



The Edge

Information and news that gives you an edge in the real estate business.

THIS WEEK



- HAR's Coronavirus Preparedness
- Coronavirus: A Medical Perspective for REALTORS®
- Minimizing the Ripple Effects of the Pandemic
- Go the Distance with Education

"The Edge" is a weekly tool for managers to use to inform their agents and stay current and up-to-date with important real estate industry issues.
Produced by the HAR Communications Department.

HAR's Coronavirus Preparedness

In light of the global coronavirus/COVID-19 pandemic, HAR has taken steps to protect our members and staff and to maintain continuity of service. We have compiled the following information from various sources to help answer some of the questions that have been asked by members. We will continue to keep you updated and advised as more information becomes available.

There will be no in-person HAR educational classes from Wednesday, March 18 through the end of April 2020. This may be extended as more information becomes available. If you are already scheduled to take an HAR class, you may cancel with no penalty. We are currently working on various alternatives to in-person classes and meetings.

Additionally, HAR has taken steps to ensure continuity of service to our members during this time. Our phone system is Internet-based, so we have the ability to answer calls from anywhere. We also encourage you to take advantage of remote services whenever possible, but all four HAR locations will remain open until otherwise notified. When dealing with clients, this is a great time to utilize the transaction management platforms that are offered as FREE member benefits. Those include Transaction Desk and dotloop. You may learn more [HERE](#) to get started. These include an integrated e-signature function that may also be used.



HAR's Coronavirus Preparedness (Part 2)

Also, if you need to purchase real estate related items, you may always purchase from the HAR SuperCenter online at <http://store.har.com>. The SuperCenter physical locations will remain open until otherwise notified.

We also had Dr. Maria Elena Bottazzi, who is associate dean and professor at Baylor College of Medicine and co-director of Texas Children's Hospital Center for Vaccine Development, on HAR's Member Focus Monday this week. She discussed the medical aspects of the coronavirus/COVID-19. To access a recording of the program, you may just go to the HAR.com Facebook page to access the video, or you may click [HERE](#).



Coronavirus: A Medical Perspective for REALTORS®

News about the coronavirus/COVID-19 outbreak is changing by the hour, and some media accounts have been alarming and confusing. In an effort to help HAR members cut through the noise and get accurate, timely and understandable health information, we brought a medical professional on to this week's *HAR On the Move* podcast who specializes in virus science. **Dr. Maria Elena Bottazzi** is part of a team working on a coronavirus vaccine. Dr. Bottazzi is co-director of the Center for Vaccine Development at Texas Children's Hospital and Baylor College of Medicine.

Each week, the *HAR on the Move* podcast covers a variety of topics that are beneficial to all HAR members.

Listen anywhere, anytime!

New shows every Wednesday!

Subscribe today wherever podcasts are available or visit [HAR Connect](#) for the latest episode.



Apple Podcasts SoundCloud Stitcher App
Spotify Google Podcasts iHeart Radio RSS Link



Minimizing the Ripple Effects of the Pandemic

What can the real estate industry do to minimize the ripple effect of the pandemic? Here are best practices from a broker in a coronavirus hotbed, courtesy of *Inman Select*.

- For markets where showings are still happening, advise your clients not to bring their young children or aging parents along on home tours.
- Support local businesses.
- Invest in 3D imaging and virtual reality.
- Brokers and managers — go virtual.
- Keep your personal space.
- Be consistent.

*If you don't already enjoy the FREE
Inman Select subscription that comes
with your
HAR membership,
[sign up HERE today!](#)*

Read the complete story [HERE](#).





Go the Distance with Education

Webinar Series

HAR continues to present a series of webinars. Log in conveniently from home and continue to learn about HAR tools and other industry-related topics.

Upcoming topics include:

- **HAR Tools: MarketInsight – Tuesday, April 14**
- **Property Management: Service & Assistance Animals – Thursday, April 16**
- **Cyber Security – Tuesday, May 26**
- **HAR Tools: TransactionDesk Essentials – Tuesday, June 9**
- **Property Management: Intro into Commercial Property Mgmt. – Thursday, June 18**

View the entire list of webinars at www.har.com/edu.

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6