**DAAR Ambassador Talking Points**

***Week of October 29, 2018***

**Industry Updates**

***Topic #1: Power Up: Bright MLS Preview Begins this Week; Members Strongly Encouraged to Sign-up for Onsite Training!*** The transition for members to Bright MLS begins this week. On Monday, October 29th, you will receive your login information for the new Bright MLS system (BrightMLS.com) by email. At that time, please login, learn to navigate around the new system, perform searches, update your information, check your listings and prepare your clients for the change during this this three-week preview period. For more information visit <https://www.brightmls.com/#/Welcome> Onsite training will also be held at DAAR on Thursday, November 1st and Friday, November 2nd. Please register for these classes or other classes at PWAR and FAAR to help you learn the new system via <https://dullesarea.com/2018/10/24/register-for-bright-mls-training-classes-at-daar-faar-and-pwar/> As always, your feedback is appreciated as the process moves forward via <https://bit.ly/2HJfjrQ>

***Topic #2 DAAR Members Say Yes!...for Housing that is Affordable and Attainable in Loudoun County***Did you know that the average sales price of a home in Loudoun County last month was [$522,303](https://dullesarea.com/resources/loudounmonthlysalesstats2017/)? Please join us and help say YES! for housing that is more affordable and attainable at the Loudoun County Planning Commission’s public input session on the draft [Loudoun 2040 plan](https://www.loudoun.gov/Loudoun2040) on Wednesday, November 7, 2018 at 6:00pm at the Board Room of the County Government Center, located at 1 Harrison Street, SE in Leesburg, VA. For more information, visit <https://dullesarea.com/2018/10/23/daar-members-say-yes-for-housing-that-is-affordable-and-attainable-in-loudoun-county/>

**Career Track**

***Topic #3: Don’t Delay – NAR Code of Ethics Required by 12/31/18. Sign-up for the Course on November 5th!***Please remind agents that 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, November 5th, 9AM-12PM! 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](mailto:tkirkhart@dullesarea.com)

**Career Track**

***Topic #4: Share the Warmth: Donate a Coat or Blanket Today!*** The DAAR Community Service Committee is collecting gently worn and clean coats, scarves & gloves, in all sizes, in addition to twin sheets, blankets, towels and pillow cases benefiting LAWS, Mobile Hope and the Loudoun Emergency Homeless Shelter! Please consider dropping off your donations at the Share the Warmth collection station at DAAR, 21720 Red Rum Drive, #177, Ashburn, VA. For more information visit <https://dullesarea.com/2018/10/10/items-needed-for-winter-warmth-coat-and-blanket-drive/>

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