**DAAR Ambassador Talking Points**

***Week of August 6th, 2018***

**Industry Updates**

*Topic #1: Loudoun County Issues Another Short-Term Residential Rental Survey* Loudoun County has launched a second survey to gather public opinion about issues related to short-term residential rentals. Last month, the county began requiring operators of short-term residential rental units to register their property and provide other information, such as their ownership status in the property, the number of bedrooms that could be rented, and whether the home is served by a well or septic system. Real estate licensees or people represented by a real estate licensee are NOT required to register their short-term residential rental units. Visit <https://dullesarea.com/2018/05/10/registrationprocessbegins/> to learn more about this registration process. You may also download a Fact Sheet about short-term residential rentals in Loudoun County.

**Networking Events**

*Topic #2: Fall into Giving Back Silent Auction @ Dog Money -Thursday, 10/4, 4-6pm* DAAR members are cordially invited to DAAR’s Community Service Committee’s (CSC) *Fall into Giving Back Silent Auction* at Dog Money Restaurant and Brewery, Leesburg, VA on Thursday, October 4, 2018, 4-6PM. Enjoy beer, wine, light hors d’oeuvres, and networking! The Community Services Committee will host a silent auction to support DeShong’s Gift Back *Sterling Rebuild Effort* throughout the evening! Encourage agents to donate gift cards to include in auction items for the event. Email Beth Fischel, [bfischel@dullesarea.com](mailto:bfischel@dullesarea.com) and we will dispatch a CSC member to pick it up at your office! Early bird registration fee is $20 before September 27, 2018 and $30 after for DAAR members includes two drink tickets and light hors d’oeuvres. Non-member registration fees are $45. Fresh craft beer is brewed on premise! For more information visit <https://dullesarea.com/2018/08/01/join-us-2018-fall-mix-mingle-thursday-10-4-4-6pm/>

**Career Track and Networking**

*Topic #3: Don’t Delay – NAR Code of Ethics Required by 12/31/18. Sign-up for the Course this Fall Please remind agents they must* complete two-and-a-half hours of Code of Ethics training within given two-year cycles according to NAR policy. The current cycle ends this year on December 31, 2018. Training may be completed through local REALTOR associations or through another method such as home study, correspondence, classroom courses, or online courses. REALTORS® who have completed the required ethics training within a two-year cycle in one association shall not be required to complete any further ethics training for that same training cycle if the REALTOR® becomes or is a member of another association.

Below are the dates for the Code of Ethics classes offered at DAAR which are FREE of CHARGE to DAAR members. You will receive 3 CE or PLE credits along with fulfilling your mandatory NAR requirement:

Sep. 19, 2018– 8:00AM to 11:00AM

Sep. 26, 2018 – 9:00AM to Noon

Dec. 05, 2018 – 9:00AM to Noon

Encourage agents to register online via [www.dullesarea.com](http://www.dullesarea.com)

Agents also have the option of completing NAR’s online ethics class via [www.realtors.org](http://www.realtors.org)

If you complete Ethics training outside of DAAR, please forward a certificate of completion by 12/31/18 to Teresa Kirkhart, Professional Development and Standards Director, [tkirkhart@dullesarea.com](mailto:tkirkhart@dullesarea.com) to ensure your membership will not be suspended by NAR. If you complete Ethics training through DAAR, no additional action is needed. Questions? please contact Teresa Kirkhart, Professional Development and Standards Director, [tkirkhart@dullesarea.com](mailto:tkirkhart@dullesarea.com) or 571-291-9805.

**Get Involved!**

*Topic # 3: It’s Your Time to Lead: Join DAAR’s Board of Directors – Apply by 8/17* DAAR is seeking candidates to become part of the DAAR Board of Directors (BOD). Agents must be a member for two years, attend a twenty-minute interview on Thursday, August 23rd and be able to commit to meeting every other month during their three-year term (begins 1/1/19 – 12/31/21). Let agents know that if they are interested in applying, please do so by Friday, August 17th. For more information and the nomination form see <https://dullesarea.com/2018/06/28/its-your-time-to-lead-join-daars-board-of-directors-apply-by-8-17-18/>

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