

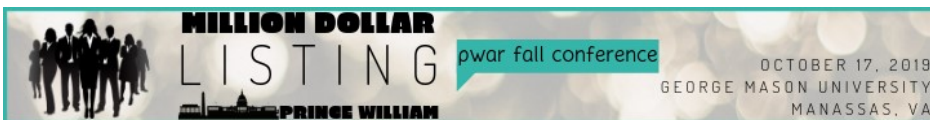
October 2019

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.

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. Sign up for **FREE** today! [Learn more and register here.](#)



5th Annual Chili Cook-Off

October 24 @ 4-6 PM

PWAR will be hosting its fifth annual Chili Cook-Off on Thursday, October 24 from 4-6 PM. Whether you want to cook & compete or just want to eat, you're bound to have a whole lot of FUN! Tasting begins at 4 PM. Sample and rate the chili! Voting closes at 5:30 PM. Can your chili bring the heat? Click here to enter your chili into the competition and submit by Tuesday, October 22. Prefer to just eat? PWAR members eat FREE! [Learn more here.](#)



Save the Date! Smile with Santa

November 14 @ 5-7:30 PM

PWAR will host their second annual Smile with Santa event for members on Thursday, November 14 from 5-7:30 PM at PWAR. Members are invited to bring their family for a fun evening of crafts, cookies, and a free photo with Santa. [Click here to learn more.](#)



October Classes

Classes subject to change

- 10/2**—No Down Payment Assistance (Current Industry) (3 hrs. CE: Elective)
- 10/2**—Fair Housing (2 hrs. PL/CE: Fair Housing)
- 10/7**—Agency (3 hrs. PL/CE: Agency)
- 10/8**—Risk Management (3 hrs. PL: Risk Management)
- 10/9**—Lunch & Learn: Our Simple Solution to turn HVAC Problems into Profit—**FREE!**
- 10/9**—Mold: a Silent Menace (1 hr. CE: Real Estate Related)
- 10/15**—RE Law & Board Regs (6 hrs. PL/CE)
- 10/16**—Bright MLS Trainings—**FREE!**
- 10/16**—Essential Elements of RE Finance (2 hrs. PL: Finance; CE: Elective)
- 10/18**—Escrow Requirements (3hrs. CE: Broker Management/Elective; PL: Escrow)
- 10/23**—Lunch & Learn: REALationships: The Art of Building Your Business by Word of Mouth—**FREE!**
- 10/25**—Intro to Commercial Real Estate
- 10/29-30**—ABR Designation
- 10/31**—Contract Writing (6 hrs. PL/CE: Contract Writing)

Contact brandy@pwar.com with questions.

Committee Meetings

- 10/2**—Legislative
- 10/2**—RPAC
- 10/4**—Community Outreach; Clean-Up

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