



MFCAR UPDATE

[EVENT CALENDAR](#)

[MILL RATES](#)

[ETHICS CORNER](#)

SAVE THE DATE!

The MFCAR Clambake is scheduled to be held at Compo Beach on September 21st with a raindate of September 22nd.

We are seeking Affiliate Sponsorship for this event, please contact Carol Heins at 203-227-4418 or email her at carolheins@mfcar.com if you'd like to get sponsorship information.



More information to come soon.

SEPTEMBER & OCTOBER ZOOM LUNCH & LEARNS

Previously recorded meetings hosted by: Deb Alderson

WHY YOU? MAINTAINING RELEVANCY WITH YOUR VALUE PROPOSITION



TURNING LOW INVENTORY INTO HIGH OPPORTUNITY



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

[Jackie Leavenworth](#) is a Certified Senior CRS Instructor. She

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

Natalie Davis is a Colorado REALTOR® and national speaker who is committed to contributing to 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](#)

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.

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](#)



My name is Jessica Flynn and I wanted to reach out to you regarding commercial training class options for MFCAR members. Below is a list of upcoming virtual classes for you to take advantage of.

At NCREA we have 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 8th- Speaking the Language of Investors [REGISTRATION LINK](#)

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

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

October 13th-Advanced Commercial Prospecting [REGISTRATION LINK](#)

October 20th-Wealth Building [REGISTRATION LINK](#)

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

WANT TO LIST & SELL COMMERCIAL INVESTMENT PROPERTY?

JOIN US FOR **THE ULTIMATE GUIDE** SPECIFICALLY DESIGNED FOR THE RESIDENTIAL, COMMERCIAL OR INVESTMENT AGENTS

Michael Shapiro
 Founder/Senior Instructor, The NCREA

September
 1st, 8th, and 22nd
 2022, 11:00 AM - 1:00 PM PST

2 HOUR CLASS In this monthly, two part specialized virtual series, you'll learn:

- SPEAKING THE LANGUAGE OF INVESTORS
- UNDERSTANDING CRE SELLERS & PRODUCTS TYPES
- PRESENTING TO INVESTORS VIRTUALLY
- ADVANCED COMMERCIAL PROSPECTING
- REACH SELLERS WITH MASSIVE PORTFOLIOS
- APPROACH COMMERCIAL BROKERS
- CALCULATE GRM • CAP ROI • ROE

AND MORE!

PLUS - HUGE MONEY MAKING TIPS, TECHNIQUES & STRATEGIES

NO COST! REGISTER TODAY! SPACE IS LIMITED

www.TheNCREA.com 877.877.1543 education@TheNCREA.com

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IMPORTANT CHANGES TO YOUR 2024 CE REQUIREMENTS DUE DATE.

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.

MFCAR'S First Backpack Drive in Partnership with Person to Person was a great success!

On August 17th, Ken D'Arinzo, MFCAR President and Carol Heins, MFCAR Associate Executive had the pleasure of dropping off 24 backpacks to Person to Person in Norwalk. Each backpack contained a pencil case, pencils, pens, pencil sharpener, blunt tip scissors, erasers, glue sticks, colored pencils, crayons, markers, index cards, ruler, pocket folders, notebooks, tissues and hand sanitizer.

A Very Special THANK YOU to Those Who Donated

**Mary Jenkins, Ken D'Arinzo, John Chopourian,
Tamarra Pincavage, Roger Parker, Carol Heins,
Annette Fiorenza, Kim-Marie Mullin,
Karen Solicito, Laurie Crouse, Sarah Fair,
Christy Giannattasio, Kimberly Wilson,
Marilyn Katz, Kathryn Groves,
Carole Hendrickson, Donna Karnes,
Danielle & Anissa**



New Affiliate Open House



Westport Medical and Wellness Center



Grand OPENING

Thursday, September 8th

5 - 7 PM

4 Whitney Street EXT Westport CT 06880
Behind CVS and Compo Shopping Center



[Join Us!](#)



[@westportmedicalandwellnesscenter.com](https://www.westportmedicalandwellnesscenter.com)

KIDS IN SCHOOL, TIME TO PRIORITIZE YOUR OWN HEALTH. WE ARE NOW SEEING PATIENTS, BECOME A MEMBER!

We are so excited for you to join us as we officially open doors to the community on **Sept 8th at 5 PM**. Westport Medical and Wellness Center is committed to providing elite adult direct primary care services as well as wellness services to the Fairfield County. We can not wait for you to join us for our grand opening event.

Invite your family and friends to celebrate and have fun:

- Colony Pizza Truck
- Games
- Raffle and giveaways
- Meet the Team
- Ribbon Cutting Event with the Chambers of Commerce

The Dog Days of Summer

"Cash for Cats" / "Dough for Dogs"
ANNUAL DRIVE



Visit ctrealtors-care.org
to help furry friends in need.



CTR'S Dog Days of Summer Campaign

This year's campaign will benefit three local rescues: Connecticut Cat Connection, Dog Star Rescue and Wildlife in Crisis. Last year, we raised just over \$3,700 and our goal this year is to raise \$5,000 with your continued support! As of today we are \$1,000 shy of our goal.

We love ALL animals and all funds raised will be split EQUALLY between the three groups, but we also wanted to have a little fun and create some competition with this year's campaign... so, are you "Team Cat" or "Team Dog"?

[CLICK HERE TO VOTE & DONATE](#)



IMPORTANT LINKS

[Connecticut License Verification](#)

[CTR Attorneys](#)

[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**

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