



JANUARY 2022 Newsletter

CALENDAR

JANUARY

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

21 - MFCAR Board of Directors Meeting
10:00 AM

24 - Program Committee Meeting – 8:30 AM

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

28 - [Code of Ethics and Risk Management: How to Stay Out of Trouble! ZOOM Lunch & Learn](#)
11:30 AM - 12:30 PM

February

1 - [PRINCIPLES OF SURVEYING - Elective](#)
9:30 AM – 12:30 PM

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

9 - **SAVE THE DATE - MORE INFORMATION TO COME - MFCAR General Meeting on TEAMS.**
Guest Speakers Cindy Butts and Kathy Elson
10:00 AM - 11:30 AM

10 - [CT REAL ESTATE LAW FOR BROKERS AND SALESPERSONS](#)
9:30 AM – 12:30 PM

15 - AE Meeting – 10:00 AM

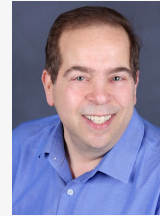
15 - [UNDERSTANDING AND PREVENTING BIAS IN REAL ESTATE](#)
9:30 AM – 12:30 PM

18 - MFCAR Board of Directors Meeting

President's Update

Dear MFCAR Members,

I am honored to be the 2022 President of The Mid-Fairfield County Association of REALTORS®.



Hopefully, in the near future, we can all safely get together, network, and share ideas.

MFCAR continues to provide a wealth of training and information. There are links within the website for many of your real estate questions or needs. A quick call to the office will have Carol, Anissa or Danielle able to assist you. Please be sure to read your emails about upcoming opportunities and details of our membership meetings, “Lunch & Learns”, continuing education, and Pre-licensing classes.

My goal for MFCAR in 2022 is that we all focus on some “C” s.

Connection, Cooperation, and Communication.

Connection – We are all good at connecting with our clients. Carry that along to your business partners and personal contacts.

Cooperation – We focus on what we need to do to perform our services to our clients. Consider the other sides of the transaction, REALTORS®, attorneys, appraisers, inspectors. Be willing to provide the information you have that can assist them in doing their best for their clients and the transaction.

Communication – We need to evaluate how we communicate with each other. Each and everyone of us has had an experience of “If I had only known that information”. The majority of Ethics/Core standard grievance

10:00 AM

21 - Presidents Day – MFCAR Office Closed

24 - [CODE OF ETHICS](#)

9:30 AM – 12:30 PM

FAST STATS

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

- [DECEMBER 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

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



complaints and hearings are results of communication issues.

The MFCAR Board of Directors are always looking for participation in our committees, your ideas and input for upcoming meetings and educational opportunities.

Please reach out to us.

Wishing you all much success in 2022!
Ken D'Arinzo

ZOOM LUNCH & LEARN

Code of Ethics and Risk Management: How to Stay Out of Trouble!

**Friday, January 28th
11:30 AM - 12:30 PM**

Join us for this recorded presentation presented by Barbara Betts and hosted by Deb Alderson. (This is not a CE class.)

In this information-packed deep dive on the Code of Ethics and Risk Management you will learn how to reduce your exposure to ethics complaints and the associated liability. We've all had those uh-oh moments when we thought words or actions could lead to trouble. Learn best practices that you can incorporate immediately into your daily real estate business to manage the risk of potential litigation.

Barb is a successful REALTOR®, Broker and CEO, Educator, Speaker, and Trainer with a passion for all things Real Estate. She is known as an influencer in the Real Estate industry and is consistently known for impacting everyone that she speaks to. She has a passion for her industry and is highly involved at a local, state, and national level.

CLICK TO REGISTER



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, 2022. 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 1/31/2022.

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



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

MFCAR 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.](#)

ETHICS CORNER

Case #2-19: Deceptive Information in MLS Database

(Adopted May, 2004. Revised May, 2017.)

REALTOR® R searched the MLS database of current listings on behalf of his client, Dr. Z, who had recently completed his residency and was returning home to take a position on the staff of the community hospital. REALTOR® R's search returned several listings that satisfied Dr. Z's requirements, including a two-story residence listed with REALTOR® B

that showed, in the "Remarks" section, "Pay your mortgage with rent from the apartment upstairs."

REALTOR® R sent the listings he'd identified in an e-mail to Dr. Z. A day later, REALTOR® R received a call from Dr. Z who told him there was something about REALTOR® B's listing that struck him as odd. "That house is in the neighborhood I grew up in," said Dr. Z, "I also remember our neighbors having a problem with the Building Department when they added a kitchen on the second floor so their grandmother could have her own apartment."

REALTOR® R assured Dr. Z that he would make the necessary inquiries and get back to him promptly. His call to the Building Department confirmed Dr. Z's suspicion that the home was zoned single family.

Feeling embarrassed and misled by REALTOR® B's apparent misrepresentation, REALTOR® R filed a complaint with the local association of REALTORS® alleging misrepresentation on the part of REALTOR® B for publishing inaccurate information in the MLS.

At the hearing convened to consider REALTOR® R's complaint, REALTOR® B acknowledged the seller had told him that the conversion had been made to code but without the necessary permits, and the apartment had never been rented. "I assumed the new owners could get a variance from the Building Department," he said.

The Hearing Panel did not agree with REALTOR® B's defense or rationale and concluded that showing a single family home as having income-producing potential from an upstairs apartment which had never been rented was a misrepresentation that violated Article 2.



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



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 beyond!

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:

- CT Real Estate Law for Brokers & Salespersons -**Must be taken Live Virtual or in Person Only.**
- Understanding and Preventing Racial Bias in Real Estate- **Due to DCP revision January 2022 can be taken Live, Live Virtual or Online.**
- One Elective of your choice - Can be taken, Live, Live Virtual or online.

Mandatory for NAR:

1. Code of Ethics - Can be taken, Live, Live Virtual or online.

MFCAR Zoom classes are live virtual. 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
- BE AWAKE & ALERT
- LOOKING INTO THE CAMERA - WE NEED TO SEE YOUR FACE NOT THE TOP OF YOUR HEAD. IF YOU CAN'T SEE YOURSELF, WE WON'T BE ABLE TO SEE YOU EITHER...

STUDENTS SHOULD NOT BE:

- DRIVING IN THE CAR
- COOKING
- GETTING A HAIRCUT
- TALKING ON THE PHONE
- WATCHING TV
- TALKING TO OTHERS IN YOUR HOME/OFFICE
- IN YOUR PAJAMAS

Keep an eye on your ZOOM chat as we will contact you through it for any issues. If the issue is not corrected, we will remove you from the class WITHOUT CE CREDIT or CLASS CREDIT.

The first class ZOOM link will be emailed to all registrants the day before class and the second ZOOM link will be emailed to you 30 minutes prior to the 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.

Notify us by emailing mfcар@mfcар.com or by phone 203-227-4418 prior to class if you cannot attend. Refunds or credits will not be issued to No-Shows or students dropped from the class. The DCP Real Estate Commission may audit live virtual classes. Late arrivals will not be admitted to the class and will not be given a credit to transfer to another class.

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 mfcар@mfcар.com. Questions email mfcар@mfcар.com or call 203-227-4418.

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 MFCAR 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.

[Printable Class Schedule](#)

IN REAL ESTATE
THURSDAY, JANUARY 20
9:30 am – 12:30 pm
Instructed by: Kim-Marie Mullin

[CLICK TO REGISTER](#)

TUESDAY, JANUARY 25
9:30 am – 12:30 pm
Instructed by: Kim-Marie Mullin

[CLICK TO REGISTER](#)

PRINCIPLES OF SURVEYING - Elective
TUESDAY, FEBRUARY 1
9:30 am – 12:30 pm
Instructed by: Daniel Laferriere, P.L.S.

[CLICK TO REGISTER](#)

CT REAL ESTATE LAW FOR BROKERS AND SALESPERSONS
THURSDAY, FEBRUARY 10
9:30 am – 12:30 pm
Instructed by: Kim-Marie Mullin

[CLICK TO REGISTER](#)

UNDERSTANDING AND PREVENTING BIAS IN REAL ESTATE
TUESDAY, FEBRUARY 15
9:30 am – 12:30 pm
Instructed by: Kim-Marie Mullin

[CLICK TO REGISTER](#)

CODE OF ETHICS
THURSDAY, FEBRUARY 24
9:30 am - 12:30 pm
Instructed by: Kim-Marie Mullin

[CLICK TO REGISTER](#)

CT REAL ESTATE LAW FOR BROKERS AND SALESPERSONS
TUESDAY, MARCH 1
9:30 AM - 12:30 PM
Instructed by: Kim-Marie Mullin

[CLICK TO REGISTER](#)

SMART AGENTS SMART CLIENTS - Elective
WEDNESDAY, MARCH 9
9:30 AM - 12:30 PM
Instructed by: Brian Backman

[CLICK TO REGISTER](#)

UNDERSTANDING AND PREVENTING BIAS IN REAL ESTATE
THURSDAY, MARCH 10
9:30 am – 12:30 pm
Instructed by: Kim-Marie Mullin

[CLICK TO REGISTER](#)

CODE OF ETHICS
TUESDAY, MARCH 15
9:30 am - 12:30 pm
Instructed by: Kim-Marie Mullin

[CLICK TO REGISTER](#)

CE Shop - ONE DAY SALE - January 26th Save 40% with Promo Code: BRIGHT

DON'T MISS OUT ON THE BEST REAL ESTATE EDUCATION

We're offering amazing savings on our award-winning real estate education.

This discount is available site-wide one day only on **January 26th!** Don't miss out on your chance to save big on all Pre-Licensing, Exam Prep, Post-Licensing, and Continuing Education.

BUY NOW AT

MFCAR.TheCEShop.com

promo code

BRIGHT

Valid 01/26/22 until 11:59 PM CT on all real estate products. Prices, promotions, and products are subject to change without notice. Discount also applies to OH package features, Exam Prep Edge, and Post-Licensing only.



WITH OUR INDUSTRY-LEADING COURSES,
YOUR FUTURE IS BRIGHT.

SAVE 40%

ON THE BEST ONLINE
REAL ESTATE COURSES



IMPORTANT LINKS

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

[Coastal Property Owner Brochure](#)
[CTR Text Alerts](#)
[NAR Text Alerts](#)
[REALTOR® Party Mobile Alerts](#)
[RPAC](#)
[RPAC Invest](#)
[Documents/Forms/Links](#)
[MFCAR Website](#)
[MFCAR Complaint Process](#)
[Emeritus Status Application Process](#)
[2022 CE Requirements](#)
[Town of Weston Map](#)

VOTE

ACT

INVEST

REALTORParty.realtor

