



MFCAR SEPTEMBER News & Updates

September is

**REALTOR®
SAFETY MONTH.**





[CLICK FOR REALTOR SAFETY TIPS](#)

[FAST STATS](#)

[MILL RATES](#)

[OPEN HOUSE
SCHEDULE](#)

[CHECK YOUR
CODE OF ETHICS
STATUS](#)

[MFCAR AFFILIATE
ROSTER](#)

[REMINDER: Check Our Website for Updated CTR Forms](#)

Upcoming Events

MFCAR Sponsored Blood Drive - **September 20th - 12:00 PM - 5:00 PM** @ Westport VFW
465 Riverside Ave. [Click to make an appointment.](#)

School Superintendents General Meeting - **Wednesday, October 9th - 9:30 AM - 11:30 AM** @
Odeen's Restaurant at the Oak Hills Park Golf Course, 165 Fallow St., Norwalk
[Click to Register Online](#), [Click Here for Registration Form](#) & return to mfcar@mfcar.com or
give us a call at 203-227-4418 to register by phone. **Fee \$ 15.00**

Aitoro Appliance for an Open House, Demonstration & Breakfast Event - **WEDNESDAY, OCTOBER 23rd 9:30 AM - 11:00 AM @ Aitoro Appliance 401 Westport Avenue Norwalk, CT** [Click to Register Online](#), [Click Here for Registration Form](#) & return to mfcAR@mfcAR.com or give us a call at 203-227-4418 to register by phone. **Space is limited to 50 people**

SAVE THE DATE - MFCAR Trade Show Networking Expo - Thursday, November 7th - 5:00 PM - 7:00 PM @ Westy Self Storage - 65 Danbury Road, Wilton - MORE INFORMATION TO COME

President's Update

Hey MFCAR Family

Well, hope you have enjoyed this humid summer and had a chance to get in some relaxing vacation time.

NAR has been sending lots of information regarding the settlement and protocol. I would be interested in hearing how everyone is dealing with this. It's mostly business as usual except for the forms —As far as market conditions, seems like interest rates are going to be decreased which will be good news for buyers (especially first time buyers who are struggling to purchase)! Now we just need more inventory!

The Board is working very hard to provide members with informational and fun events. We have coming up an event at Aitoros, a meeting with the Superintendents of Schools from our four towns, which should prove very interesting and our annual Trade Show. Check the calendar for exact dates, and call to let us know what events/classes you would like us to provide. Also, don't forget the blood drive at the VFW in Westport this Friday the 20th.

We, unfortunately, had to cancel the CPR class for now. Hopefully, we can reschedule if we get enough members to register. Remember, this class gives you three CE credits!. Please sign up—a lot of effort went into scheduling this and would be a very helpful and meaningful designation to have.

Also, ALL agents must take the Orientation class—if you missed taking it even if you are not a “new” agent, you must still take it, along with the Ethics section. Refreshments are provided and it is an interactive and fun class.

Remember September is Safety Month. Agents should sign up for “[Forewarn](#)” which will provide information on unknown people you will be meeting. —Take along a “buddy” when you conduct a Public Open House, and have a code word set up with your office in case you are in a situation you are uncomfortable with. Stay safe!!

As always, it is my pleasure to serve you.

Warmest regards,
Annette ☐

Annette Fiorenza
2024 President, Mid-Fairfield County Association of REALTORS®



School Superintendents General Membership Meeting

Wednesday, October 9th from 9:30 AM - 11:30 AM

Odeen's Restaurant at the Oak Hills Park Golf Course, 165 Fallow St., Norwalk

A Continental Breakfast will be served at 9:30 AM

The cost is \$15 per person

This meeting will feature the Superintendent of Schools from our four towns:

Norwalk, Westport, Wilton, & Weston. They will present an overview of changes and updates that may include new benefits, policy, curriculum, and accolades. You may submit your questions for the Superintendents in advance to MFCAR@MFCAR.com. **Advance registration is required.**

- [Click to Register Online](#)
- [Click Here for Registration Form](#)
- Call us to Register by phone - 203-227-4418



MFCAR Agent & Affiliate Members Are Invited to Aitoro Appliance for an Open House, Demonstration & Breakfast Event

WEDNESDAY, OCTOBER 23rd 9:30 AM - 11:00 AM

401 Westport Avenue Norwalk, CT 06851

Aitoro Will Host an Engaging Event Featuring Coffee, Bagels, Pastries, & Fruit, Complemented by Knowledgeable Vendors & Sales Staff Ready to Offer Showroom Tours. Attendees Can Explore the Latest Appliances & Popular Trends, as Well as the Newest TV & Sound System Options Available.

There is no charge to attend this meeting but you must register in advance to attend. Register by Monday, October 21st by 4:00 PM, as we need to provide a headcount for food. Non-registered walk in's will not be admitted.

Clients are not invited to participate in this event.

- [Click to Register Online](#)
- [Click Here for Registration Form](#)
- Call us to Register by phone - 203-227-4418

Space is limited to 50 people.

REALTOR® Safety Month Reminder: If you're not signed up for Forewarn yet, now's the time to do it!



FOREWARN®

As face-to-face interaction drives the real estate industry, rarely are properties sold without personal interaction between prospective buyers and selling agents. The continuing expansion of information technology has further empowered buyers to rely less on agent representation of their own. With the ability to easily locate target properties on various online listing services, buyers now regularly contact selling agents directly to make inquiries and schedule property showings. Most real estate agents and brokers may now see between 40%-50% of inquiries coming from unrepresented, unknown, buyers. A listing agent's primary selling effort consists of physically walking each inquiring party through the listed property. Frequently, agents do this unaccompanied, with zero knowledge of the person they are now alone with on the property. Safe? No. Additionally, agents often have no method of testing the veracity of information provided by an individual, including asset or financial information. Efficient? Hardly.

ENTER FOREWARN

THE VALUE OF INSTANT DUE DILIGENCE WITH FOREWARN

Buyer/Prospect due diligence efforts have not been widely used in the real estate industry due to the time and costs traditionally associated with such an exercise. Agents do not have the luxury of waiting days for results when a prospective buyer is seeking to view a property now. Nor can an agent or brokerage allocate the thousands of dollars traditionally needed to research hundreds of inquiries each month. Using only the incoming phone number, FOREWARN can positively identify over 80% of prospective buyers.

- Identify if your prospect has a criminal history.
- Verify current property and vehicle ownership.
- Verify financial risks (bankruptcies/liens).
- Verify additional phone numbers and full address history.
- Agents can properly and safely plan for showings with a higher level of confidence.

Reverse incoming
call to verify prospect



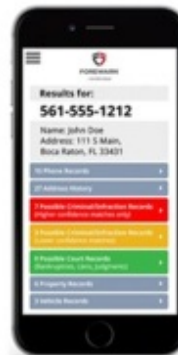
Instantly search for
criminal history



Verify past or current
bankruptcies



Verify current assets



Forewarn is a CTR member benefit product. There is no additional cost to you however you must follow the steps below to gain access.

This product provides you with the ability to further check into those who are contacting you for showings - to help you confirm that they are who they say they are. You will be able to search by phone number or name and it will provide you with information about their automobiles, the name connected with their phone number, criminal history and foreclosures/bankruptcies. Please note, like any database, there can be errors or it could be incomplete.

Also note this product is exclusively for specific uses - and not to be used for things like generally researching people you know, using for a criminal background check on tenants or for farming listings. Any unauthorized use will result in immediate removal of the product.

Here are the steps to get started:

1. You need to sign in to ctrealtors.com/forewarn - this time stamps when you logged in so we know it was you; you'll need your CTR username/password - if you don't have those, you'll see that they are very easy to retrieve;
2. There is a mandatory video for you to watch that explains the permitted uses of the product, along with what is not permitted;
3. There is an affidavit form you will need to complete acknowledging your understanding and compliance with the rules of use. You also have the ability to consent to CTR's text-messaging program during the sign-up process;
4. When submitted, the notification is transmitted to our Forewarn vendor. Within 2-3 business days you will get a "Welcome" email from Forewarn with a link to sign up with them. You may not forward this link to others. Again, CTR will suspend any user who violates rules with no recourse for reactivation of the product when violating policies.

If someone has had a Forewarn account in the past, they will not get an email as noted; instead, your account will just be reactivated and you should be able to log on using your old credentials.

Your safety is very important to us. We hope this product, along with other safety procedures, assists in keeping you safe in the practice of real estate.

We've got several used Keyboxes for Sale at MFCAR. Give us a call if you'd like to purchase some. Payment is made directly to the seller by Cash or Check. Please call us in advance to reserve yours 203-227-4418.

Do you have any used keyboxes you'd like to sell? If so, bring them to MFCAR. Seller picks the sale price, and pays MFCAR a \$10.00 fee per keybox we sell.



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. Take the course online at your own pace!

Useful Links

[Open House
Tour Schedule](#)

[Forewarn](#)

[Code of Ethics
Cycles](#)

[Real Estate
Continuing
Education](#)

[MFCAR WEBSITE
Documents Forms
& Links](#)

[Connecticut
License
Verification](#)

[Department of
Consumer
Protection](#)

[REALTOR® Party
Mobile Alerts](#)

[RPAC](#)

[Coastal Property
Owner Brochure](#)

[CTR Membership
Benefits](#)

[NAR REALTOR®
Benefits Program](#)

[NAR REALTOR®
Membership Card](#)

[Emeritus Status
Application
Process](#)

[Flood Map
Information Service
for Westport](#)

[Sign up for
CTR Text Alerts](#)

[Sign up for
NAR Text Alerts](#)

[Bias Override:
Overcoming
Barriers to Fair
Housing](#)

[New NAR
Requirement: Fair
Housing Training
2 Hours Every 3
Years](#)

[Donate to Food
Recovery Network](#)

[Donate to
Person To Person](#)

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

[Unsubscribe](#) | [Update Profile](#) | [Constant Contact Data Notice](#)



Try email marketing for free today!