

REALTOR® RESOURCE



September 2019

This monthly newsletter is designed to provide you with a resource to share with agents in your office on what's upcoming at the Association. Whether agents need to complete continuing education or post licensing credits, want to get more involved in the community or are looking for networking opportunities, this newsletter will provide relevant information and more.

September is REALTOR® Safety Month

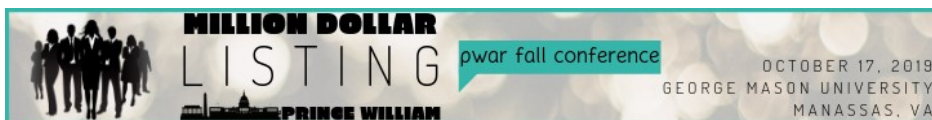
As a REALTOR®, it's important you have a personal safety protocol in place that you use every day with every client, like when meeting new clients, showing properties or sharing information online. September is REALTOR® Safety Month and PWAR is providing members with four opportunities to help them stay safe on the job. Lunch provided at all events. [Learn more here.](#)



Fall Conference Seminar Topics

October 17 | George Mason University, Verizon Auditorium- Manassas, VA

2019 Fall Conference is fast approaching and PWAR will be offering you a full day of professional development seminars that will enhance your business. Hear from our troupe of talented speakers on the following topics: Secrets Revealed—6 Robust Real Estate Risks for BIG Success; Launch to the Next Level, Beyond Business Planning; The Art of Connecting; Personal Branding Techniques—Get Seen, Be Trusted, and Stay top of Mind; Less Stress, More Success Through Goal-Setting, Time-Blocking, and Systems; APPY Hour!! Top Ten Must-Have Real Estate Apps...and More!; You Have the Title, Here's How To Do The Job, Duties of a Supervising Broker; Don't Leave Money on the Table—Market to Millennials By using Social Media. — Sign up for **FREE** today! [Learn more and register here.](#)



2020 Officers & Directors Elections

The Nominating Committee has completed all candidate interviews for the 2020 Officer and Directors openings. Electronic voting will go live on Friday, September 13, 2019 at 8 AM and conclude on Tuesday, October 15, 2019. Results will be announced at the Annual Meeting on Thursday, October 17, 2019. [Click here to learn more.](#)



September Classes

Classes subject to change

- 9/4**—Lunch & Learn: How to Help Clients GET MOVING—**FREE!**
- 9/5**—RE Law & Board Regs (6 hrs. PL: Law & Board Regs; 6 hrs. CE: Legal Updates w/ Flood/Elective)
- 9/5**—RE Mastermind—**FREE!**
- 9/10**—16 Hr. CE—Day 1 (Mandated CE)
- 9/11**—16 Hr. CE—Day 2 (CE Elective)
- 9/13**—Tax Reduction Strategies—**FREE!**
- 9/24**—Pricing Strategy Advisor (PSA)
- 9/24**—Lunch & Learn: Tax Strategies for Real Estate Agents—**FREE!**
- 9/25**—New Member Jumpstart
- 9/26**—Broker Management (6 hrs. CE: Broker Management/Agent Supervision; 2 hrs. Broker Supervision)

Contact brandy@pwar.com with questions.

Committee Meetings

- 9/4**—Community Outreach; Clean-Up
- 9/12**—Affiliate
- 9/16**—Professional Development
- 9/25**—Board of Directors

Subject to change; sign up at www.pwar.com/committees

The PWAR office will be closed on Monday, September 2 in observance of Labor Day.