



The Mid-Fairfield Record

GOOD NEWS... we are back working in the office!

Dear MFCAR Members,

You can easily reach us by phone again at 203-227-4418.

Please note that we have a few guidelines in place for in person visits to the office.

1. You must schedule an appointment with us in advance.

- If you happen to show up without an appointment please stay in your car and give us a call at 203-227-4418.

2. When you arrive for your appointment park in the front circle and knock on the front door. If you come into the office you must wear a mask.

If you need to purchase a keybox please complete your purchase with the Smart MLS first. The Smart MLS will contact us advising us that your purchase is complete. In turn, we will reach out to you to schedule an appointment to pick up your keybox.

- Park in the front circle, give us a call and we will bring the keybox out to your car. Please test your keybox prior to leaving. Give us a call if your keybox is not working.



AUGUST

17 – 19 - NAR LEADERSHIP SUMMIT MEETINGS ZOOM - 11:00 a.m. – 2:00 p.m.

18 – [Homes.com Webinar - How to Capture and Convert Online Leads](#) 10:00 – 11:00 a.m.

18 - [MFCAR ZOOM General Membership Meeting](#) - School Superintendents from Norwalk, Weston, Wilton and Westport - 3:00 p.m. – 4:00 p.m.

21 - MFCAR ZOOM Board of Directors Meeting if needed - 10:00 a.m.



SEPTEMBER

7 - Labor Day - Board Office Closed

18 - Monthly MFCAR Board of Directors Meeting 10:00 a.m. Zoom

23 - **SAVE THE DATE** - MFCAR ZOOM General Membership Meeting on Ethics & Professional Standards Speaker: Katie Johnson (NAR – General Counsel) 10:00 a.m.
More Information to Come

PRESIDENT'S UPDATE

Hello Mid-Fairfield County REALTORS®!

Global pandemic, record power outages — nothing keeps us down.

Why do we associate as REALTORS®? Why do you devote funds to membership in our local, state, and professional associations?

Did you know that people making their living brokering the purchase and sale of real property began organizing civically and professionally over 100 years ago?

Did you know that REALTORS® and the National Association of REALTORS® maintains an impeccable reputation with the public, business, and local, state and national leaders for our role in American Life?

Your dues help maintain that. The benefits flow back to you by letting you find a marketplace where consumers want to use your services and pay your commissions. Where you can provide your services predictably and reliably because you work in a framework not created by you but inherited from the generations who have gone before (who probably mentored you as well). That framework doesn't maintain itself but is maintained by the ongoing attention of your levels of association to legislative issues, ethics issues, evolutions of tools and technology, providing authoritative data, and cheering your vocation and homeownership every day.

We always want our members to be involved in our work at the local association. Talk to Carol, me or any of our board members. We are all on the website
[-https://mfcar.com/board-of-directors/](https://mfcar.com/board-of-directors/)

One note on a planned program...Right now, you are bringing more new people to our towns than in decades. Many of them will want to know about schools. YOU **can** have the **latest** information by joining our General Membership meeting where you'll **Zoom with School Superintendents or representatives. AUGUST 18, at 3:00 PM. Register! Attend! Be in the Know!** Details in this newsletter.

The recommendation by CT REALTORS® against open houses (broker and public) still hasn't changed. Sell..sell..sell... but be your most creative self in finding ways to sell other than open houses.

What do you see happening in the marketplace? Are there issues, challenges, or opportunities you'd like to see your association working on? Call or text to let us know.

Keep vigilant on the Covid guidelines!

Sincerely,
Mark

Mark Gilrain
President, Mid-Fairfield County Association of REALTORS®



CAROL'S NEWS

JOIN THE MFCAR BOARD OF DIRECTORS

Are you interested in deepening your association involvement? Would you like to be a part of the decision-making body for your professional association? If your answer is yes, consider applying for a position on the 2021 Mid-Fairfield County Association of REALTORS® Board of Directors.



The Nominating Committee will be meeting in a few weeks to look at perspective Directors for the upcoming year. Maybe you're not ready for board involvement, but you know a fellow REALTOR® member who would serve the association well. Consider nominating that individual for one of the open director-at-large positions.

The MFCAR Board of Directors meet every third Friday of the Month. If there is no pressing business no director meetings are held during the summer months of July and August.

Please contact Carol Heins @ carolheins@mfcар.com or 203-227-4418 if you have interest in considering a position on our Board of Directors. I will be happy to answer any questions you might have.

~*~

REMINDER

If you have a complaint about another agent please email or call me to discuss. MFCAR has a complaint process which we have outlined on our website. You can view it by clicking this link: <https://mfcар.com/complaint-processes/>

Carol Heins
Associate Executive
MFCAR
203-227-4418
carolheins@mfcар.com

**Don't forget to register for
TOMORROW'S School
Superintendent's/Chief of School
Operations Panel
ZOOM MFCAR General Meeting
August 18, 2020
3:00 PM - 4:00 PM.**



Click Here to Register

Join us for our State of the Schools to find out what the towns of Norwalk, Westport, Weston and Wilton have decided to offer students and how they are going to implement the strategy.

Panelists include:

Norwalk

- Dr. Frank Costanzo - Chief of School Operations
- Patricia Rivera - Exec. Asst. to Superintendent
- Maura Perrottelli - Asst. to Superintendent
- Brenda Wilcox Williams - Norwalk Chief Communications officer

Westport

- Dr. Thomas Scarice - Superintendent of Schools
- Jennifer Caputo - Admin to Superintendent

Weston

- Dr. William McKersie - Superintendent of Schools

Wilton

- Dr. Kevin Smith - Superintendent of Schools

Please note that registration does not guarantee you will be admitted to the meeting as we are limited to 100 participants. Participants will be admitted to the meeting until capacity is reached.



Homes.com Webinar Series

Sponsored by Mid Fairfield County Association of REALTORS®

PLEASE USE THE WEBINAR REGISTRATION LINKS BELOW TO REGISTER

Webinar - [How to Capture and Convert Online Leads - 8/18/20 - 10:00 AM - 11:00 AM](#)

Webinar - [Master Virtual Tools for Your Listings - 8/25/20 10:00 AM - 11:00 AM](#)

[CLICK HERE TO PRINT FLYER](#)



How to Capture and Convert Online Leads

August 18th
from 10:00 AM to 11:00 AM

As the real estate market adjusts to our new normal, it is important to brush up on best practices and learn about new trends in consumer behavior. Your next client is more likely to come to you virtually than ever before. Learn how to handle online leads, tips & tricks to convert more clients, and discuss specific trends in your market.



Master Virtual Tools for Your Listings

August 25th
from 10:00 AM to 11:00 AM

Sellers demand to know how you will show and market their homes virtually and safely. Learn the differences between a virtual tour, virtual open house, and virtual showing. You'll also discover how to create a video from a few photos and how to upload, schedule, and conduct business virtually.



MFCAR 2020 SCHOLARSHIP WINNERS



EMELIA QUIST
Weston High School

Emelia is pictured with President Elect Nadine Tanen & President Mark Gilrain.



Daphne Ochoa Hernandez
Brien McMahon H.S.

Daphne is pictured with President Elect Nadine Tanen & President Mark Gilrain.



Erik Lebek
Wilton High School

Erik is pictured with President Elect Nadine Tanen & President Mark Gilrain.

RAYMOND GATES 2020 SCHOLARSHIP WINNERS



CAELAN CHEVRIER

Caelan is pictured with President Elect Nadine Tanen & President Mark Gilrain.



EMMA LIEBERMAN

Emma is pictured with President Mark Gilrain.



RYAN DUFF

Ryan is pictured with President Elect Nadine Tanen & President Mark Gilrain.



ETHICS CORNER

CASE INTERPRETATIONS RELATED TO ARTICLE 13: Case #13-1: Preparation of Instrument Unrelated to Real Estate Transaction (Reaffirmed Case #17-1 May, 1988. Transferred to Article 13 November, 1994. Revised November, 2001.)

Client A dropped in to see his friend, REALTOR® B, who had recently provided professional services to Client A's company. Client A said the company was sending him on business to the Far East; that the trip would involve a good deal of air travel in remote areas; and that he would like to leave a power of attorney with his wife while he was gone "just in case." He asked REALTOR® B if he would prepare a power of attorney for him and REALTOR® B said, "It's a simple document. I'll be glad to prepare one for you," and did.

This action came to the attention of the Grievance Committee of the Board of REALTOR®, which, after review, filed a complaint with the Board's Professional Standards Committee, charging Realtor® B with a violation of Article 13 of the Code of Ethics.

REALTOR® B's defense was that he understood Client A's request to be essentially for a real estate service since from his general knowledge of Client A's personal affairs, he knew that Client A could have no reason for giving his wife a power of attorney except to put her in a position to act in real estate transactions. He contended that because his preparation of a legal document was directly related to real estate matters, he had rendered real estate, not legal, services to Client A.

It was the judgment of the Hearing Panel that REALTOR® B's defense was without merit; that by preparing the power of attorney, he had engaged in the practice of law in violation of Article 13 of the Code.

November 3, 2020



SIGN UP FOR CTR TEXT ALERTS

**Are You Registered
to Vote?**



MFCAR'S REALTOR® membership count as of MAY 2020 is 1045 members. To date, only 511 members have signed up for CTR text alerts.

With things happening so quickly, CTR has been sending text alerts to keep all Members up to date with the latest information REALTORS® need to know.

Please take a moment and sign up so you can get timely, first hand information to help you run your business more effectively and efficiently.

Be in the know. Sign up is simple go to <http://ctrealtor.com/text> or text 528-86.

[Click Here to Check](#)



JULY 2020

**[CLICK HERE FOR THE JULY 2020
FAIRFIELD LOCAL MARKET UPDATE](#)**

**[CLICK HERE FOR THE JULY 2020
NORWALK LOCAL MARKET UPDATE](#)**

**[CLICK HERE FOR THE JULY 2020
WESTON LOCAL MARKET UPDATE](#)**

**[CLICK HERE FOR THE JULY 2020
WESTPORT LOCAL MARKET UPDATE](#)**

**[CLICK HERE FOR THE JULY 2020
WILTON LOCAL MARKET UPDATE](#)**

[CLICK HERE FOR THE MFCAR BOARD](#)



**Click here to visit CTR's
dedicated Coronavirus
page for the latest
information & guidance for
CTR Members**



NEW MEMBERS JULY 2020

Total Affiliate Membership –

~~~~~

Total REALTOR® Membership –

[Click Here for JULY New Members](#)

## REMINDER TO EMAIL MFCAR YOUR ETHICS CERTIFICATES

If you took Ethics outside of MFCAR, online or through another board, please email your ETHICS CERTIFICATE to [MFCAR@MFCAR.COM](mailto:MFCAR@MFCAR.COM) so that we can update your NAR record. *(Please only send us your Ethics Certificate)*

All REALTOR® & APPRAISER members who have access to the Smart MLS need to comply with NAR's Code of Ethics Requirements which states: Existing REALTOR® members must complete 2.5 hours of ethics training, meeting specific learning objectives and criteria, within three-year cycles.

### Current Cycle

January 1, 2019 to December 31, 2021

### Future Cycle

January 1, 2022 to December 31, 2024



### How to Get Your REALTOR® Membership Card

Getting your card is simple:

- [Visit the Membership Card page.](#)
- Log-in with your nar.realtor username and password. Forgot your username or password? [Look it up here](#), or call NAR's Member Support at 800-874-6500 if you're still having trouble.
- Your designations and certifications are pulled directly from your NRDS records.



### Connecticut State Department of Consumer Protection

#### Real Estate License Change of Information

##### NAME CHANGE:

To report a name change, please send an email to [DCP.Licenservices@ct.gov](mailto:DCP.Licenservices@ct.gov) with the following information:

- Real estate license number
- Current name on license
- New name
- A copy of an official court document reflecting the legal name change (marriage certificate, divorce decree) or a copy of a driver's license reflecting the name change.



The card can be added to your Apple Wallet, saved to Google Pay, or sent to you directly via email as a PDF file.

**ADDRESS CHANGE:**

To report a change of address, please send an email to

[DCL.Licenseservices@ct.gov](mailto:DCL.licenseservices@ct.gov) with the following information:

- Real estate license number
- Date of birth
- Current address of record
- New address



CTR members are eligible to receive discounts and access to several member benefits.

<https://www.ctrealtors.com/members/member-benefits-partners/>



**REALTOR® Benefits Program**

Designed with you in mind, the REALTOR® Benefits Program is your official member benefits resource, bringing you savings and unique offers on products and services just for REALTORS®.

See our limited-time offers below.

- [View all partners](#)
- [Learn more about the Program](#)

