



# 2017 REALTOR® FAIR & TRADE SHOW

## Triple Crown of Southern Maryland



**Win with  
Education**

**Wednesday, May 24, 2017**  
*College of Southern MD, Prince Frederick*

**CHECK-IN**  
7:30 am

**LUNCH**  
11:30 am - 1 pm

**PRIZE DRAWINGS**  
1 pm

8440 Old Leonardtown Road, Ste 211, Hughesville, MD 20637  
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# EDUCATION SCHEDULE

*Check-in begins 30 minutes prior to start of class. Photo ID required at classroom check-in.  
Late arrivals do not receive CE credit - no exceptions.*

## MORNING SESSIONS

### **CMA vs. Appraisal**

**Room #202**

**Tim Murphy**

9 am - 12 pm, 3 clock hrs\*, Course ID#: 446-2611

*This course covers various aspects of CMA's and Appraisals such as how they compare, the CMA & Appraisal process, appraisal guidelines, transaction issues, lender guidelines and much more!*

### **How To's of Residential Contract Writing**

**Room #200**

**Denise Bowman**

9 am - 12 pm, 3 clock hrs\*, Course ID #: 458-2611

*One of your key roles as a real estate agent is to assist clients and customers in filling out this legally binding document. This is a comprehensive course that breaks down the MAR Contract of Sale along with any updates.*

### **MD Code of Ethics**

**Room #222**

**Susan Parks**

9 am - 12 pm, 3 clock hrs\*, Course ID #: 442-2611

*MD and National codes including flipping and predatory lending will be the topics which fulfill your CE requirement for license renewal and the NAR membership requirement.*

### **Renovation Lending**

**Room #201**

**Bill Hocker**

9 am - 12 pm, 3 clock hrs\*, Course ID #: 469-2611

*"They are too complicated and they never settle on time!" We have all heard the excuses for avoiding Renovation Lending as part of a sale or purchase transaction. Like most niche marketing plans, to excel at the use of renovation loans, one needs to implement the right plan for the intended geographic market.*

### **Business Planning Workshop**

**Room #221**

**Mary Chieppa**

9:30 am - 12 pm, NO CE

*Join us for a morning of strategic business planning. We will evaluate our prospecting options and focus on the ones that have the highest likelihood of creating the type of success we would enjoy. We will examine how to be more intentional and exponential in our attempts to create business opportunities.*

## **CE Topic Legend**

+ Topic: D) Real estate ethics or professional standards

\* Topic: F) Professional enhancement for practicing licensees

<sup>n</sup> Topic H) The principles of agency & agency disclosure

## AFTERNOON SESSIONS

### **Community Development Workshop**

**Room #202**

**Terry Catalano**

1:30 - 3:00 pm, 1.5 clock hrs\*, Course ID #: 467-2611

*Are you familiar with the down payment and closing cost assistance programs in Maryland? Find out what is available and the requirements for the Maryland Mortgage, Maryland HomeCredit and Closing Cost Assistance Programs.*

### **Managing Online Transactions**

**Room #201**

**Debbie Buckingham**

1:30 - 4:30 pm, 3.0 clock hrs\*, Course ID #: 463-2611

*Learn to become proficient with online transaction management system DotLoop. Learn the processes and terms used, identify and meet the various needs of your client and learn how to collaborate and retain clear records for agency compliance during an online transaction.*

### **MREC Agency - Residential**

**Room #222**

**Susan Parks**

1:30 - 4:30 pm, 3 clock hrs<sup>n</sup>, Course ID #: 427-2611

*Learn the ins and outs of MD Agency Law to ensure compliance. This course satisfies the MREC's license renewal requirement of Agency for licensees renewing after January 1, 2012. This class is required every 2 years.*

### **Residential Leasing**

**Room #200**

**David Weigel**

1:30 - 4:30 pm, 3.0 clock hrs\*, Course ID #: 444-2611

*Topics Include: Statutory Lease Do's and Don'ts in Residential Leasing, Duties of Parties under a Lease, Remedies for Non-Payment and other Breaches of Lease, and a detailed Review of MAR Residential Lease and Common Addendum.*

### **REALTORS® Property Resource (RPR)**

**Room #221**

**Brenda Kasuva**

1:30 - 2:30 pm, NO CE

*In this introductory class, you'll learn how to use RPR (a FREE NAR member benefit) as an all-in-one data and information source to build business and impress clients, generate stunning property reports, conduct a detailed CMA in minutes, research schools and neighborhoods, and get a sneak peek into RPR Mobile™. Come and see how you can use RPR to boost your business too!*

### **From Contract to Closing**

**Room #221**

**Brenda Kasuva**

2:45 - 4:45 pm, 2.0 clock hrs\*, Course ID #: 456-2611

*A lot can happen from the time the contract is accepted to the time the buyer gets the keys. It starts with making sure that you have a complete contract with all the applicable addenda that covers the buyer to make sure it does not fall through and continue that relationship past settlement to obtain referrals.*

# EXHIBITORS

## C&F Home Mortgage

3720 Leoanrdtown Rd, Ste 201  
Waldorf, MD 20601  
301-885-2830  
sconner@cfmortgagecorp.com

## Colonial Mortgage Group

3261 Old Washington Rd, #1011  
Waldorf, MD 20602  
301-932-4610 • 301-500-1201 (fax)  
loan@colonialnetwork.com

## Edward Jones

9375 Chesapeake St, Ste 107  
LaPlata, MD 20646  
301-932-0307  
mark.walker@edwardjones.com

## Environmental Testing Lab, Inc

3430 Rockefeller Ct  
Waldorf, MD 20602  
410-224-4304  
info@mywatertesting.com

## Exit Realty

*Exit by the Bay Realty - Prince Frederick*  
JenExit@gmail.com  
*Exit Landmark Realty - Clinton &  
White Plains*  
exitlandmarkmd@gmail.com  
*Exit 1 Stop Realty - Clinton &  
Dunkirk*  
cstommel@gmail.com

## Fairway Independent Mortgage Corporation

10665 Stanhaven Pl, Ste 103  
White Plains, MD 20695  
240-776-5731 • 866-728-9044 (fax)  
mikeb@fairwaymc.com

## Fitzgerald Financial Group

2670 Crain Hwy, Ste 510  
Waldorf, MD 20678  
240-320-8104  
dessie.herbert@fitzgeraldfinancial.net

## HMS Home Warranty

1625 NW 136th Ave  
Sunrise, FL 33323  
571-276-5739  
amurphy@hmsnational.com

## Home Towne Real Estate

301 Steeple Chase Dr, Ste 102  
Prince Frederick, MD 20678  
410-326-4100  
kevinhtre@gmail.com

## Looking Up Aerial Media

P.O. Box 121  
Remington, VA 22734  
540-718-3870  
lookingupaerialmedia@gmail.com

## Maryland Department of Housing and Community Development

7800 Harkins Rd  
Lanham, MD 20706  
(301) 429-7792  
cecilia.weller@maryland.gov

## MD Partners Bank

115 E. Charles St  
Laplata, MD 20646  
240-776-6168  
rjameson@mdpartnersbank.com

## Movement Mortgage

162 Main St  
Prince Frederick, MD 20678  
301-440-9102  
bill.saunders@movement.com

## MRIS, a Bright MLS

9707 Key West Ave, Ste 200  
Rockville, MD 20850  
301-838-7245  
barbara.seldes@mrис.net

## Navy Federal Credit Union

180 Admiral Cochrane Dr, Ste 215  
Annapolis, MD 21401  
877-573-2324 x 23789 • 410-571-8280 (fax)  
eric\_rosenfeld@navyfederal.org

## PrimeLending

113 Howard St, Ste 104  
LaPlata, MD 20646  
301-742-8969  
diana.rucci@primelending.com

## Real Property Management Gold

22099 Three Notch Rd, Ste 111  
Lexington Park, MD 20653  
301-392-2172 • 240-241-6427 (fax)  
info@realpmsgold.com

## Servpro

22690 Three Notch Rd  
Lexington Park, MD 20653  
301-862-9500 • 301-862-3505 (fax)  
chad@servprosmo.com

## TruPlace

13225 Executive Park Terrace  
Germantown, MD 20874  
443-569-9393  
erichollis@truplace.com

## SMAR Prizes

- 1. Early Bird Registration** - Those registered by April 30<sup>th</sup> is entered into this drawing. Winners do not need to be present to win.  
*Prize:* 3 drawn for a \$75 Gift Card.
- 2. REALTOR® Fair Survey** - REALTORS® complete the survey and return it to the registration desk to be entered into the drawing. Must be present to win.  
*Prize:* \$25 VISA Gift Card
- 3. Derby Hat Contest Winner** - Judging from 8 am - 12:30 pm on originality and flamboyance at judging table near check-in.  
*Prize:* Refund of event registration
- 4. Exhibitor Bingo** - Stop by every Exhibitor Booth to get your Bingo card "punched." Return your card to the registration desk to be entered into the drawing. Must be present to win.  
*Prize:* Education Pass (\$150 value)
- 5. Doris Jones Outstanding Exhibitor Award** - The Award criteria is based on booth creativity, aesthetic appeal, adherence to Exhibitor Rules, and application of theme to booth display.  
*Prize:* Free exhibitor booth for 2018





NMLS # 170712 License# 2479



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**TIM MURPHY**  
Branch Manager

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Waldorf, MD 20601

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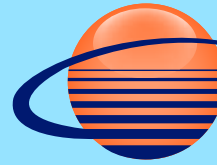
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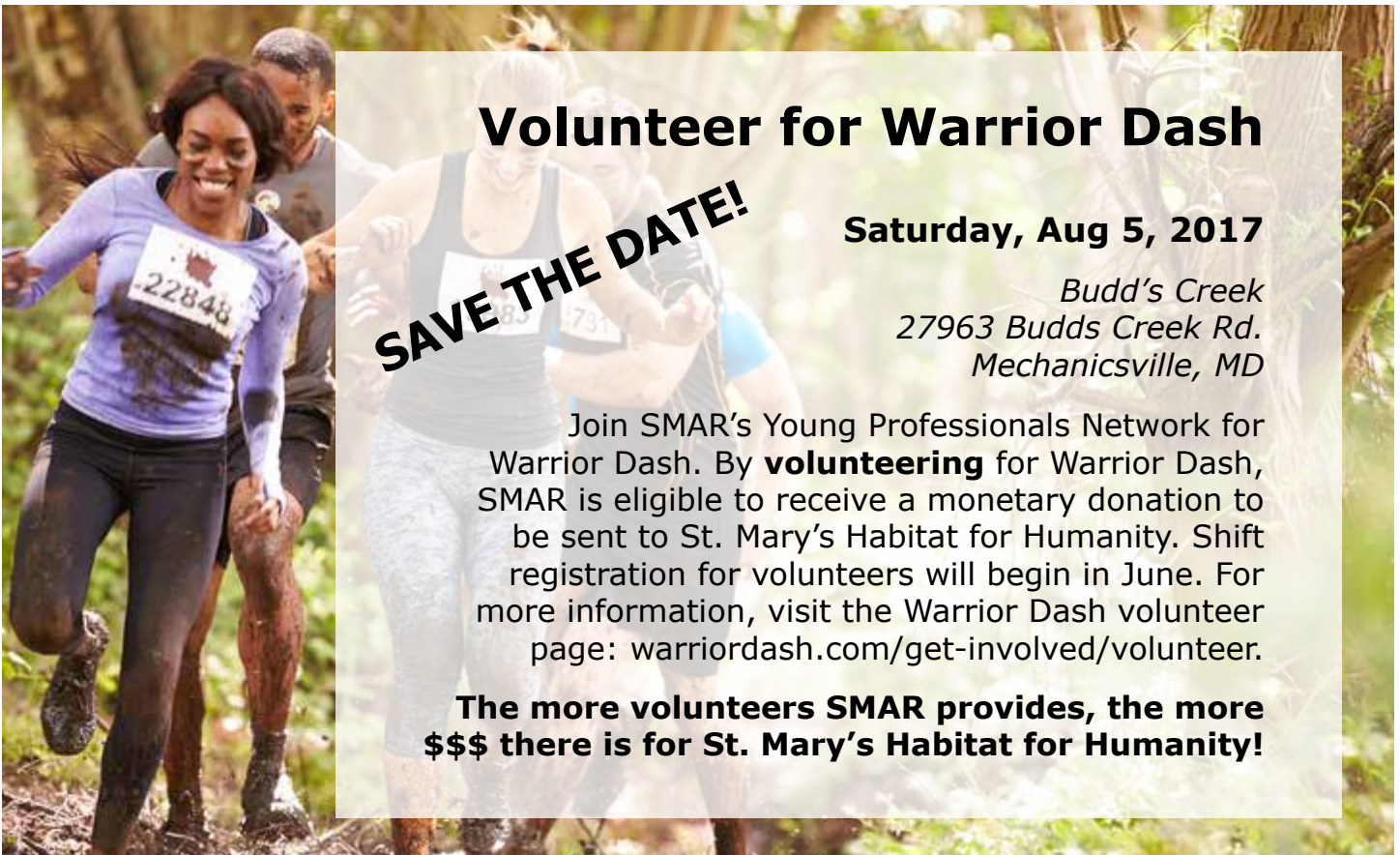
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# Volunteer for Warrior Dash

**SAVE THE DATE!**

**Saturday, Aug 5, 2017**

*Budd's Creek  
27963 Budds Creek Rd.  
Mechanicsville, MD*

Join SMAR's Young Professionals Network for Warrior Dash. By **volunteering** for Warrior Dash, SMAR is eligible to receive a monetary donation to be sent to St. Mary's Habitat for Humanity. Shift registration for volunteers will begin in June. For more information, visit the Warrior Dash volunteer page: [wariordash.com/get-involved/volunteer](http://wariordash.com/get-involved/volunteer).

**The more volunteers SMAR provides, the more \$\$\$ there is for St. Mary's Habitat for Humanity!**