**DAAR Ambassador Talking Points**

***Week of October 8, 2018***

**Career Track**

***Topic #1: DAAR Public Policy Forum: What is the Future of Health Insurance for REALTORS® - Friday, 10/12*** Do not miss this unique opportunity to receive the latest updates on national legislative and regulatory efforts to expand access to affordable health insurance coverage. You will also gain valuable insight about navigating health insurance options. Join us on Friday, October 12, 2018 from 10-11:30 am. Feature speakers include Christie DeSanctis, Director, Federal Banking, Lending, and Housing Finance Policy, National Association of REALTORS®, Ken Wingert, Senior Legislative Representative, National Association of REALTORS® and David Hillelsohn, Founder, DHill Financial. Free for DAAR members, $20 for Non-Members. For more information and the register see <https://dullesarea.com/2018/08/31/daar-public-policy-forum-charting-the-changes-health-insurance-reform/>

**Industry Updates**

***Topic #2: Bright MLS Numbers will Soon include a Geographic Identifier*** After hearing feedback from subscribers and area associations, including DAAR, on the benefits of having a geographic identifier within the Listing Number format, they are planning to reintroduce this into Bright MLS. Because there are several duplicate county names in different states (for example Montgomery MD and PA, Kent, MD and DE) 2-character codes cannot be used with uniform logic. Therefore, Bright MLS is planning to move forward with a 4-character code (2 state, 2 county). *For example: MDMC012345 – Maryland, Montgomery County and PAMC123456 – Pennsylvania, Montgomery County.* Having the state code within each Listing ID also provides an additional identifier to agents that search across state lines of the need to hold a license in in order to work with buyers in that state. Based on the conversations Bright MLS has had this approach provides the benefits that have been identified by subscribers. Plans are to introduce the change in mid-October on all new listings in Bright, on a go-forward basis. This will include Bright Listing ID’s that are assigned to new listings entered through the TREND and MRIS systems, until those systems are fully retired. The implementation of this new format includes coordination and communication with third party vendors that utilize the Listing Numbers. Bright MLS is evaluating the feasibility of reassigning Listing Numbers for existing listings. Part of this evaluation is to review the work required by third party vendors that use the Listing Numbers and attempting to avoid unnecessary confusion and costs to brokers and agents for any change. For more information, see <https://dullesarea.com/2018/10/05/bright-mls-numbers-will-soon-include-a-geographic-identifier/>

***Topic #3: IRS to Issue Clarification on Client Meal Deductibility under New Tax Law*** The Internal Revenue Service is working on guidance that would clarify the deductibility of expenses for client meals under the new tax law. The guidance is expected to say that the cost of business meals will be 50 percent deductible, even when those meals are purchased at events defined as entertainment, such as ballgames, as long as the cost of the food is documented separately from the cost of the entertainment. The tax law, which took effect at the start of the year, made clear that the entertainment itself, formerly 50 percent deductible, is no longer deductible as a business expense. But it left open the question of whether meals for clients at events that are primarily business-related would still be partially deductible. For more information visit <https://dullesarea.com/2018/10/04/irs-to-issue-clarification-on-client-meal-deductibility-under-new-tax-law/>

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