



DECEMBER 2021 Newsletter

CALENDAR

DECEMBER

17 - Board Of Directors Meeting - Zoom
10:00 AM

23 - MFCAR Board Office closes @ 1:00 PM

24 - MFCAR Board Office Closed - Christmas
Holiday

31 - MFCAR Board Office Closed - New Year's
Eve

JANUARY

4 - [Real Estate Safety Matters ZOOM CE Class](#)
9:30 AM - 12:30 PM

11 - [CT Real Estate Law for Brokers &
Salespersons ZOOM CE Class](#)
9:30 AM - 12:30 PM

17 - MFCAR Board Office Closed - MLK Day

20 - [Understanding & Preventing Bias ZOOM
CE Class](#)
9:30 AM - 12:30 PM

President's Update

Dear MFCAR Members,

Thank you for a wonderful year as President of MFCAR – it has truly been an honor to serve our members. I know that we are in for a fantastic 2022 with leaders Ken & Annette as well as MFCAR Associate Executive Carol, and our wonderful office staff - Danielle and Anissa.



On December 13th we held a virtual Annual MFCAR Meeting to induct our 2022 Board of Directors by incoming CTR 2022 President Tammy Felenstein.

MFCAR 2022 SLATE OF OFFICERS & DIRECTORS

PRESIDENT: Ken D'Arinzo
Realty One Group Connect - Norwalk

PRESIDENT/ELECT: Annette Fiorenza
Higgins Group - Westport

PAST PRESIDENT: Nadine Tanen
BHHSNE – Westport

TREASURER: Marilyn Katz
BHHSNE - Westport

21 - MFCAR Board of Directors Meeting
10:00 AM

25 - [Code of Ethics ZOOM CE Class](#)
[9:30 AM - 12:30 PM](#)

February

4 - [Bradford Tax Solutions Tax-Reduction Strategies Zoom Seminar](#)
10:00 AM - 12:30 PM

18 - MFCAR Board of Directors Meeting
10:00 AM

FAST STATS

- [MFCAR Board Stats Report November 2021](#)
- [Fairfield November 2021](#)
- [Norwalk November 2021](#)
- [Weston November 2021](#)
- [Westport November 2021](#)
- [Wilton November 2021](#)

- [NOVEMBER NEW MEMBERS](#)
- [2022 CE REQUIREMENTS](#)
- [CE CLASS SCHEDULE](#)

Carol's News

Do you know anyone looking to take the Principles & Practices of Real Estate Pre-Licensing Course?



If so please let them know that we will be running a live virtual class this winter.

Class Schedule:
Tuesday & Thursday Evenings from
6:00 PM – 9:00 PM

- February 22 & 24
- March 1, 8, 10, 15, 22, 24, 29, 31
- April 5, 7, 12, 19, 21, 26, 28
- May 3, 10, 12, 17, 19
- Final Exam May 24

Class will not be held on March 3, 17 & April 14 & May 5.

[Please share our course registration for with anyone interested.](#)

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

ONE YEAR DIRECTORS
Thomas Shrum/William Pitt Sotheby's – Westport
Carole Hendrickson/William Raveis - Westport
Donna Karnes/William Pitt Sotheby's – Westport

TWO YEAR DIRECTORS
Kimberly Wilson/Coldwell Banker – Greenwich
Cynthia Dul/BHHSNE – Westport
Kim-Marie Mullin/Hudson + Sound Brokerage – Westport

THREE YEAR DIRECTORS
Kathryn Groves/BHHSNE - Wilton
Sarah Fair/ William Raveis – Wilton
Ryan Loechner/Coldwell Banker - Westport

2022 CTR STATE DIRECTORS
Ken D'Arinzo/Realty One Group Connect – Norwalk
Annette Fiorenza/Higgins Group - Westport
Nadine Tanen/BHHSNE – Westport
Mark Gilrain/Brown Harris Stevens CT – Westport
Cheryl Scott-Daniels/CSD Select Homes – Westport
Carol Heins/MFCAR – Westport – Associate Executive

Congratulations to the winners of our virtual Trivia Game hosted by Get Your Entertainment On!

First Prize Winner \$100.00 – Ryan Loechner Coldwell Banker- Westport
\$25.00 donation to Be Homeful for the Holidays Campaign in Ryan's name

Second Prize Winner \$75.00 – Deb Alderson Berkshire Hathaway- Westport
\$25.00 donation to Be Homeful for the Holidays Campaign in Deb's name

Third Prize Winner/\$50.00 – Gail Latone William Raveis- Wilton
\$25.00 donation to Be Homeful for the Holidays Campaign in Gail's name

Mid-Fairfield County Association of REALTORS®, Inc. Matched \$75.00 to Be Homeful for the Holidays Campaign.

The MFCAR “elves” will be delivering the boxes of Paddington Bears to Homes with Hope and Malta House next week.

Happy Holidays and a Joyous New Year!

Nadine Tanen
2021 MFCAR President

We have 151 members who DO NOT have a CYCLE 6 Ethics class in their NAR record.

MFCAR Members Missing Cycle 6 Ethics as of 12-14-2021.

Effective January 3, 2022. All Members without a Cycle 6 Ethics class will be SUSPENDED from

Remember to Sign Up for Text Alerts

Lawmakers are still considering a proposed new buyers conveyance tax. [Listen](#) to how and why this issue matters. CTR will alert you when additional action is needed. If you haven't already, register for the CTR Text Alert System at ctrealtors.com/text.



MFCAR & the Smart MLS.

Please see if your name is on our list, if so email your Ethics certificate for a class taken in 2019, 2020 or 2021 to mfcар@mfcар.com so we can update your record.

If you didn't take an Ethics class during that time you'll need to take one prior to 12/31/2021 and send us the certificate.

IMPORTANT NOTE: when you take CE classes the classes are reported to PSI. PSI DOES NOT report your Code of Ethics to NAR or MFCAR. You must email us your Code of Ethics certificate after every class (if taken outside of MFCAR) in order to keep your record up to date and be in good standing with NAR & MFCAR.



USED KEYBOX ALERT

Do you need keyboxes? We have some used keyboxes available. Used keyboxes must be paid for by cash or check, keybox prices are set and paid to the seller.

Call MFCAR at 203-227-4418 to check availability prior to coming to the office.

MFCAR 2022 Membership Dues

The MFCAR 2022 Membership Dues Invoices were emailed to all MFCAR REALTOR® and Affiliate members in early December. They were sent from Anissa@MFCAR.com.

If you can't locate your invoice:

- Please check all of your email account and your junk/spam folders.
- Email Anissa and ask her to resend it to you. Remember it is extremely important you keep us advised of office and email changes so that our communications make it to you in a timely manner. Please email us with all office & email changes.

Payment is due by January 31, 2021. If you've decided to go into referral or resign from real estate, please email Anissa@MFCAR.com so that we can update our records. If you are leaving the business please provide MFCAR with WRITTEN notice of your resignation/termination by 1/31/2021.

Please remember that there are no refunds once payment is made.

ETHICS CORNER

Case #1-30: Multiple Offers Where Listing Broker Agrees to Reduce Listing Broker's Commission. (Adopted November, 2002, Revised May 2019)

REALTOR® A listed Seller S's house. He filed the listing with the MLS and advertised to interest prospective purchasers. Seller S's house was priced reasonably and attracted the attention of several potential purchasers.

Buyer B learned about Seller S's property from REALTOR® A's website, called REALTOR® A for information, and was shown the property by REALTOR® A several times.

Buyer X, looking for property in the area, engaged the services of REALTOR® R as a buyer representative. Seller S's property was one of several REALTOR® R introduced to Buyer X.

After the third showing, Buyer B was ready to make an offer and requested REALTOR® A's assistance in writing a purchase offer. REALTOR® A helped Buyer B prepare an offer and then called Seller S to make an appointment to present the offer that evening.

Later that same afternoon, REALTOR® R called REALTOR® A and told him that he was bringing a purchase offer to REALTOR® A's office for REALTOR® A to present to Seller S. REALTOR® A responded that he would present Buyer X's offer that evening.

That evening, REALTOR® A presented both offers to Seller S for his consideration. Seller S noted that both offers were for the full price and there seemed to be little difference between them. REALTOR® A responded,

“They’re both good offers and they’ll both net you the same amount.” Seller S asked about the feasibility of countering one or both of the offers. REALTOR® A agreed that was a possibility, but noted that countering a full price offer could result in the buyer walking away from the table. Besides, he reminded Seller S, production of a full price offer triggered REALTOR® A’s entitlement to a commission under the terms of their listing agreement. Seller S acknowledged that obligation but expressed regret that, faced with two full price offers, there was no way to increase the proceeds he would realize from the sale of his property. “I’ll tell you what,” said Seller S, “if you’ll reduce your commission, I’ll accept the offer you procured. While you’ll get a little less than we’d agreed in the listing contract, you’ll still have more than if you had to pay the other buyer’s broker.”

Seeing the logic of Seller S’s proposal, and realizing that he and the seller were free to renegotiate the terms of their agreement, REALTOR® A agreed to reduce his commission by one percent. Seller S, in turn, accepted Buyer B’s offer and the transaction closed shortly thereafter.

Upset that his purchase offer hadn’t been accepted, Buyer X called Seller S directly and asked, “Just to satisfy my curiosity, why didn’t you accept my full price offer to buy your house?” Seller S explained that he had accepted a full price offer produced by REALTOR® A because of REALTOR® A’s willingness to reduce his commission by one percent.

Buyer X shared Seller S’s comments with REALTOR® R the next day. REALTOR® R, in turn, filed an ethics complaint alleging that REALTOR® A’s commission reduction had induced Seller S to accept the offer REALTOR® A had produced, that REALTOR® A’s commission reduction made his presentation of the competing offer less than objective and violated Article 1, as interpreted by Standard of Practice 1-6, and that REALTOR® A’s failure to inform him of the change in his (REALTOR® A’s) commission arrangement violated Article 3, as interpreted by Standard of Practice 3-4.

At the hearing, REALTOR® A defended his actions stating that he had said nothing inaccurate, untruthful, or misleading about either of the offers and that he understood that his fiduciary duties were owed to his client, Seller S, and that he and Seller S were free to renegotiate the terms of their listing agreement at any time. REALTOR® A acknowledged that by reducing his commission with respect to an offer he produced, he might arguably have created a dual or variable rate commission arrangement of the type addressed in Standard of Practice 3-4. He pointed out that if that commission arrangement had been a term of their agreement when the listing agreement was entered into, or at some point other than Seller S’s deciding which offer he would accept, then he would have taken appropriate steps to disclose the existence of the modified arrangement. He noted that Standard of Practice 3-4 requires disclosure of variable rate commission arrangements “as soon as practical” and stated that he saw nothing in the Standard that required him and his client to call “time-out” while the existence of their renegotiated agreement was disclosed to other brokers whose buyers had offers on the table—or to all other participants in the MLS. He acknowledged that if the accepted offer had subsequently fallen through and Seller S’s property had gone back on the market with a variable rate commission arrangement in effect (where one hadn’t existed before), then the existence of the variable rate commission arrangement would have had to have been disclosed. But, he concluded, the accepted offer hadn’t fallen through so disclosure was not feasible or required under the circumstances.

The Hearing Panel agreed with REALTOR® A’s reasoning and concluded that he had not violated either Article 1 or Article 3, regardless of whether he or the seller had suggested the reduction of REALTOR® A’s commission.

Join us for a special event in support of the *be homeful* project

BOOK READING

Tuesday, December 21 | 7:00 pm
via Zoom or LIVE on Facebook

By UConn Women's Basketball Players

UConn Women's basketball is teaming up with the CT REALTORS Foundation to bring home the win for the CT Coalition to End Homelessness *be homeful for the holidays* campaign to end family homelessness in CT.

Join us via Zoom on Tuesday, December 21 at 7 pmor LIVE on [Facebook.com/ctrealtorsfoundation](https://www.facebook.com/ctrealtorsfoundation) where UConn Women’s basketball players will read the story about Paddington’s™ journey to finding a home.via Zoom on Tuesday, December 21 at 7 pmor LIVE on UConn Women’s basketball players will read the story about Paddington’s™ journey to finding

a home.

Who can attend?

This event is open to all - so share with your family, friends, colleagues. Get your kids or grandkids to join in and hear the story of Paddington™ and how he started out homeless. Take the opportunity for them to learn more about those who aren't lucky enough to have a place to call home.

Is there a registration fee?

There is no fee to attend, but a donation to the **be homeful for the holidays** campaign is very much appreciated. 100% of your donation goes directly towards preventing family homelessness in CT. For every \$25 donation, a Paddington™ bear is gifted by the CTR Foundation to a child living in a shelter for the holidays.

Pre-registration is encouraged in order to receive the Zoom link and reminders for this event.

[Donate to Be Homeful Campaign](#)

[Register for the Zoom Book Reading](#)



**Get a Fresh Start for 2022 and
Keep More of Your Money!**

**Tax Reduction Strategies for the
Real Estate Professional
Zoom Seminar**

Friday, 2/4/2022

10:00 am-12:30 pm, EST

(Please log in 10 minutes early. Seminar begins promptly)

**You must pre-register for this class
Space is limited**

Class will **not** be recorded.

[Click to Register](#)

 **BRADFORD
TAX SOLUTIONS**

Here's some of what you'll learn:

- HOW to **POWER BOOST** Your **NEW 2022 deductions**: Best business practices to **optimize tax benefits** and understand your elite status as a taxpayer.
- HOW TO *qualify* for Your **NEW 2022 BIG Deductions NOW!**
- HOW TO deduct all of your **FAMILY'S MEDICAL COSTS**-even dental-as a real estate **BUSINESS** expense!
- Why your accountant can't "**just take**" the deductions for you.
- HOW to deduct your **Home Office**...simplified, made safe, and expanded to **multiple deductions!** Learn the rules to **INCREASE** this deduction!
- **WHY** you may want to buy a **new or pre-owned car sooner than you think**...the great new "**makeover**" of the **CAR DEDUCTION** rules you will want to take advantage of!
- THE **New...and Improved**...food and beverage deductions for real estate professionals that you probably don't know about.

After this seminar, you'll have what you need to bring to your tax accountant, so you can keep more of your income this year and

Licensing & Continuing Education Information

State of CT Continuing Education Requirements for Salespersons and Brokers

Every two years, the CT DCP's Real Estate Commission requires licensees to complete a minimum of 12 hours of continuing education (CE). **Continuing Education is due on the even-numbered renewal years** and must be completed PRIOR to renewing your license in all even-numbered years.

For 2022: The State of CT DCP has announced that a 100% audit will be performed on all Salespersons and Brokers licensed in CT to determine that all licensees have completed and satisfied their requirements.

To meet CT & NAR's requirements MFCAR recommends you take:

- **Mandatory for CT - Must be taken Live Virtual or in Person Only.**
 1. CT Real Estate Law for Brokers & Salespersons
 2. Understanding and Preventing Racial Bias in Real Estate
- **One Elective of your choice - Can be taken, Live, Live Virtual or online.**
- **Mandatory for NAR - Can be taken, Live, Live Virtual or online.**
 1. Code of Ethics

MFCAR Zoom Classes are live virtual and have limited enrollment per class. Registrants should join the virtual class via computer, laptop or iPad/tablet with a working camera and microphone. They should log into the class by 9:20 in case they run into technical issues, it will give them time to resolve them. All registrants will be placed in a waiting room until the instructor is ready to start the class.

FOR THE ENTIRE CLASS DURATION STUDENTS MUST APPEAR

- **LIVE ON-SCREEN - PAYING ATTENTION TO THE INSTRUCTOR**
- **PLEASE BE AWAKE & ALERT**
- **YOU MUST LOOK INTO THE CAMERA - WE NEED TO SEE YOUR FACE NOT THE TOP OF YOUR HEAD**
- **NOT DRIVING IN THE CAR**

FAILURE TO DO SO WILL RESULT IN BEING DROPPED FROM THE CLASS WITHOUT CE CREDIT OR CLASS CREDIT.

The class link will be emailed to all registrants the day before class to the email used during registration. **If you have multiple email accounts please check them all for the link.** Please check your junk/spam folder if you can't find it. Additionally, the link will be sent out again around 9:00 AM the morning of the class. If you have trouble accessing the class, please call 203-227-4418 for assistance.

At time of registration email us a picture of the front of your driver's license for identification verification. Email to mfcар@mfcар.com. CE Certificates will not be emailed out until a picture of your driver's license is received.

MFCAR Members: Online registration preferred. Online Registration uses the same system to pay your MFCAR dues online. Login = NRDS# - Password = Last name (only first letter is capitalized i.e., Smith) Don't know your NRDS # **Look up your NRDS # Here**. Fax credit card registrations to 203-226-7390 or Email to mfcар@mfcар.com. Questions email mfcар@mfcар.com or call 203-227-4418.

[Printable Class Schedule](#)

We will email you a link to the ZOOM CE class 30 minutes prior to the class.

JANUARY – MARCH 2022
MFCAR Live/Virtual - ZOOM CE Class Schedule

At time of registration, email us a picture of the front of your driver's license for identification verification. Email to mfcар@mfcар.com. CE Certificates will not be emailed out until a picture of your driver's license is received.

REAL ESTATE SAFETY MATTERS - ELECTIVE Instructed by: Kim-Marie Mullin	TUESDAY, JANUARY 4 9:30 am – 12:30 pm	<input type="checkbox"/>
CT REAL ESTATE LAW FOR BROKERS & SALESPERSONS * Instructed by: Terry Hastings	TUESDAY, JANUARY 11 9:30 am – 12:30 pm	<input type="checkbox"/>
UNDERSTANDING & PREVENTING BIAS IN REAL ESTATE * Instructed by: Kim-Marie Mullin	THURSDAY, JANUARY 20 9:30 am - 12:30 pm	<input type="checkbox"/>
CODE OF ETHICS Instructed by: Kim-Marie Mullin	TUESDAY, JANUARY 25 9:30 am – 12:30 pm	<input type="checkbox"/>
PRINCIPLES OF SURVEYING – ELECTIVE Instructed by: Daniel Laferriere, P.L.S.	TUESDAY, FEBRUARY 1 9:30 am - 12:30 pm	<input type="checkbox"/>
CT REAL ESTATE LAW FOR BROKERS & SALESPERSONS* Instructed by: Kim-Marie Mullin	THURSDAY, FEBRUARY 10 9:30 am – 12:30 pm	<input type="checkbox"/>
UNDERSTANDING & PREVENTING BIAS IN REAL ESTATE * Instructed by: Kim-Marie Mullin	TUESDAY, FEBRUARY 15 9:30 am - 12:30 pm	<input type="checkbox"/>
CODE OF ETHICS Instructed by: Kim-Marie Mullin	THURSDAY, FEBRUARY 24 9:30 am – 12:30 pm	<input type="checkbox"/>
CT REAL ESTATE LAW FOR BROKERS & SALESPERSONS * Instructed by: Kim-Marie Mullin	TUESDAY, MARCH 1 9:30 am - 12:30 pm	<input type="checkbox"/>
SMART AGENT, SMART CLIENT Instructed by: Brian Backman	WEDNESDAY, MARCH 9 9:30 am - 12:30 pm	<input type="checkbox"/>
UNDERSTANDING & PREVENTING BIAS IN REAL ESTATE * Instructed by: Kim-Marie Mullin	THURSDAY, MARCH 10 9:30 am - 12:30 pm	<input type="checkbox"/>
CODE OF ETHICS Instructed by: Kim-Marie Mullin	TUESDAY, MARCH 15 9:30 am – 12:30 pm	<input type="checkbox"/>

*- Connecticut Mandatory Class

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IMPORTANT LINKS

[MFCAR Affiliate Members](#)
[Department of Consumer Protection](#)
[Connecticut License Verification](#)
[CTR Attorneys](#)
[Code of Ethics Cycles](#)

[Coastal Property Owner Brochure](#)
[CTR Text Alerts](#)
[NAR Text Alerts](#)
[REALTOR® Party Mobile Alerts](#)
[RPAC](#)

[Check Your Code of Ethics Status](#)
[NAR REALTOR® Membership Card](#)
[CTR REALTOR® Member Benefits](#)
[NAR REALTOR® Benefits Program](#)
[Person To Person](#)
[Food Recovery Network](#)
[The Diaper Bank of Connecticut](#)

[RPAC Invest](#)
[Documents/Forms/Links](#)
[MFCAR Website](#)
[MFCAR Complaint Process](#)
[Emeritus Status Application Process](#)
[2022 CE Requirements](#)
[Town of Weston Map](#)

