**DAAR Ambassador Talking Points**

***Week of August 28, 2018***

**Career Track**

***Topic #1 : DAAR RECHARGE and Expo Conference Features A&E Hoarder Show Expert Matt Paxton*** Encourage agents to plan ahead and register for DAAR's all-day REALTOR RECHARGE and Expo on Thursday, October 25th, at the Embassy Suites Hotel featuring Matt Paxton, one of the top hoarding clean-up experts who has appeared in over 80 episodes of the A&E TV Show *Hoarders*. National Association of REALTORS® leading technology expert Nobu Hata will also provide an update on the state of real estate technology and marketing. $15 registration fee includes breakfast, lunch, materials and expo featuring top-notch service providers showcasing the latest in real estate products and services. For more information visit <https://dullesarea.com/realtor-recharge-agenda/>

**Did you Know?**

***Topic #2: All REALTOR® Members have Access to the Virginia REALTORS® Legal Hotline*** Remind agents that this free benefit is the fastest way to get vital answers on questions about Virginia real estate law, as well as timely information on legal and regulatory issues concerning the real estate industry. Questions must be submitted via an online form once you login (User ID – NRDS # and Password – Last Name) to the Virginia REALTORS® website via [*https://www.virginiarealtors.org/legal-hotline/*](https://www.virginiarealtors.org/legal-hotline/)*.* Questions are be answered in the order they are received. Return calls will be made between 8:30 a.m. and 4:00 p.m., Monday-Friday. Every effort will be made to contact you within four (4) business hours after you submit your question.

***Topic # 3: Share Your Broker’s Opens on Facebook with Area REALTORS®*** If agents are interested in marketing their broker opens to other area REALTORS®, they are welcome to join DAAR’s Loudoun Broker Opens group on Facebook. Search “Loudoun Broker Opens” and click “Join Group”. The purpose of the group page is to provide an opportunity for area REALTORS® to advertise their Loudoun broker opens to area agents.

The following guidelines apply to the Loudoun Broker Opens group page:

* The group is for REALTORS® who are interested in raising awareness about their broker’s open.
* Membership is open to all REALTORS®. You do not have to be a DAAR REALTOR® member to participate.
* REALTORS® may post flyers advertising their broker opens.
* The group page is limited to broker opens only, in Loudoun County

***Topic #4: C*onsider a DAAR Affiliate First for Your Next Transaction!** Remind agents that DAAR offers a vital community of active professionals and a full array of services, with over 100 real estate service provider members. The association is a one-stop shop to help agents build a provider network where you can find what you need for clients. Encourage agents to use a DAAR affiliate first! For more information visit <https://dullesarea.com/affiliate-service-providers/>

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