



MFCAR MARCH UPDATE

[EVENT CALENDAR](#)

[MILL RATES](#)

[ETHICS CORNER](#)

Mark your calendar for these upcoming events:

- Saturday, June 1st, MFCAR'S Second Annual Shredding Event from 9:30 AM to 12:30 PM behind MFCAR in the Colonial Green Parking Lot
- September 18th, MFCAR'S Second Annual Blood Drive from 11:00 AM to 4:00 PM at the Westport VFW

President's Update

Hey MFCAR Family:

It is important that we all view and stay updated on new information regarding our business especially during these times. Please see information below on this Thursday's (March 7th) live information session regarding changes to the 2024 DCP Real Estate Licensing Laws.



Also, for your information, the MFCAR Board of Directors will be assisting at the Ct. Food Share Event in Bridgeport on March 26th on behalf of our MFCAR membership. We feel it is very important for us to participate in community events/charities as much as possible. Please let us know if there is any organization/community event you would like us to be involved in. We would be happy to discuss with you.

Board Member Julie Walsh made a presentation to the Westport Senior Center on the subject of moving and will follow up for future talks. This was strictly for informational purposes only and no real estate office/agent was mentioned. Attendees were advised to contact their REALTOR® to discuss their move.

We will be conducting our Blood Drive in September. This successful event was organized by Board member Sarah Fair, and we had very good participation from our members. We hope you will attend again this year.

Remember to sign up for a committee—just fill out the form or call Carol at the Board and you are always welcome to contact me. The Board of Directors and committees are working on several other events for the year, including the Clambake. We will keep you updated.

Much success to all in the coming year.
As always, it is my pleasure to serve you.

Warmest regards,

Annette

Annette Fiorenza

2024 President, Mid-Fairfield County Association of REALTORS®

REMINDER - DCP Information Session TOMORROW Thursday, March 7th on the 2024 Changes to Real Estate Licensing Laws

The Department of Consumer Protection invites Real Estate licensees to an information session on new laws impacting the industry that go into effect April 1, 2024.

Click for 2024 Changes to Real Estate Licensing Laws

At this session representatives from DCP will explain changes to the law and how they will be implemented. There will be an opportunity for questions at the end of the session.

Date: Thursday, March 7th

Time: 11:00-12:00 pm

Location: This session will be offered online only. You may [view the session online](#)

(direct link:) https://teams.microsoft.com/l/meetup-join/19%3ameeting_NWM3YzI5ZGI5YTU2Ni00NzA0LWEzNGEtNzAyOTgxZGY3ZDAx%40thread.v2/0?context=%7B%22id%22%3A%22118b7cfa-a3dd-48b9-b026-31ff69bb738b%22%2C%22oid%22%3A%2283c7be2f-63cd-426a-b15a-625743496440%22%2C%22isBroadcastMeeting%22%3Atrue%2C%22role%22%3A%22a%22%7D&btype=a&role=a

No registration is required. Note: the session will not be recorded.

For questions about the informational session and the regulation of Real Estate, email dcp.realestate@ct.gov



Tax Reduction Strategies for the Real Estate Professional

Don't Let Your 2024 DEDUCTIONS Pass You By!

Unlock YOUR 2024 Tax-Strategies to Give Yourself a Raise! Free Zoom Seminar.

**Monday, 3/18/2024,
10:00 AM-12:30 PM**

Please log in **10 minutes** early. Seminar will begin promptly.

[CLICK HERE TO REGISTER](#)

FREE Zoom Seminar

You must pre-register for this class Spaces are limited. Class will not be recorded.

Here's some of what you'll learn:

- HOW to **POWER BOOST** your **NEW 2024 deductions**: Best business practices to **optimize tax benefits** and understand your elite status as a taxpayer.
- UNDERSTAND your tax professional's role and how to partner with them effectively to reduce your tax liability.
- HOW TO deduct all of your **FAMILY'S MEDICAL COSTS**-even dental-as a real estate BUSINESS expense!



- 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!

FREE NAR DESIGNATION COURSE: Accredited Buyer's Representative (ABR®)

NAR is making the popular Accredited Buyer's Representative (ABR®) designation course, typically **\$295**, available to REALTORS® **at no cost**.

The ABR® course is the first step toward earning the ABR® designation and focuses on the key information and skills agents need today when working with buyers, including how to:

- Walk buyers through written buyer representation agreements.
- Advocate for their clients' best interests throughout the transaction.
- Articulate their value to the buyer client.
- Work with data to complete insightful market analyses.
- Explain the range of financing options available to clients.
- Stay on top of emerging trends.
- Build relationships that carry beyond the closing.

Get started at [become.abr.realtor](https://www.become.abr.realtor). Take the course online at your own pace!

The 2024 Raymond F. Gates, Jr. Memorial Scholarship applications are now available.

The application deadline is April 10th.



NEW This Year:

- Minimum GPA to apply for Academic category is 3.7, below 3.7 (with at least a 2.0) must apply for the Scholastic category.
- College Freshmen must also submit their Senior Year High School grades/transcript.
- In addition to the required ACADEMIC letter of recommendation, Scholastic applicants must now also submit a required NON-ACADEMIC letter of Recommendation (i.e. coach, club/activity advisor, work or community/charitable activity supervisor, pastor).

Several Other Important Things to Note:

- Grandchildren are NOT eligible unless the legal ward of the CT REALTOR® member/staff.
- High School Seniors, College/Graduate and Vocational/Technical school students with at least one term left to complete are eligible to apply.
- Parent's 2024 Association dues must be paid in full no later than 3/1/24.
- Must have been an active member/staff for the previous one-year period as of the application deadline (4/9/23-4/10/24).

[Click here](#) for information and to access the online application system.

MFCAR April/May In-Person CE Classes

These classes were scheduled for our Broker members who need to fulfill their CE requirements by September 1, 2024, and for any Salesperson who did not complete their CE classes by March 1, 2024.

Additionally, Code of Ethics is available to anyone currently missing an Ethics class between 1/1/2022 - 12/31/2024 for Cycle 7. [Click to check your Code of Ethics status.](#)

We need a minimum of 15 students to run these classes.

CT Real Estate Agency Law (Mandatory)

Instructor: Terry Hastings

Wednesday, April 10th from 9:30 AM - 12:30 PM

@ MFCAR 19 Imperial Avenue, Westport - Second Floor.

[CLICK FOR ONLINE REGISTRATION](#)

Code of Ethics

Instructor: Terry Hastings

Wednesday, May 1st from 9:30 AM - 12:30 PM

@ MFCAR 19 Imperial Avenue, Westport - Second Floor.

[CLICK FOR ONLINE REGISTRATION](#)

If you don't want to register online you can fill out [this registration form](#) or call 203-227-4418 to register by phone.

Water & coffee are not provided, please bring what you need to hold you over for the duration of the class.

THE DCP HAS ONE MANDATORY CE CLASS FOR THIS RENEWAL which is CT REAL ESTATE AGENCY LAW. In addition, you will need to take Nine hours of real estate elective courses.

AS ALWAYS NAR MANDATES ALL REALTORS® MUST TAKE A CODE OF ETHICS CLASS EVERY 3 YEARS. If you take Code of Ethics it would count as one of your 3-hour elective classes. We are currently in Cycle 7 which runs from 1/1/2022 - 12/31/2024. [Login to NAR](#) to check your Code of Ethics Status or give us a call at 203-227-4418 to inquire if you should take Code of Ethics for this CE Cycle. Please remember to forward all Code of Ethics Certificates to mfcар@mfcар.com so we can update your NAR record.

In addition to our in-person CE classes you can take your CE classes online from providers such as [The CE Shop](#), [Keep Me Certified](#), [McKissock](#), etc.

Salespersons: 12 hours of CE credits must be completed by MARCH 1, 2024, which is 90 days prior to your license expiration date of 5/31/2024.

Am I required to complete CE?

No Continuing Education is due at the end of the first CE cycle after being licensed for those taking a CT licensing exam; however, those receiving a reciprocal license must complete CE for the first CE cycle. (If you passed the licensing exam between March 1, 2022 and Feb. 28, 2024, your first Continuing Education will be due in 2026; all others are due in 2024)

[Click here to go to DCP for Salespersons Information.](#)

Brokers: 12 hours of CE credits must be completed by SEPTEMBER 1, 2024, which is 90 days prior to your license expiration date of 11/30/2024.

Am I required to complete CE? - No Continuing Education is due at the end of the first CE

cycle after being licensed for those taking a CT licensing exam; however, those receiving a reciprocal license must complete CE for the first CE cycle.

[Click here to go to DCP for Brokers Information.](#)



We have used Keyboxes for sale at the MFCAR Board Office. **Payment is made directly to the seller by Cash or Check. Please call us in advance to reserve yours 203-227-4418.**

If you have used keyboxes you'd like to sell, bring them to us. Seller pays MFCAR a \$10.00 fee payable by cash or check for each keybox we sell.

Get CTR's Legislative Updates by Text

Sign up for CTR's text messaging program and help protect our industry! Texting is the most effective method for fast action to protect our industry and fight for property owner's rights.

[**SIGN UP FOR TEXT MESSAGES**](#)



CT REALTORS® Handling Statewide Professional Standards Administration

MFCAR has signed on with the new CT REALTORS® (CTR) Statewide Professional Standards program. You can learn more about timely options for resolving disputes, or how to file an ethics or arbitration complaint by going to <http://ctrealtors.com/complaints>.

There is also a Statewide Citation Policy where Respondents have the option to pay a fine and go to education in lieu of a hearing for certain ethics violations. If you have any questions, email prostandards@ctrealtors.com.

IMPORTANT LINKS

MFCAR AFFILIATE ROSTER	FAST STATS February Stats not available at time of emailing newsletter out.	MILL RATES
Connecticut License Verification	Real Estate Continuing Education	Code of Ethics Cycles
Check Your Code of Ethics Status	Department of Consumer Protection	MFCAR WEBSITE Documents Forms & Links

CTR Membership Benefits	Sign up for CTR Text Alerts	Forewarn
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Bias Override: Overcoming Barriers to Fair Housing	Flood Map Information Service for Westport	New NAR Requirement: Fair Housing Training 2 Hours Every 3 Years
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NAR REALTOR® Benefits Program	NAR REALTOR® Membership Card	Sign up for NAR Text Alerts
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REALTOR® Party Mobile Alerts	RPAC	Open House Tour Schedule
Pay MFCAR Dues	Coastal Property Owner Brochure	Emeritus Status Application Process

Donate to Person To Person	Donate to Malta House	Donate to Food Recovery Network
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Mid-Fairfield County Association of REALTORS® | 19 Imperial Avenue, Westport, CT 06880

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