**DAAR Ambassador Talking Points**

***Week of December 17th, 2018***

***Career Track***

***Topic #1 Register NOW: Bright MLS Hands-On Training Clinics - January 11th and 28th*** We are pleased to offer two onsite Bright MLS Training Clinics conducted by Kim Mingo at DAAR on Friday, January 11th, 2019 and Monday, January 28th, 10AM-3PM. Space is limited to thirty per class for effective instruction. For more information, visit <https://dullesarea.com/2018/12/16/register-now-bright-mls-hands-on-training-clinics-january-11th-and-28th/>

***Topic #2: NVAR Standard Forms Changes: Effective January 1, 2019*** There are several changes to NVAR Forms effective January 1st, 2019. They are noted here <https://dullesarea.com/2018/12/16/nvar-standard-forms-changes-effective-january-1-2019/> Please take time to learn about these changes by registering online for our NVAR Contract Updates Class featuring instructor Keith Barrett, Esq, on January 7th, 10AM-12PM: <https://dullesportal.ramcoams.net/Education/Registration/Details.aspx?cid=167181f5-3bbd-42c9-adb8-af92b13ee817>

***Industry Updates***

***Topic #3: What REALTORS® Need to Know About the New Tax Law*** Changes to the U.S. Tax Code that potentially can save you thousands of dollars were enacted last year as part of the Tax Cuts & Jobs Act. The changes include a new deduction available to you as an independent contractor or sole proprietor for reducing your tax liability by 20 percent. How to take this deduction and apply other changes in the law are discussed in a series of video tutorials recently released by the National Association of REALTORS. For more information visit <https://dullesarea.com/2018/12/13/resources-for-you-what-realtors-need-to-know-about-the-new-tax-law/>

***Topic #4: A Message from Bright MLS: Known Issues and Tips for Using the System*** With a major system conversion like this, there will be continued work in some areas to finalize information and ensure everything is working as expected. Please know that we are actively working to resolve the following items in Bright. In the meantime, we’ve provided some tips to help you work in Bright MLS. For more information visit <https://dullesarea.com/2018/12/13/known-issues-and-rips-for-using-bright-mls/>

***Did You Know?***

***Topic #5: Important Notice: Pay Dues for SentriLock by 12/20 to Avoid Late Fee*** Beginning in November, you received several emails from SentriLock notifying you that a renewal invoice has been added to your online account. The payment, due by Thursday, December 20th, 2018, can be made by logging on to the Sentrilock® website <https://lb.sentrilock.com/lbs/index/> or via phone by calling 877-327-9606. If payment is not received by December 20th, SentriCard will be suspended and a reactivation fee of $61.02 will be added to the total amount due. Suspended cards can be immediately reactivated via payment to SentriLock. For more information, visit <https://dullesarea.com/2018/12/05/important-notice-pay-dues-for-sentrilock-by-12-20-to-avoid-late-fee/>

***Please note DAAR’s Holiday Hours*** [***https://dullesarea.com/2018/12/12/daar-holiday-hours-2/***](https://dullesarea.com/2018/12/12/daar-holiday-hours-2/)

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