**DAAR Ambassador Talking Points**

***Week of April 2nd, 2018***

**Industry Updates**

***Rising Tide: 2018 Flood Insurance Rates Expected to Increase***

Let agents know that on April 1, 2018, National Flood Insurance Program (NFIP) premium rates are set to rise an average of 8%. This increase is slightly more than last year but consistent with the annual 5-10% increases prior to the 2012 Biggert-Waters Act, which made significant reforms to the NFIP. For more information visit <https://dullesarea.com/2018/03/28/2018-flood-insurance-rates-expected-to-rise/>

**For Your Business**

***Let’s Pack the Room! Join us to commemorate the 50th Anniversary of the Fair Housing Act during the Loudoun County Board of Supervisors Meeting on Tuesday, 4/3 – 6PM!***

Encourage agents to join DAAR in Commemorating the Fair Housing Act! April 2018 marks the 50th Anniversary of enactment of the Fair Housing Act of 1968. In honor of this tremendous achievement, the Loudoun County Board of Supervisors will present a Resolution commemorating this historic milestone with DAAR leadership on Tuesday, April 3, 2018, beginning around 6pm at the Loudoun County Government Center, 1 Harrison Street, SE, Leesburg, VA 20175, 1st Floor. It would be great to pack the room with DAAR Members! For more information see <https://dullesarea.com/2018/03/21/commemorate-the-50th-anniversary-of-the-fair-housing-act/>

***Do you Enjoy Teaching Others? Register for Instructor Development Training – 5/2, 9AM-4PM***

Encourage agents who wish to learn how to instruct to attend DAAR's Instructor Development training on May 2nd, 9AM-4PM. Topics covered include basics of adult learning; presentations based on objectives & goals; visual aids; student challenges; fear of public speaking and presentation skills. Registration is free and includes lunch! <https://dullesarea.com/2018/03/24/instructor-development-training/>

**Events and Education**

***REALTOR.COM Chief Economist is the Featured Speaker at DAAR’s Economic Summit – 4/6***

Encourage members to attend DAAR’s Economic Summit: *What’s in Store for Housing and Beyond* on Friday, April 6th, 8-11AM at Loudoun County School Administration Building, 21000 Education Court, Ashburn, VA. This annual signature event offers an opportunity for REALTORS® in the Northern Virginia and Loudoun County area to understand housing and economic trends and forecast for the rest of 2018 and beyond.

Featured speakers include Mr. Buddy Rizer, Executive Director, Loudoun County Economic Development, who will discuss projected economic development and growth in Loudoun County with an eye on Metrorail, data centers and key industry target areas; Mrs. Danielle Hale, Chief Economist, realtor.com, who will provide a forecast of national and regional residential and commercial real estate market trends; and Dr. Terry Clower, Director, George Mason University Center for Regional Analysis, who will discuss current residential and commercial market trends in Loudoun County and Northern Virginia .

Registration fee of $35 Member ($45 non-member) includes breakfast and materials. For more information visit <https://dullesarea.com/education/economic-summit-whats-in-store-for-housing-and-beyond-4-6/>

*Questions? Please contact Christine Windle, CEO, DAAR, 571-291-9803 (direct), 703-727-2144 (cell) or* *cwindle@dullesarea.com*