!
This class is designed to give you a thorough understanding of financing options including how to: source grants & down payment assistance, maximize buying power, work with credit challenges and establish income stability.

September 20, 2019

9 AM - 12 PM at FAAR

SPONSORED BY



CUTCO
CLOSING GIFTS

Russell Wimbrough
757-714-7207
www.aforevergift.com

Find the right program for your client!

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.



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ADVENTURE AWAITS AT 2019 FAAR EXPO

Wake up your sleeping lion by meeting with vendors or taking a new class! It's just a whim away... a whim away... a whim away...

The FAAR Special Events Committee has been busy planning the 2019 FAAR Expo. The FAAR Expo theme this fall will be SaFAARi, Adventure Together. To go along with the theme there will be a SaFAARi on the trade show floor. REALTORS® will be hunting for which vendor booths have the animal that is in the registration bag, once you find the seven vendors and get their signatures on the SaFAARi card, you will enter your SaFAARi Card in the drum on the stage of the tradeshow floor. There will be a winner picked every hour starting at 11am, with the grand prize winner being chosen at 4pm. Stay for the whole day, as you do need to be present to win the prize.

Tiffany Baird will be at the Expo doing headshots once again this year. The cost is \$60 for one digitally retouched shot and services of a makeup artist. The \$60 is considered an RPAC Contribution.

Make sure and look in your program or at the booth layout posters on easels at each entrance of the expo to find out which vendors will be giving away a prize that day. Vendors will draw their prize at 3:15 and let a FAAR Representative know the winner of the prize and a listing will be put out on an easel next to the booth layout. The League of Women Voters will be at the expo, so if you haven't registered to vote, this is your chance.

The FAAR Education Committee has also been busy planning a day full of stellar education. You won't want to miss Pete Kopf, 2020 REALTOR® Party Director, keynote speech at 9am that morning.

Keep a look out as more information will be coming out over the next few weeks. Make sure to mark September 25th on your calendar!

September 25, 2019
8:30 AM - 4 PM



@Fredericksburg
Expo Center

2371 Carl D. Silver Parkway,
 F'burg 22401

HUNT

for businesses to help you
 and your clients!

WIN

Find 7 vendors with your
 matching animal to **win prizes**
every hour throughout the
 day or participate in the
 Foundation raffle and you
 could win 2020 dues!

FEED

your brain with 4 classes and
 the Fred Ex project overview
 from VDOT!

ROAR

Let everyone know you're here!
 Tag your expo photos with
#safari and you can win!

AND MORE!
 Prowl over 80+ booths

Register to vote with the
 League of Women Voters

\$60 Headshots: Email
 kmcclellan@faarmembers.com
 for appointment—includes
 session, makeup artist, &
 digitally retouched photo!

HARNESS THE POWER OF THE R® 9-10 AM | Classroom 1
 Pete Kopf brings decades of real estate experience with him from his
 home state of Ohio & 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! *sponsored by Assurance Financial*

THE AGE OF AGGREGATORS 10:30-11:30 AM | Classroom 2
 Matthew Rathbun helps you re-establish your value proposition with
 your clients utilizing the tools and free resources offered by data
 aggregators to help with personal branding, marketing your client's
 listings & 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 11AM-12PM | 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, **Dr. Lisa Sturtevant**, 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.

HOAs FROM A TO Z 12:30-1:30 PM | 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
 Freemyers! *Includes CE 1 hr Real Estate Related*

FREDEX PRESENTATION 1:30-2:00 PM | Classroom 2
 Learn about impacts the Fred Ex project will have on travel
 times and usual routes, including the temporary closure &
 detour plan for the Truslow Road Bridge, starting in late 2019

3:00 PM SIP & SAFARI Happy Hour at the stage
3:15 PM LEADERSHIP ELECTION RESULTS & Membership Meeting
3:45 PM GRAND PRIZE & FOUNDATION DUES RAFFLE
4:00 PM YEN PARTY ANIMALS After Party at BJ's Restaurant

+5PHR
 Event

PLEASE CHECK THE CLASSES ABOVE YOU WOULD LIKE TO ATTEND—
 REGISTER AT FAARMEMBERS.COM OR FAX FLYER TO 540-736-0301

Name _____
 Company _____
 Phone _____
 Email _____
 Total _____ Zip _____
 CC# _____
 CVC _____ Signature _____

Assurance
 FINANCIAL

SPONSORED BY

MBH
 Settlement Group, L.C.

PRICING	EXPO FLOOR, CLASSES, & LUNCH	EXPO FLOOR & CLASSES	EXPO FLOOR ONLY
FAAR MEMBERS	\$35	\$20	FREE
NON MEMBERS	\$50	\$35	\$15

*cancellations must be made 1 business day in advance. By attending, you authorize FAAR to use any photos or videos taken during the event in future media promotions

EXPO DEALS



15%

off all FAAR Store items
at the FAAR Expo
on September 25

*excluding lockboxes

**BUY ONE
LOCKBOX
GET ONE
FREE**

*must purchase at expo and pick
up at FAAR at later date



AND ALSO AT THE EXPO...



RAFFLE

YOU COULD WIN

2020 NAR, VR, & FAAR DUES IN FULL

\$670 Value

See a Foundation Governor for Tickets!

got dues?

- 1 TICKET = \$5
- 3 TICKETS = \$10
- 8 TICKETS = \$20

Learn more about the Foundation's
PAR for FAAR Golf Tournament at
www.faarmembers.com/parforfaar

FALL AWARDS SEASON SHOW SOME LOVE

STEP UP AND NOMINATE A STELLAR MEMBER



BY PAT BREME, RCE, CIPS
CEO

Very often we are impressed by a member who is strikingly professional, who is well-respected in the business arena, and always gives back to their community or FAAR. ***Now is the time to nominate that person who deserves the accolades from the membership.*** Please take the time to fill out an application. Nominate your favorite member.

The fall awards are:

ICON AWARD

AFFILIATE OF THE YEAR

SPIRIT AWARD

RAISING THE BAR

GOOD NEIGHBOR AWARD

Application deadline is Oct. 31, 2019.

Beginning with fall awards season, ALL applications must be submitted online.

Please do not email the staff or drop off an application. Online filing generates a report verifying that an application was submitted and when.

Nominate or apply for these awards by October 31, 2019 at faarmembers.com/awards

2018 FAAR AWARDS



ICON AWARD



Frances Brintley
Retired
Fredericksburg Realty



Bev Mabbitt
Retired
Century 21 Redwood



Betty Jasmund
Retired
Coldwell Banker Elite



Priscilla Sheeley
Retired
Long & Foster, Inc.



Dottie McGinnis
Retired
Long & Foster, Inc.



Jo Knight
Aqua Realty



Melanie Thompson
Century 21 Redwood



Ann Black
1st Choice
Better Homes & Land



Gail Penman
Retired
Century 21 Team



Kevin Breen
Coldwell Banker Elite

RAISING OF THE BAR



Alicia Angstadt
Angstadt Real Estate Group

GOOD NEIGHBOR AWARD



Ann Black
1st Choice
Better Homes & Land



Sarah Hurst
Coldwell Banker Elite



Ginger Walker
Coldwell Banker Elite



Tiffany Prine
Century 21 Redwood

THE SPIRIT AWARD



Judith Laxague
Exit Realty
Expertise in King George

2018 AFFILIATE OF THE YEAR



John & Tammy Reid
Embrace Home Loans



SILVER CIRCLE AWARDS

25 years of continuous FAAR membership



Tricia Barnes
1st Choice Better Homes & Land



Gary Butler
Exit Realty
Expertise



John Lafley
Green Tree Realty



Sherwood Moore
Exit
Mid-Rivers



Shawn Palivoda
Century 21 Battlefield



Carl Wiberg
Coldwell Banker Elite

REALTOR® EMERITUS DESIGNEES

40 years of continuous membership in the National Association of REALTORS®



Alex Long
Weichert REALTORS®



Kevin Breen
Coldwell Banker Elite



Phyllis Clark
Century 21 Redwood



Harrison Simpson
 Berkshire Hathaway HomeServices-Simpson & Associates

PRESIDENT



Drew Fristoe
Coldwell Banker Elite, Massaponox

PRESIDENT-ELECT



Arlene Mason
Coldwell Banker Elite, Fredericksburg

VICE PRESIDENT



Mark Geslock
Century 21 Redwood

BOARD OF DIRECTORS

SECRETARY



Pam Kuper
Century 21 New Millennium

TREASURER



Carrie Danko
1st Choice Better Homes & Land

IMMEDIATE PAST PRESIDENT



Kevin McGrath
Long & Foster, Inc.

AFFILIATE



Cindy LeBrun
Exit Realty Group



Carol Sondrini
Coldwell Banker Elite, Massaponox



Deb Ellis
Coldwell Banker Elite



Chip Taylor
Long & Foster Inc.



Ben Keddle
Coldwell Banker Elite Commercial



Clay Murray
Coldwell Banker Elite Spotsylvania



Phillip Blake
MBH Settlement Group



Bringing a *fresh*
perspective to FAAR

Kardin Lillis

Pamela Black-Lemon
for

2020 FAAR

Board of Directors

Online
Voting
Opens
September
3rd!

A Voice For All Agents

Energetic and motivated to represent all areas and all of FAAR's members, Black-Lemon (ABR, E-Pro, GRI, SRS) will work tirelessly to ensure FAAR's goals for Education, Advocacy, and Membership will remain strong for the future!



VOTE FOR RANDY WALTHER FROM NEST REALTY AS ONE OF YOUR NEW FAAR DIRECTORS!

ELECTION DAY SEPTEMBER 25, 2019



Randy Walther has lived in Fredericksburg almost 40 years. He has been a Realtor for 15 years and has been a small business owner for his entire working career. As a Realtor, Randy has learned to appreciate the relationships that he has formed with clients, vendors and other Realtors over the years. He currently is a governor with the Realtors Foundation.

He is looking forward to contributing to the growth and stability of housing opportunities in the region and recognizes that FAAR plays an important role in this community. He welcomes the opportunity to be involved as a FAAR Director.



Vote for Tammy Berfield FAAR Board of Directors

Let me be your
voice
**TOGETHER WE
CAN GO FAAR**



HEART OF VIRGINIA
PROPERTIES TEAM

LONG & FOSTER
REAL ESTATE

CHRISTIE'S
INTERNATIONAL REAL ESTATE

Voting starts September 3rd

October 24th
5-8 P.M.
@Wilderness
Run Vineyards

CREEPIN' IT REAL Halloween Mixer & Costume Party

TREAT
YOURSELF!



SPONSORED BY

lg
LOCUST GROVE
TITLE & SETTLEMENTS

KV
KENSINGTON VANGUARD
NATIONAL LAND SOCIETY

UT UNIVERSAL
TITLE

The FAAR Annual Halloween Mixer is back for more tricks and treats! Come enjoy devilish drinks, scarily good foods, cash bar, and live band, Desert Wind!

Costumes optional, but there are prizes for best group and individual costumes! GOT CEREAL? Drop off your cereal drive haul here for the Fredericksburg Food Bank!



NATIONAL
ASSOCIATION *of*
REALTORS®

STAY SAFE ON THE JOB YEAR-ROUND

WITH TIPS AND TOOLS
FROM NAR AT
www.NAR.realtor/Safety



REALTOR®
SAFETY
PROGRAM



DO YOU HAVE SAFETY PROTOCOLS IN PLACE?

HERE ARE SOME SUGGESTIONS TO INCLUDE:

- ☐ Meet new clients for the first time in your office and not at a property
- ☐ Make copies of clients' IDs so there's a record of who you are working with
- ☐ Host open houses with a fellow agent, instead of alone
- ☐ Show new clients NAR's award-winning video "*Real Estate, Safety & You*" to better educate them about the importance of REALTOR® safety

For questions about
NAR'S REALTOR® SAFETY PROGRAM,
contact safety@realtors.org



JOE ROBINSON

Hometown
Manassas VA

Title
REALTOR®

Number of Years in the Industry
2 1/2

Why do you love working in real estate?
I love the ability to helping families find their dream home. I love bring joy to their faces when I find the perfect place.

What are you most proud of in your career?
How much I have grown and respect the industry.

Do you have a special cause or volunteer your time?
I am the leader of the Orange County 4H Goat and Sheep Club. I have been part of this organization from the age of nine. I love watching how 4H is changing the kids lives and watching them grow up into fine adults.

Fun Fact
I live on a goat farm in Orange County



JANICE PEARSON

Hometown
Fredericksburg, Virginia

Title
Real Estate Consultant

Number of Years in the Industry
13

Why do you love working in real estate?
I love getting out there and meeting people, first of all, and being able to serve them with a smile and a professional and trustworthy service that goes to the 100% level in real estate! I work commercial and luxury home sales to homes for Seniors or First Time Home Buyers! No service is too big or too small. I love working fundraisers and cereal drives. Meeting the public and helping out the community is what it's all about! Can't beat the freedom with schedules and meeting people to fill their requests to meet their needs and dreams of finding the home of their dreams. I love going to real estate classes and meeting my real estate family and working together to bringing our clients to one unity. It's sorta of like a Real Estate Marriage—everyone reaching towards one goal, the closing of their home and everyone all working to save my client's hard-earned money! Each day is never the same in my field—I like the non-routine, viewing homes, finding the perfect location and fit for my clients and their families. In closing...I just love Real Estate!!

What are you most proud of in your career?
My licenses! Working task strategies and working with lenders to serve them better. Staging homes, open houses, networking, serving my community, and helping the general public!

Do you have a special cause or volunteer your time?
October 2017—I was collecting cereal, my team fell out, and I was determined to put food on the table for the less fortunate! I collected \$3,000 throughout the surrounding area for the 2017 FAAR Cereal Drive. We won Most improved Brokerage!



JOAN DIAZ-MENDEZ

Hometown
New York City

Title
REALTOR®

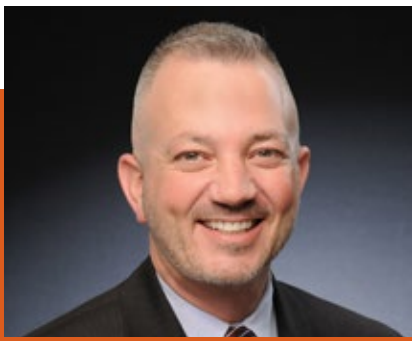
Number of Years in the Industry
3

Why do you love working in real estate?
I absolutely love working with clients to help them reach their goals! I feel the experience is super satisfying and that moment of giving the high five, "Yes, we did it!" is priceless.

What are you most proud of in your career?
I'm proud to have been able to transition from Florida Real Estate to Virginia Real Estate successfully.

Do you have a special cause or volunteer your time?
I am on the board of the Fredericksburg Area Museum and I help them with Marketing. I also help the King George Little League with fundraising.

Fun Fact
I'm a yoga instructor.



DAN LESHER

Hometown
Pendleton, Indiana

Title
Broker

Number of Years in the Industry
22

Why do you love working in real estate?
As an agent I always enjoyed helping people make wise real estate decisions and the satisfaction of putting a smile on their face regardless if they were a buying or selling. As a broker my passion is always in helping an agent grow their business so they are able to achieve their individual goals.

What are you most proud of in your career?
Starting my own company at the start of the housing crash and building it into one of the top 50 companies in the Berkshire Hathaway HomeServices network due to a core of great agents who believe in my vision and work hard day in and day out to be better than the day before.

Do you have a special cause or volunteer your time?
Anything related to children but, The Sunshine Kids is the cause my family and I are most passionate about. It's an amazing organization that helps children with cancer. Anyone looking for a great organization to get involved with should check it out.

Fun Fact
I owned a 1600 seat theatre in my hometown from 98-02 that held regular live concerts such as George Carlin, Merle Haggard and others.



REBECCA CANTER

Hometown
Fredericksburg, VA

Title
Loan Officer

Number of Years in the Industry
20

Why do you love working in real estate?
I love being able to see the look on a homebuyers face when I tell them that their home loan application has been approved! Even if I can't approve them initially, I work closely with my clients to help improve their situations so that they are able to obtain financing. That is even more rewarding!

What are you most proud of in your career?
My drive and determination to continue learning everyday!

Do you have a special cause or volunteer your time?
I like spending time senior citizens. Just lending an ear or a hug if they need it!

Fun Fact
I used to live on the Outer Banks, NC and I remodeled the interior design of many oceanfront mansions!



DEANNA HAMN

Hometown
Fredericksburg

Title
REALTOR®, Admin Assistant, Property Management Assistant

Number of Years in the Industry
As a REALTOR® 1, Pushing paper (Administrative) 17

Why do you love working in real estate?
I love it when first time home buyers and long term renters realize that homeownership is not just a dream but very attainable.

What are you most proud of in your career?
Rookie of the Year 2018! Need I say more...lol. Just kidding, 1st Choice BHL is home to 3 Rookies...Carrie Danko, Ruth Campbell and myself.

Do you have a special cause or volunteer your time?
Prison Ministry! My degree is in counseling with a focus on corrections. However, I will never pass up an opportunity to volunteer in the community.

Fun Fact
I am a 3rd generation REALTOR®! Ann Black is owner/broker of 1st Choice Better Homes & Land, LC my amazing brokerage, but more importantly she is my grandma (Meme). Tricia Barnes, Associate broker and General Manager is my Aunt, Penny Traber REALTOR® and Sales manager is my Aunt, LeAnn Black REALTOR® is my mom. Additional family that works at 1st Choice BHL are my Uncle Greg Traber and my cousin Beth Pannell.

MEMBER MONDAY

Fill out the form on the home page of faarmembers.com to get featured in social media updates, the FAAR Friday emails, and the FAARside—just like these members at bit.ly/faar-monday



CRYSTAL SCOTT

Hometown
Fredericksburg

Title
REALTOR®

Number of Years in the Industry
1

Why do you love working in real estate?
I love helping people achieve their dreams and reach their goals. I've worked with a lot of first time home buyers who thought home Ownership wasn't possible or too stressful. I guide them through the process and we get through it together. At the end, handing my clients the keys to their new home is priceless. It gets me every single time. It's why I love what I do.

What are you most proud of in your career?
I'm most proud that I never sacrifice my integrity or respect in this industry. I'm always upfront and honest with my clients. I give all my clients 100% regardless if it's a sale or rental. People are people and having a home to call their own is what it is all about.

Do you have a special cause or volunteer your time?
I give to various charities such as St Junes, back to school drives, hold a free yearly Easter egg hunt for the community, and volunteer at Thurman Brisbane Homeless Shelter.

Fun Fact
I've been a Registered Nurse in the Surgical/Trauma ICU at Mary Washington Hospital for over 10 years.

I ride a Motorcycle



TAMMY REID

Hometown
Fredericksburg

Title
Business Development Associate

Number of Years in the Industry
25

Why do you love working in real estate?
In all honesty, helping people with the biggest "memory making" investment of their life is a true passion. Memories start in a home and helping people get into their dream home or first time home to make lasting memories in either is what makes it all worthwhile! Not to mention, the best friendships I have ever made are with my fellow real estate and mortgage colleagues.

Favorite Work Story
We have a lot of favorites here at Embrace. We love what we do! If I had to pick just one, it would be the day Rusty Cowper joined our team and remembering how excited we were to make that announcement!

What are you most proud of in your career?
First, getting my LO license. Test taking is not my favorite thing. Having the courage to do that was a lot! I would have to say the awards I have won and been completely surprised each time.
FAAR Affiliate of the Year
FABA Associate of the year two times
FABA chair of the year
FABA rookie of the year
To name a few.

Do you have a special cause or volunteer your time?
First Priority: volunteering whenever I can to watch my granddaughter Hazel Rose!
Food Bank
516 Project
Lifepoint Church

Fun Fact
Private Investigator :)



TINA KEENE

Hometown
Montross, Virginia

Title
REALTOR®, MRP, PSA, ABR

Number of Years in the Industry
3

Why do you love working in real estate?
I worked in a Customer Service Industry for 40 years and love helping and creating Happy Buyers and Sellers. To me, it's always been about focusing on serving others- not Selling. With this continued mindset, everything continues to fall into place, and I'm very grateful.

What are you most proud of in your career?
I was raised in a Military Family, I'm very proud of that Heritage, and how the Military served my family. Earning my 1st. Designation with my MRP Certification at FAAR will always mean so much and a way of giving back to those that serve our great Country.

Do you have a special cause or volunteer your time?
I'm an animal lover and involved in contributing to various Rescues.

Fun Fact
I will be assisting my Husband "Smurf" this Summer in Colonial Beach with our "Hot Dog Cart" Business "Dogs And Hogs Gone Wild"



KENT SCHRADER

Hometown
Fredericksburg

Title
Mortgage Loan Officer

Number of Years in the Industry
39 in lending

Why do you love working in real estate? Everyone needs a place to live, and to work. Real estate affects everyone. I thoroughly enjoy helping people and getting them into new homes is exciting! There are so many aspects of real estate - legal, financial, and physical - all of which interact in unique ways with each transaction. I've said for years that 'part of me' always wanted to be a detective. Being a lender is the closest thing I could think of to being a detective where I don't have to be shot at!

What are you most proud of in your career? I've worked in many types of lending, from car loans and personal loans to indirect lending, commercial lending, commercial real estate, construction, and of course mortgage. I have financed a number of the hotels and churches in the area. Early in my career, however, I was fortunate to learn about win-win outcomes. Somehow I also figured out that to be the most successful in lending, the most important thing is to always make the customer a winner first. This means looking at each transaction to accomplish what's best for the client rather than what's best for me. It is the "other-focused" approach to people that I believe is actually the most important in any career.

Do you have a special cause or volunteer your time?

The most important cause in my life has been helping disadvantaged children. Last year my wife and I finally "retired" from doing foster care in our home after 20 years. During those years we cared for several dozen children for varying lengths of time, from a couple days to a few months to life (adoption). Foster care taught us so much about raising kids, about people, about ourselves, and about life in general. We learned how huge the need is for positive influences in our kids' lives. We learned that the most important job in the world is parenting. It has been a tremendous blessing in our lives.



TATYANA GANEYEVA

Hometown
Chebarkul

Title
REALTOR®

Number of Years in the Industry
1

Why do you love working in real estate? Real estate gives me opportunities to meet new people and, most importantly, to help people with one of the most important transactions in their lives.

Favorite Work Story

Just recently, I got to help dear friends buy their first home. It was very special, and I am so happy for them!

What are you most proud of in your career?

I am very thankful when my friends and clients recommend my services to others.

Do you have a special cause or volunteer your time?

Our family has had a privilege to be a part of Christian Youth Theater in Fredericksburg for many years. We also love going on mission trips in the US and overseas.

Fun Fact

Since I grew up in Russia, negotiating and finding best deals is a second nature to me.



SUE PASH

Hometown
Buffalo

Title
REALTOR®

Number of Years in the Industry
8

Why do you love working in real estate? It's so rewarding watching how happy my clients are when I hand them the keys to their dream home. They don't even think about the money they just spent...only the journey that finally took them to settlement. It doesn't get any better than that. Life is Good!

Favorite Work Story (optional)

While backing out of a driveway of a house I just previewed for a client, I inadvertently backed into a ditch. I was in a hurry and wasn't paying attention. I was stuck! A young Marine driving down the street stopped to help me. He and his wife were driving around looking at houses and didn't have a REALTOR®. While waiting for the tow truck, I got to know them very well & they asked me if I could help them find a house. They closed on their first home six weeks later and since then have given me three referrals!

What are you most proud of in your career?

Real Estate has helped me to be ever mindful of needs of others. I love when I can make a difference in someone's life. Real Estate has taught me to pay it forward. Giving back to those that are less fortunate brings a smile to my face.

Do you have a special cause or volunteer your time?

Last year I served as Governor on the Fredericksburg REALTORS® Foundation and also the Chairman of Par for FAAR. This is our largest charity event and it's important that it's successful. The money we make from the tournament, we are able to give back to the community with Grants.

Fun Fact

If you dream it, you can live it!

NAR LAWSUIT UPDATE:

NAR MOVES TO DISMISS ANTITRUST SUITS; SHOWS LAWSUITS ARE SELF-CONTRADICTIONARY, IGNORE PRECEDENT AND LACK ECONOMIC SENSE

CHICAGO, August 12, 2019 – The National Association of REALTORS® (NAR) moved last week to dismiss the *Moehrl v. NAR* lawsuit and the copycat *Sitzer v. NAR* lawsuit because both amended complaints fail to show how NAR rules for the operation of Multiple Listing Services (MLSs) inhibit competition or cause the plaintiffs any harm. Moreover, the complaints misrepresent rules which have long been recognized by the courts across the country as protecting consumers and creating competitive, efficient markets that benefit home buyers and sellers.

“Throwing around a few anti-trust buzzwords doesn’t change the fact that MLSs have contributed to an orderly, efficient and pro-consumer marketplace for well over 100 years,” said John Smaby, President of NAR. “We continue to believe the lawsuits are wrong on the facts, wrong on the economics and wrong on the law.”

As NAR’s briefs detail, the essence

of the plaintiffs’ argument is based on a flawed interpretation of the NAR Handbook on Multiple Listing Policy and Code of Ethics. According to NAR’s filings, misrepresenting NAR rules with “pejorative” and “anticompetitive-sounding” language does not outweigh the decades of court rulings that have found NAR rules to be pro-competitive and serve the best interests of consumers through enhanced transparency and efficiency.

“The MLS system creates highly competitive, efficient markets with increased transaction volume and superior customer service that benefit home buyers and sellers,” said Smaby.

NAR’s filings to dismiss also set forth the failure of the class action attorneys to meet legal standards necessary to move their case forward. As the briefs state, the “plaintiffs have totally ignored the long antitrust scrutiny of the MLSs and the repeated judicial conclusion that MLSs and the rules that govern them are pro-competitive.” Furthermore,

NAR's filings note that the plaintiffs' claims lack any evidence that they were actually harmed by NAR rules. Per the brief, the plaintiffs "have not alleged that they even attempted to negotiate a lower commission either from their listing broker or for the buyer's broker," which, as noted above, is allowed by NAR rules anyway, contrary to their claims.

Want to talk to your clients about the lawsuit?

Here are some talking points from NAR...

REALTORS® are champions of homeownership, property rights and the communities they serve. Every REALTOR® adheres to a strict code of ethics based on professionalism, consumer protection and the golden rule. REALTORS® draw on their unmatched knowledge to help buyers and sellers navigate one of the most complicated financial transactions of their lives. And REALTORS® are engaged neighbors committed to building and enhancing the communities they serve.

The MLS system and the way commissions are paid create competitive, efficient markets that benefit home buyers, sellers and small business. The MLS system creates a highly efficient residential real estate market that fosters cooperation between brokers to the benefit of consumers. Commission structures (including how the listing broker pays the buyer broker) ensure greater access for

a large community of home buyers who might otherwise be priced out of the market, which also would limit options for sellers.

Local, expert brokers play a crucial role in helping buyers and sellers achieve their goals. Given the volume of information buyers have to navigate and the complexity of this transaction, buyer brokers serve many essential, highly informed roles ranging from scheduling home tours and inspections to coordinating with lenders and appraisers to coordinating attorney reviews and closing documents. Consumers agree: 78 percent of homebuyers say their broker was an important information source, and almost 90 percent would recommend their broker to a family member or friend.

These lawsuits are wrong on the facts, wrong on the economics, and wrong on the law. Commissions are negotiable and, in fact, can be negotiated at any point during the transaction. The MLS and associated brokerage system create highly competitive markets with increased transaction volume and superior customer service. Consumers have many choices of different service and fee models among many brokers. Over 100 years, the courts have repeatedly validated this pro-competitive, pro-consumer MLS system, recognizing it increases the efficiency of the market and thus serves the best interests of sellers and buyers alike.



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Sources disagree about the origin of "Tie one on"—see if you can find the 3 most popular origin stories of the phrase. But who cares what it means? Come out and enjoy downtown Fredericksburg with your real estate pals!



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- If you are unsure of the amount of dues at the time of application, please call FAAR and we will share the latest cost.
- No Sentrilock or Bright MLS services can be rendered at the time the application is turned in. **There is a 24-72 hour turnaround time for applications.**
- A welcome email will be sent to the agent as soon as the application is processed. Please have agents read it in its entirety. The welcome letter addresses joining the MLS and lockbox setup.

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- When an agent transfers into your office, please notify Lori Hillard Wehr of the agents transfer with the agent transfer form found at faarmembers.com/forms and \$75 payment.
- If an agent is transferring from another association, they will need to fill out the application form and submit an application fee, not the agent transfer form.

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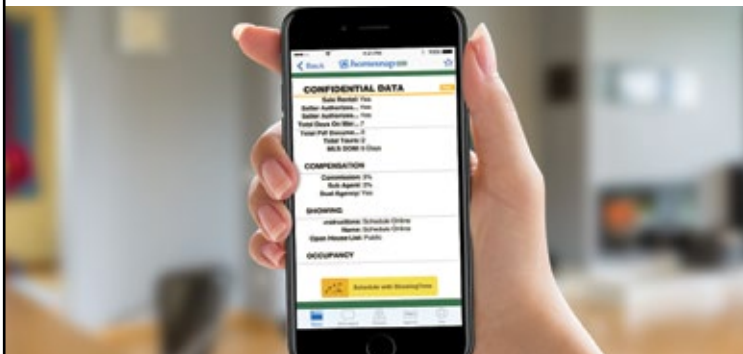


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A SECOND CHANCE MORTGAGE

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GOAL:
YOUR
SUCCESS**



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