



## MFCAR UPDATE

[EVENT CALENDAR](#)

[MILL RATES](#)

[ETHICS CORNER](#)

Dear MFCAR Members:

We are closing out the summer and gearing up for the fall market.

### **CLAMBAKE**

Please come and celebrate at the MFCAR Clambake being held on Wednesday September 21, 2022, from 3-7pm. Rain date is September 22, 2022.



Bring your family and friends. It's a great opportunity to reconnect with our business partners. We have wonderful affiliate sponsors for this event. They have agreed to cover some of the expenses for the event including rental of the tables and chairs, beverages, beach rental fees, etc.

### **Please support our Affiliate Sponsors:**

- All Hardwood Floors
- Cross Country Mortgage
- Westys Storage
- SmartMLS
- The Russell Agency, LLC
- Lisa Gioffre-Baird – Law Offices of Gioffre & Gioffre
- Heins Landscaping

Please contact the MFCAR board office to register at 203-227-4418, they will ask for your payment method and dinner choice at that time. It is open bar – Beer and Wine.

### **CE CLASSES/ NEW Requirements - IMPORTANT CHANGES TO YOUR 2024 CE REQUIREMENTS DUE DATE. CE Classes will be due 90 days prior to license renewal.**

As you know your continuing education (CE) is due on the even-numbered renewal years and must be completed prior to renewing your license. What you may not know is that the DCP HAS CHANGED THE DATE THAT YOUR CE CLASSES NEED TO BE COMPLETED BY.

- **Salespersons: 12 hours of CE credits must be completed by MARCH 1st, 2024**, which is 90 days prior to license expiration date. Salespersons licenses expire annually on May 31st.

- **Brokers: 12 hours of CE credits must be completed by September 1st, 2024** which is 90 days prior to your new license expiration date of November 30th.

### **CONSIDER JOINING THE MFCAR BOARD OF DIRECTORS**

We are always looking for ways to improve our board and how we work together for each other, our clients, and our communities. Please read Carol's article for the details. We would love to have you involved. If your answer is yes, consider applying for a position on the 2023 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. Please contact Carol Heins @ [carolheins@mfcар.com](mailto:carolheins@mfcар.com) or 203-227-4418 if you have interest in considering a position on our Board of Directors. She will be happy to answer any questions you might have.

### **MFCAR IS LOOKING FOR CE INSTRUCTORS**

Do you have the urge to teach? We will be looking for MFCAR members to be paid CE Instructors for the board. We are currently waiting on the DCP to provide us with the new instructor eligibility guidelines, but we do believe that one of the prerequisites will be that you need to be a broker. It would be good way for qualified members to make some extra money and share your real estate knowledge to benefit our profession.

### **OUR BOARD OFFICE**

We are very fortunate to have wonderful people coordinating our office. Carol, Anissa and Danielle deserve our thanks and praise for their everyday, professional operation of the MFCAR office. Please be sure to thank them whenever you see them or work with them.

Fellow REALTORS®, Thanks for your continued support of MFCAR.

Best,  
Ken D'Arinzo  
2022-2023 President

**TO DATE THE CLAMBAKE REGISTRATION HAS BEEN LOW, IF WE DON'T RECEIVE SIGNIFICANT SIGNUPS BY FRIDAY, WE WILL HAVE TO CANCEL THE EVENT.**

**IF YOU WANT TO ATTEND, PLEASE GIVE US A CALL @ 203-227-4418, TO REGISTER BY PHONE OR FILL OUT [THIS REGISTRATION FORM](#) AND RETURN TO US ASAP.**

**\$59.00 Per Person includes a main meal choice of either:**

**1 1/4 lb. Lobster, Chicken, Steak or Swordfish**

**& includes:**

**Shrimp Cocktail, Maine Steamers & Mussels, Corn on the Cob, Rhode Island Clam Chowder, Cole Slaw,**

**Potato Salad, Garden Salad, Watermelon, and Beer, Wine, Soda and Water.**

**Feel free to invite your family & friends to join you for this deliciously fun evening.**



**MECAR CLAMBAKE**

**ADMIT ONE**  
405163

**SEPTEMBER 21**  
**RAINDATE SEPT 22**

**3:00 PM - 7:00 PM**  
**\$59.00 PER PERSON**

**TICKETS MUST BE PURCHASED BY 9/16**  
**COMPO BEACH - WEST END OF SOUTH BEACH**

**INCLUDES:**  
MEAL CHOICE OF LOBSTER, STEAK, SWORDFISH OR CHICKEN.  
ALL MEALS INCLUDE SHRIMP COCKTAIL, STEAMERS & MUSSELS,  
RI CLAM CHOWDER, CORN-ON-THE-COB, COLE SLAW, POTATO SALAD,  
GARDEN SALAD & WATERMELON

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# MFCAR CLAMBAKE REGISTRATION FORM

**CLAMBAKE 9/21/22 ~ RAINDATE 9/22/22**

Compo Beach – 60 Compo Beach Road  
West End of South Beach

**TICKETS MUST BE PURCHASED BY 9/16**

**GENEROUSLY SPONSORED BY THE FOLLOWING MFCAR AFFILIATE MEMBERS**



LAW OFFICES  
**GIOFFRE & GIOFFRE**  
PROFESSIONAL CORPORATION



**THE AIMEE MERRITT TEAM**  
CROSSCOUNTRY MORTGAGE™



All Hardwood Floors LLC

PREMIUM HARDWOODS  
+ LUXURY VINYLs TOO!

*The Russell Agency, LLC*



203.751.0837  
**HEINS**  
LANDSCAPING  
AFFORDABLE • PROFESSIONAL • RELIABLE

**NO REGISTRATION WITHOUT ADVANCE PAYMENT – NO REFUNDS**

**Give us a call @ 203-227-4418 if you'd like to register by phone with your credit card.**

List Name(s) of each registrant: \_\_\_\_\_

\$59.00 PER PERSON # of PEOPLE: \_\_\_\_\_ AMOUNT DUE FOR ALL REGISTRANTS \$: \_\_\_\_\_

Indicate Meal Choice Per Person

\_\_\_\_\_ 1 1/4 lb. Lobster \_\_\_\_\_ Chicken \_\_\_\_\_ Steak \_\_\_\_\_ Swordfish

Also Includes: Shrimp Cocktail, Maine Steamers & Mussels, Corn on the Cob, Rhode Island Clam Chowder, Cole Slaw, Potato Salad, Garden Salad & Watermelon and *Beer, Wine, Soda and Water.*

Card #: \_\_\_\_\_ Exp Date: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Code: \_\_\_\_\_

Billing Address: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Mail checks to MFCAR 19 Imperial Avenue, Westport, CT 06880

Fax registrations paid by credit card to 203-226-7390 or email to [mfcар@mfcар.com](mailto:mfcар@mfcар.com) Questions call 203-227-4418

## 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 2023 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](mailto: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.

# SEPTEMBER IS REALTOR® SAFETY MONTH

The National Association of REALTORS® designates September as REALTOR® Safety month. It's important you have a personal safety protocol in place that you use every day with every client, like when meeting new prospects, showing properties or sharing information online.

[Click here for NAR's Safety Tips.](#)

## SEPTEMBER & OCTOBER ZOOM LUNCH & LEARNS

Previously recorded meetings hosted by: Deb Alderson

### WHY YOU? MAINTAINING RELEVANCY WITH YOUR VALUE PROPOSITION



**Wednesday, Sept 14th**  
**11:30 AM - 12:30 PM**

Natalie Davis is a Colorado REALTOR® and national speaker who is committed to contributing to

### TURNING LOW INVENTORY INTO HIGH OPPORTUNITY



**Wednesday, Oct 19th**  
**11:30 AM - 12:30 PM**

[Jackie Leavenworth](#) is a Certified Senior CRS Instructor. She coaches, trains and speaks internationally through her company, Jackie Leavenworth Seminars. Her humorous, comfortable and engaging style will awaken the inner you to strive for behavior change that will make a difference.



the industry in a way that will increase the number of thought leaders as well as raise the level of professionalism within our industry. She is currently serving as the Member Services Liaison for the National Association of Realtors and is the Chair-Elect for the Colorado Association of REALTORS®.

What is your Value Proposition? How do you differentiate yourself in this very competitive business? What are your clients' expectations?

Natalie guides you through a plan using NAR's latest release of 2021 Profile of Home Buyers and Sellers.

[CLICK TO REGISTER](#)

In this program, she focuses on creative ways to find new listings (before your competition). Discover how to play the Match Game to pro-actively find sellers using a buyer need (including why most agents do this wrong and the script that disarms sellers and finds off-market listings). Learn how to find unlisted sellers on Zillow, including how to receive an email notice every time these unlisted sellers raise their hand (it's free). Find out how to get referral listings from your Circle of Influence with the 2-step strategy. Plus, how to get even more referral listings from your Trust Circle (this is powerful) with the 5-step strategy and annual marketing plan.

[CLICK TO REGISTER](#)

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NCREA has valuable training classes available to residential agents to adjoin commercial to their portfolio services. We know that in today's market, it is highly likely that a residential agent will come across an investor during their career. When they do, will that agent

know what to say? Will they feel confident talking about commercial real estate? As a residential agent myself, I didn't know the "lingo" in commercial real estate and the investors pick up on who is educated and not educated on commercial real estate quickly. We'd like to give MFCAR members the opportunity to feel confident about commercial real estate! Below is a brief description on a couple of our classes that we offer.

Our FREE 2-hour virtual series classes:



- **Understanding CRE Sellers and Product Types** – A discussion on the various CRE product types and the investors that purchase them and WHY!
- **Advanced Commercial prospecting** – The NCREA will discuss The Buyers System, The GRID System, how to create a CRE Referral System from your RESIDENTIAL Sphere, and how to shift your business with our suggested Market of the Moment System
- **Presenting to Investors Virtually** – Have you even presented to an Investor using Zoom or Webex? The NCREA team will show you our Virtual Listing Presentation and give you tips on how to create options for your investors so that Business doesn't stop in this shifting market.
- **Speaking the Language of investors** – In today's real estate market we know that there's a high chance you will run into an investor. Do you know what to say? Can you turn a conversation into an appointment? This class focuses on the Language of Investors.
- **Wealth Building** -- our NEW class added to our virtual series! We cover wealth building and how to invest including review of calculations, identify opportunities and factors you will use as an investor to identify a good deal, the four ways to determine value, real world and hands-on deal analysis, analyzing deals for personal investment and so much more!!

**The Virtual CRE Series classes are typically held on Thursdays and are 2 hours in duration. Register through the links below:**

September 22<sup>nd</sup>- CRE Product Types and Investors [REGISTRATION LINK](#)

October 6<sup>th</sup>-CRE Virtual Listing Presentation and Signing [REGISTRATION LINK](#)

October 13<sup>th</sup>-Advanced Commercial Prospecting [REGISTRATION LINK](#)

October 20<sup>th</sup>-Wealth Building [REGISTRATION LINK](#)

October 27<sup>th</sup>-Speaking the Language of Investors [REGISTRATION LINK](#)

### IMPORTANT LINKS

**Connecticut  
License  
Verification**

**CTR Legal  
Hotline**  
860-566-8333  
[hotline@ctrealtors.com](mailto:hotline@ctrealtors.com)

**Code of Ethics  
Cycles**

**Check Your Code  
of Ethics Status**

**Department of  
Consumer  
Protection**

**Coastal Property  
Owner Brochure**

**MFCAR WEBSITE  
Documents  
Forms & Links**

**MFCAR Affiliate  
Members**

**NAR REALTOR®  
Membership Card**

**NAR REALTOR®  
Benefits Program**

**NAR  
Text Alerts**

**REALTOR® Party  
Mobile Alerts**

**RPAC**

**Emeritus Status  
Application  
Process**

**Donate to  
Food Recovery  
Network**

**Donate to  
Malta House**

**Donate to  
Person To Person**

**Town of  
Weston Map**

**Open House  
Tour Schedule**

[www.mfcar.com](http://www.mfcar.com)  
[mfcar@mfcar.com](mailto:mfcar@mfcar.com)

19 Imperial Avenue, Westport, CT 06880  
Phone: 203-227-4418 ~ Fax 203-226-7390



Mid-Fairfield County Association of REALTORS® | 19 Imperial Avenue, Westport, CT 06880

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with



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