



The Mid-Fairfield Record

UPCOMING EVENTS

NOVEMBER

20 - **MFCAR General Membership Meeting/CE Class** - SEATS STILL AVAILABLE - Facebook for the Real Estate Professional presented by Craig Jones, Greenwich Point Marketing. 9:00 AM - 1:00 PM Norwalk Inn & Conference Center

21 - Installation & Foundation Benefit Dinner - Installation of 2020 CTR President/Joanne Breen - Hartford Golf Club - 5:45 PM – 9:30 PM

22 - **AGENCY LAW & FAIR HOUSING 2** - 9:30 AM - 12:30 PM

RESCHEDULED FROM 11/15/19 CANCELLED CLASS.

SAUGATUCK CONGREGATIONAL CHURCH 245 POST ROAD EAST, WSPT

22 - Program Committee Meeting @ MFCAR Board Office - 12:00 p.m.

27 - MFCAR Board Office open half day - Office Closes at 12:30 PM

28 - 29 MFCAR Board Office Closed for Thanksgiving Holiday

DECEMBER

4 - **ETHICS CE CLASS** 9:30 AM - 12:30 PM - **CLASS IS FULL**

SAUGATUCK CONGREGATIONAL CHURCH 245 POST ROAD EAST, WESTPORT

5 - Spokesperson training for President/Elect

7 - **AGENCY LAW & FAIR HOUSING 1** - 9:30 AM - 12:30 PM - **Limited Seats** MFCAR BOARD OFFICE - 19 Imperial Avenue, 2nd Floor

14 - [AGENCY LAW & FAIR HOUSING 2](#) 9:30 AM - 12:30 PM **Limited Seats** MFCAR BOARD OFFICE - 19 Imperial Avenue, 2nd Floor

11 - [MFCAR HOLIDAY FIESTA AT SEÑOR SALSA](#) - 4:00 PM - 6:00 PM
221 Post Road West, Westport

20 - MFCAR Board of Directors Meeting - 10:00 a.m.

24 - 25 MFCAR Board Office Closed for Christmas Holiday

PRESIDENT'S UPDATE

Hi Everyone – This month Carol Heins (MFCAR Associate Executive) and I attended the National Association of REALTORS® Annual Conference. Let me share with you why I and 16,000+ REALTORS® took time away from our families, our business, and our life here in lower Fairfield County to attend:



1. We want to get better at our profession of real estate – and it is a profession. There are classes about every topic you can think of to keep you informed about our profession and how to support and protect our clients. From forums on tax issues to mortgages to flood insurance to dealing with iBuyers, these REALTORS® did the research and have created the relationships that protect a large class of people – the property owners – who, without the REALTORS®, would have no one in their corner.
2. It's a great place to network with other agents across the country. Get to know your fellow agents. Find out what their market is like and how they do business. You might just find a solution to a problem you are having with one of your transactions. I guarantee you will hear a couple of “pearls” that will enhance or change how you do business.
3. We celebrate our many volunteer leaders who give so much of their time and do so much work on our behalf. To quote Leigh Brown (2017 CRS National President), “Celebrate educators and newcomers and longtime servant leaders without whom the landscape of property rights would look far different.”

Those are some of the reasons I attended the Annual Conference and have done so for the past 17 years. I want to be the best REALTOR® I can possibly be and to support my clients during the largest purchase they will probably ever make in their life. I am not just a door opener, as some organizations would like us to be. I consult, advise, negotiate, and advocate for my clients. Attending the Annual Conference helps me be the best I can possibly be. I hope you will join us next year in New Orleans.

Also, remember that we have a [General Meeting & Facebook for the Real Estate Professional CE Class](#) this Wednesday, November 20th from 9:00 AM – 1:00 PM at the Norwalk Inn & Conference Center. Seats are still available if you'd like to join us. Keep in mind this class qualifies for 3 hours elective CE credit. At the meeting,

I also have the pleasure of announcing our MFCAR 2019 REALTOR® of the Year which I'm excited to share with all of you.

Happy Thanksgiving everyone!

Deb Alderson
President, Mid-Fairfield County Association of REALTORS®
ABR, ePro, PSA, PSCS



**MFCAR GENERAL MEMBERSHIP MEETING SOCIAL
MEDIA CONTINUING EDUCATION CLASS**

**THIS CLASS QUALIFIES FOR
3 HOURS ELECTIVE CE CREDIT.**

Special Guest Speaker Craig Jones of Greenwich Point Marketing will be presenting "Facebook for the Real Estate Professional."

Wednesday, November 20, 2019

9:00 AM - 9:30 AM - Check in and Continental Breakfast
9:30 AM - 1:00 PM - Meeting, REALTOR® of the Year presentation & Continuing
Education Class
(Qualifies for an elective 3 Hour CE Class)

Norwalk Inn & Conference Center
99 East Avenue
Norwalk, CT 06851

FACEBOOK: IMPLICATIONS TO YOUR BUSINESS AND REAL ESTATE LICENSE

This class will provide an overview of social media, what it is, the evolution and overview of the digital landscape. Technical instruction will be provided on setting up a Facebook page, including a discussion on how to use the Facebook advertising tools while maintaining and abiding by the rules of the Connecticut Department of Consumer Services and Real Estate Commission and the guidelines set forth by the National Association of REALTORS® Code of Ethics; specifically with respect to advertising, disclosure, and professionalism.

Social media overview - Ad Platform - Account & profile creation
Campaign structure - Privacy settings - Targeting options
Goal setting - Code of Ethics - Business profile setup - State regulations

MFCAR Members: \$30.00 ~ Non-Members: \$40.00





Advance online registration preferred
by clicking the button below.
*Registration not complete until payment
is received. No refunds*

We will be holding a Thanksgiving
Food Drive at the meeting. Please
bring your non-perishable food
donations.

Meeting Generously Sponsored By:



**Join us on Wednesday, December 11th
for our MFCAR Holiday Fiesta!**

4:00 PM - 6:00 PM

SEÑOR SALSA - 221 Post Road West, Westport

**This event includes two drink tickets available for House Margaritas, House Red or
White Wine, Beer or Soft Drinks and a selection of Mexican specialty bites.**

MFCAR Members: \$20.00

Registration is limited so don't delay processing
your paid online registration. Click button below to register.
No Refunds.

[Click Here to Register](#)

Holiday Party Generously Sponsored By:



Additional Sponsors Welcome.
Email: MFCAR@MFCAR.COM

ETHICS CORNER

Professional Standards Committee November 9, 2019

Audience Agenda, Appendix 1

Case #3-13: Timing of Commission Negotiations

REALTOR® A signs a listing agreement with Seller B for the sale of her home. The home is priced at \$1,000,000, and REALTOR® A files the listing with the MLS, offering a certain percentage of cooperative compensation.

REALTOR® C sees the listing and knows it would be a perfect fit for her buyers, but unfortunately, it's out of their price range. She discusses it with them, and they ask her to submit an offer for \$900,000. REALTOR® C explains the risks in submitting an offer so far below asking price, but the buyers are in love with the home and ask her to submit the offer anyway.

REALTOR® C submits the offer to REALTOR® A, who discusses it with Seller B.

Seller B is concerned about accepting an offer so far below the home's asking price, so REALTOR® A offers to reduce her commission, as articulated in the listing agreement, by 1% if Seller B wants to accept the offer of \$900,000 and ensure a quick sale. Seller B agrees to accept the offer and reduce the commission she pays to REALTOR® A by 1%.

REALTOR® A informs REALTOR® C that their offer was accepted, but that REALTOR® A is now being paid 1% less in commission. "Listen", she explains to REALTOR® C, "it seems like both of our clients are happy with the price if it means the sale moves quickly. Would you be willing to split the difference on my reduced commission and I pay you 0.5% less in cooperative compensation than I specified in the MLS?"

REALTOR® C agrees to accept 0.5% less than the commission specified in the MLS. After closing, REALTOR® C files an ethics complaint against REALTOR® A, alleging a violation of Article 3, as illustrated by Standard of Practice 3-2.

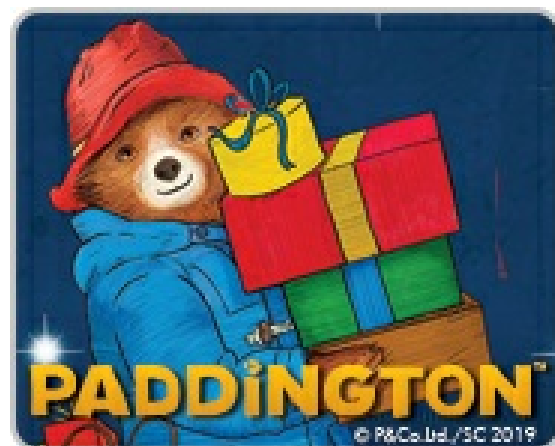
At the hearing on the matter, REALTOR® C argued that by asking her to accept 0.5% less in cooperative compensation after the offer was submitted, REALTOR® A was unilaterally modifying the compensation with regard to that transaction. The Hearing Panel disagreed and found no violation of Article 3, noting that Standard of Practice 3-3 specifically authorizes listing and cooperating brokers to enter into an agreement to change the compensation for a transaction at any time, and that the Code of Ethics would never interfere with the negotiation of commissions between listing and cooperating brokers. The Panel also noted that REALTOR® C could have said no to the reduced commission, and in that instance REALTOR® A would have been obligated to pay the commission stated in the MLS.

Be Homeful for the Holidays

The CT REALTORS® Foundation is proud to once again partner with the Connecticut Coalition to End Homelessness for our fourth annual "be homeful for the holidays" campaign. This campaign raises emergency assistance funds to help local families stay in the comfort of their homes and avoid experiencing the trauma of homelessness. Experiencing homelessness as a child is a prime indicator for experiencing homelessness as an adult, so our efforts can literally break the cycle of homelessness for generations to come.

For every \$25 donation, a Paddington book, bear or blankie will also be gifted to a child living in a shelter over the holidays. It's a win-win for CT's children in need!

If you have questions about this fundraiser contact [Peg Koellmer](#), MFCAR & Region 1 Chairperson.



YES, I want to help prevent family homelessness in CT

MFCAR CE CONNECTION

DECEMBER CE CLASSES

CODE OF ETHICS - CLASS IS FULL

INSTRUCTED BY: TERRY HASTINGS

WEDNESDAY, DECEMBER 4, 2019

9:30 AM - 12:30 PM

SAUGATUCK CONGREGATIONAL CHURCH

245 POST ROAD EAST, WESTPORT

AGENCY LAW & FAIR HOUSING 1 - Limited Seats Available

INSTRUCTED BY: RUDY CENCI

SATURDAY, DECEMBER 7, 2019

9:30 AM - 12:30 PM

MFCAR BOARD OFFICE

19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR

AGENCY LAW & FAIR HOUSING 2 - Limited Seats Available

INSTRUCTED BY: RUDY CENCI

SATURDAY, DECEMBER 14, 2019

9:30 AM - 12:30 PM

MFCAR BOARD OFFICE

19 IMPERIAL AVENUE, WESTPORT SECOND FLOOR

**Class Fee: \$25.00 for MFCAR Members
\$35.00 for Non-Members**

[CLICK HERE TO REGISTER ONLINE](#)

REMINDER we have a new registration system for our classes & events.
Refer to email sent to all members on 5/29.

[CLICK HERE FOR PRINTABLE REGISTRATION FORM](#)

Please note: Refreshments are not provided @ CE Classes.

No Refunds

Every even-year, all RES/Salespersons & REB/Brokers must complete four (4) - 3hr CE Classes.

**Broker renewal period: 4/1/18-
/31/20**

Salesperson renewal period: 6/1/18-5/31/20

The 4 CE Classes you must take (in any order) are:


- **CT Real Estate Agency Law & Fair Housing 1**
- **CT Real Estate Agency Law & Fair Housing 2**
- **Code of Ethics**
- **One Elective of your choice**

Exceptions:

Salespersons who passed their license test between 6/1/18-5/31/20 or Brokers who passed their test between 4/1/18-3/31/20, are only required to take 1 class - Code of Ethics, which is available free of charge on NAR website: Click here to take the FREE Ethics Class. (make sure you email certificate to mfcар@mfcар.com so that we can update your record in NAR)

If you prefer online Classes make sure you click on the CE Shop link from our website to obtain up to date promotion pricing.

Special Below VALID ONE DAY ONLY - NOVEMBER 29, 2019



SAVE 40%

PROMO CODE FRIDAY

The CE Shop

VALID 11/29 UNTIL 11:59PM CST

NEW MEMBERS

[CLICK FOR NEW MEMBERS - OCTOBER 2019](#)

LOCAL MARKET UPDATE - OCTOBER 2019

[CLICK HERE FOR THE OCTOBER 2019 FAIRFIELD LOCAL MARKET UPDATE](#)

[CLICK HERE FOR THE OCTOBER 2019 NORWALK LOCAL MARKET UPDATE](#)

[CLICK HERE FOR THE OCTOBER 2019 WESTON LOCAL MARKET UPDATE](#)

[CLICK HERE FOR THE OCTOBER 2019 WESTPORT LOCAL MARKET UPDATE](#)

[CLICK HERE FOR THE OCTOBER 2019 WILTON LOCAL MARKET UPDATE](#)

[CLICK HER FOR THE MFCAR BOARD OCTOBER 2019 MONTHLY INDICATORS REPORT](#) - INCLUDES TOWNS OF NORWALK, WESTON, WESTPORT & WILTON

Reports provided by SMART MLS - FAST STATS

MESSAGES FROM CTR

CTR 2020 Dues Increase and Dues Discount Options:

The CTR Board of Directors approved a \$100 dues increase for 2020. Individual members can receive a \$100 dues discount in 2020 under the criteria approved by the CTR Executive Committee, noted below.

Respond to any CTR Call for Action (CFA) by September 1, 2019; OR Participate in a CTR Advocacy or CTR Charitable event, should there be one, by September 1, 2019.

[CLICK FOR CTR'S 2019 TEXT OPT-IN CONSENT FORM](#)

For those REALTORS® who join on or after September 1, 2019, or after the last CFA or designated event, there will be an opportunity for that new member to respond to a generic CFA established by CTR before December 31, 2019. That option will NOT apply to those holding membership prior to that date.

Note: There are no provisions or goals that will rescind the dues increase for

the entire state's membership in 2020. Responding to a NAR Call for Action cannot meet the requirement as the accuracy of the reporting in that system is not reliable.

<http://ctrealtors.com/uploads/dues>

CTR – Connecticut REALTORS® asked us to reach out to all MFCAR members who are unsubscribed from CTR Emails and ask them to reconsider and opt back-in to their communications. CTR has a lot of campaigns in process that are directly related to their members. Legislative priorities include property taxes, school consolidation and regionalization, taxes on short term rentals and many more. CTR can't fight for its members without members support.

If you received an email from us please opt back-in so you will be informed of upcoming Calls for Action that need your support. With just a few clicks, you can take action on important real estate issue that effect your daily business and livelihood. This is a very effective way to get REALTORS® voices heard by lawmakers.

Please remember if you choose to opt back-in you will receive a confirmation email through Constant Contact from david@ctrealtors.com with instructions on how to confirm your opt back-in decision.

If you have questions related to this please email david@ctrealtors.com.