**DAAR Ambassador Talking Points**

***Week of September 10, 2018***

**Industry Updates**

***Topic: #1: Coming Soon: 5 Can’t Miss Features in Bright MLS*** While subscribers wait for MRIS and Bright MLS to merge their systems in October and November (exact dates TBD), we will begin highlighting features of the soon-to-be revealed. According to Bright MLS, a few innovative features members will be able to access include the latest version of Matrix 360, a new add and edit listings system, drive time search, mobile-friendly client portal, streamlined navigation and the integration of ShowingTime and the Homesnap Pro app into the system. Encourage agents to bookmark this portal for all changes and training related to the upcoming new Bright MLS system <https://www.brightmls.com/#/Welcome>

**Career Track**

***Topic #2: Don’t Delay – NAR Code of Ethics Required by 12/31/18. Sign-up for the Course on September 19th!***Please remind agents they must complete two-and-a-half hours of Code of Ethics training within a given two-year cycle according to NAR policy. The current cycle ends this year on December 31, 2018. Training may be completed through local REALTOR associations, classroom courses or online. Encourage agents to register for the next class via [www.dullesarea.com](http://www.dullesarea.com) on Wednesday, September 19th, 8AM-11AM! The class is free of charge for DAAR Members and they will receive 3 CE or PLE credits along with fulfilling your mandatory NAR requirement. If members complete ethics training outside of DAAR, please ask them to forward a certificate of completion by 12/31/18 to Teresa Kirkhart, Professional Development and Standards Director, tkirkhart@dullesarea.com.

**Events and Education**

***Topic #3: Join us to Celebrate the Installation of Beckwith Bolle as the 2019 President of the Virginia REALTORS®*** Beckwith Bolle, who served as 2013 DAAR President and held numerous leadership positions within the Virginia REALTORS® and NAR, will be installed as the 2019 President of the Virginia REALTORS® this month. The annual installation and awards ceremony will take place at the Virginia REALTORS® convention ACCELERATE 2018 on Wednesday, September 26th, at the Hilton Norfolk The Main. Encourage agents to join us as we celebrate Beckwith’s installation during this fantastic conference! To register for the convention, which begins on Monday, September 24th and runs through Thursday, September 27th, or to purchase tickets for the installation on Wednesday, September 26th, visit <https://www.virginiarealtors.org/events/accelerate2018/>.

***Topic #4: DAAR RECHARGE and Expo Conference Features A&E Hoarder Show Expert Matt Paxton*** Encourage agents to 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/>

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