**DAAR Ambassador Talking Points**

***Week of October 15, 2018***

**Career Track**

***Topic #1 : DAAR RECHARGE and Expo Conference Features A&E Hoarder Show Expert Matt Paxton – 10/25*** *R*egister NOW for DAAR's all-day REALTOR RECHARGE and Expo on Thursday, October 25th, at the Holiday Inn, Dulles 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/>

**Industry Updates**

***Topic #2: MRIS Conversion Process to Bright MLS Right Begins October 15th in NOVA*** The MRIS conversion to Bright MLS begins this week. Bright MLS will convert subscribers by county of their office location, beginning October 15th, with a three-week preview period and conversion date of November 5th, for Alexandria City, Arlington, Fairfax City, Fairfax County, and Falls Church City, VA and then October 22th, with a three week preview period and conversion date of November 12th, for Loudoun and Prince William counties. Subscribers can learn the system now in advance of the conversion. For more information please visit and bookmark this site <https://www.brightmls.com/#/Welcome> or visit <https://dullesarea.com/2018/10/10/mris-conversion-to-bright-right-around-the-corner/>

***Topic #3: Need to Know: New Law Regulating Real Estate Teams – Effective 1/1/19*** Are you working as a real estate team? A new law approved during 2018 Virginia General Assembly session, and supported by the Virginia REALTORS®, as part of their legislative agenda, clarifies the definition of teams, requires teams to obtain a business entity license and requires brokerage agreements to include the name and contact information of the supervising broker. For more information on the new requirements and additional resources visit <https://dullesarea.com/2018/10/11/need-to-know-new-law-regulating-real-estate-teams-effective-january-1st-2019/>

**Did you Know?**

***Topic #4 Consider a DAAR Affiliate First for Your Next Transaction!*** DAAR offers its members a vital community of active professionals and a full array of services, with over 100 Service Provider Members. The association is a one-stop shop to help you build a provider network where you can find what you need for your 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*