**DAAR Ambassador Talking Points**

***Week of September 4th, 2019***

**Industry Updates**

***Topic #1: Special Forms Update: Private Well and/or Septic Inspection Contingency Addendum Revised*** Please let agents know that effective September 15, 2018, *NVAR’s K1360 – Private Well and/or Septic Inspection Contingency Addendum* has been updated to permit the parties to designate either the Buyer or Seller as the responsible party for the Septic Inspection. The form was also revised to create additional protections for the Buyer in the event the Seller is responsible for the Septic Inspection but fails to perform the Septic Inspection or make timely delivery of the Septic Inspection Report. Some of the terminology was updated to coincide with regulatory standards. The revised form allows the parties to mutually identify the Septic Inspector during contract negotiations. Finally, the revisions clarify Seller’s responsibility to remove impediments to the Septic Inspection. For more info and an educational version copy of the form view <https://dullesarea.com/2018/08/31/special-forms-update-private-well-and-or-septic-inspection-contingency-addendum-revised/>

***Topic #2: MRIS Conversion to Bright is Coming Soon*** Let your agents know that the MRIS conversion to Bright will begin in October for the Northern Virginia region. Bright MLS will be converting subscribers by county of their office location, beginning in October (no firm date yet) for Fairfax and then in November (no firm date yet) for Loudoun and Prince William counties. Please tell agents to bookmark Bright’s Power Up page [www.brightmls.com/welcome](http://www.brightmls.com/welcome) where they you can obtain an overview of the process, receive the latest information, and additional resources prior to receiving your login to their preview. For more info view <https://dullesarea.com/2018/08/31/mris-conversion-to-bright-right-around-the-corner/>

***Topic #3: Join DAAR as the County Honors Lars Henriksen with a Resolution of Appreciation***Two years ago, a small group of dedicated volunteers were given the tremendous task of creating a new road map and vision for the future growth and development in Loudoun County. DAAR was honored to have our Past President, Lars Henriksen, participate as a member of the Envision Loudoun Stakeholders Committee. He and his fellow committee members spent countless hours developing a new Plan for Loudoun. On July 19, the Loudoun 2040 Comprehensive Plan was presented to the Loudoun County Board of Supervisors. Ask agents to join DAAR on Tuesday, September 4, 2018, as the Board of Supervisors honors committee members with a Resolution of Appreciation in recognition of their hard work and dedication. The Board presentation is scheduled to start as early as 6pm at the Loudoun County Government Center. It would be great to pack the room with DAAR Members! Please stop by to support our DAAR representative as he receives the Resolution. For more info view here <https://dullesarea.com/2018/08/30/resolution-of-appreciation/>

**Career Track**

***Topic #3 : Safe Business is Smart Business - Monday, 9/24 10AM-12PM*** Encourage agents to join us for Safety Matters: Safe Business is Smart Business on Monday, September 24th, 10AM-12PM, DAAR. Featured speakers from the Loudoun County Sheriff’s office and industry will help you quickly assess a potentially dangerous situation and take appropriate action, understand your exposure to risk and effectively follow safety best practices when showing property, conducting an open house, working in the office, and driving alone or with clients or customers. FREE for DAAR REALTOR® members and includes lunch. How can you afford not to attend? For more info and registration see <https://dullesarea.com/safety-matters/>

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