**DAAR Ambassador Talking Points**

***Week of November 12, 2018***

***Career Track***

***Topic #1: Urgent: Essential Tasks Before You Convert to Bright MLS***Now that you, as a DAAR REALTOR member, started the Bright MLS preview, it’s important to log in now to learn the system before you convert on Tuesday, November 20th. There are a variety of resources located on the Bright Power Up Page to help you prepare. Please visit [**https://dullesarea.com/2018/11/09/urgent-essential-tasks-before-you-convert-to-bright-mls/**](https://dullesarea.com/2018/11/09/urgent-essential-tasks-before-you-convert-to-bright-mls/)to view the essential task before you convert over to Bright MLS. As always, your feedback is appreciated as the process moves forward via <https://bit.ly/2HJfjrQ>

***Topic #2: Attend Bright MLS Conversion Training Classes at DAAR: November 15th, 19th and 20th!*** Bright’s Search and Listing Management are different than what you are used to. That’s why learning the differences before you power up on Bright will help you — and your clients — with the conversion. If you have not attended a conversion class, there are several offered at DAAR, 21720 Red Rum Drive, #177, Ashburn, VA, on Thursday, November 15, 2018, Monday, November 19, 2018 and Tuesday, November 20, 2018 from 10AM-4PM. Walk-ins welcome. Visit <https://dullesarea.com/2018/11/09/sign-up-for-bright-mls-conversion-training-classes-at-daar-november-15th-19th-and-20th/> for more information.

***Topic #3: Register NOW for Real Estate Team Regulations Course Featuring Legal Expert Sarah Louppe Petcher – 11/16*** Are you working as a real estate team? Did you know that if you work with at least one other person and advertise as a team there are new regulations that impact you effective January 1st, 2019? To understand the new regulations and how that may impact how you operate, join us for New Regulations for Real Estate Teams on Friday, November 16th, 9 – 11AM at DAAR, Ashburn. Featured speaker and industry legal expert Sarah Louppe Petcher, S and T Law Group, will provide an overview of the new rules requiring teams to form a business entity (LLC, S Corp, Partnership, etc.) AND obtain a business entity license as well as the requirement that brokerage agreements to include the name and contact information of the supervising broker. Free for DAAR REALTOR members, $24 for non-members. For more information and to register view <https://dullesarea.com/2018/10/17/new-regulations-for-real-estate-teams-course-features-legal-expert-sarah-louppe-petcher-11-16/>

***Events***

***Topic #4 You’re Invited! DAAR’s Annual Holiday Party & BOD Installation*** You are cordially invited to DAAR’s Annual Holiday Party & BOD Installation on Thursday, December 6th, 5-8PM, Embassy Suites, 44610 Waxpool Road, Dulles, VA. Celebrate at this holiday season event featuring the installation of 2019 President Phyllis Stakem and the DAAR Board of Directors, gift card collection for the Loudoun Abused Women's Shelter and DARPAC Wine Grab! Early bird registration for members $35 includes beverages and hors d'oeuvres. For more information and registration visit <https://dullesarea.com/2018/11/07/76702/>

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