



The Edge

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

THIS WEEK



- Meet Your New TREC Leadership
- Racism in Real Estate
- Register for The Blend Web Series
- Think International
- Perform Your Civic Duty
- A Simpler Way to Invest in TREPAC
- Calling All Rising Stars (Age 40 and Younger)
- Don't Miss Your Launch Window

"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.



Meet Your New TREC Leadership

The graphic features a background image of the Texas State Capitol dome. Overlaid on the left side is the TREC logo, which consists of a stylized house shape with a star inside, above the letters "TREC" and the text "TEXAS REAL ESTATE COMMISSION" below it. Below the logo, the text "TREC TOWNHALL MEETING" is written in large, bold, white capital letters. At the bottom, a red rectangular box contains the text "MONDAY, JUNE 15" in white capital letters, with "12:30 p.m." in a smaller white font below it.

The Texas Real Estate Commission (TREC) is pleased to announce a planning and introductory tour with new TREC Chairman Scott Kesner and newly named Executive Director, Chelsea Buchholtz.

Click [HERE](#) to register!



Racism in Real Estate

Real estate professionals must have the tough and uncomfortable conversations about racism and acknowledge that it remains a looming issue in our industry. HAR begins to tackle this critical topic in this week's edition of the ***HAR On the Move*** podcast, featuring a panel discussion with leaders from NAHREP, HBREA and AAREA. Tune in to hear this open and honest dialogue.

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.





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Register for *The Blend* Web Series

Join us this Thursday,
June 11, as we dive
deep with Texas State
Representative, Anna
Eastman and Texas
State Senator, Brandon
Creighton!

Click [HERE](#) to register.



Texas State Representative
Anna Eastman



Texas State Senator
Brandon Creighton

THE BLEND
by TREPAC



WEBSERIES

Featuring *Texas State Representative
Anna Eastman* and *Texas State
Senator Brandon Creighton*

Thursday, June 11
10 a.m.

Click Here to Register for this VIRTUAL EVENT



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Think International

Global Summer Series

WEBINAR WEDNESDAY: A FREE international webinar happening monthly on Wednesday, for the next three months.



Date: June 10 at 12 p.m.

Topic: How to Decode and Win Cultural Buyers from India

Speakers: Kunal Seth and Sonit Seth

This session will include an update about India, migration patterns in the U.S., and how to work with and win over clients from India.

REGISTER HERE



Perform Your Civic Duty

CENSUS 2020 is Here



Completing the census is
your **CIVIC DUTY**.

It is a way to say “I COUNT!”



Have you completed your 2020 Census? If not, please take a few minutes to fill out the form online. It's quick and easy. Right now, ensuring we are all counted is **CRITICAL** for federal funding, which includes funding to help our region recover from the effects of COVID-

19. www.2020census.gov

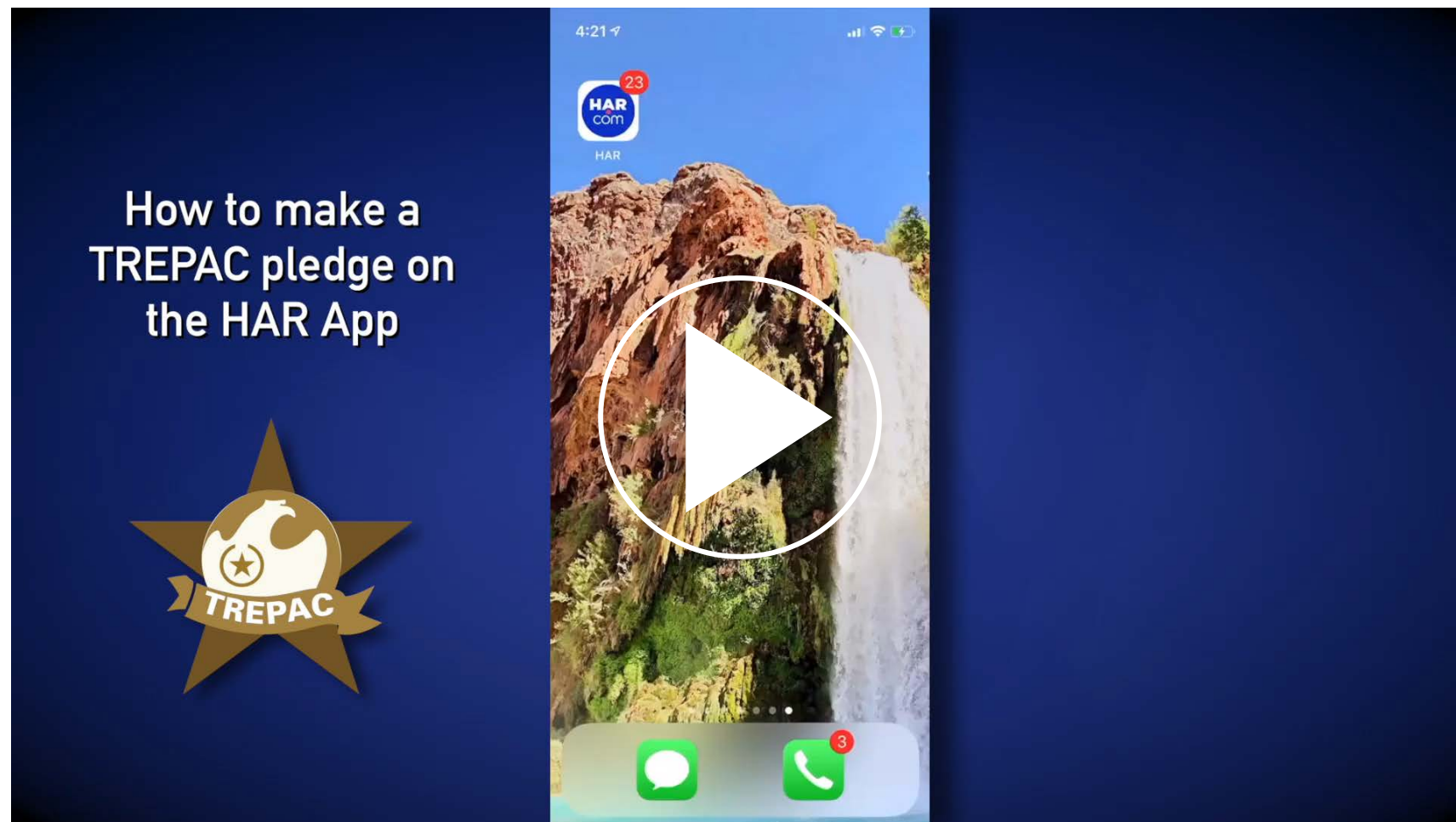
Complete the census online at www.2020census.gov



A Simpler Way to Invest in TREPAC

Did you know that you can
manage your TREPAC
investment online? Sign
up today for recurring or
one-time investments
through the HAR Member
Only Portal at
www.har.com/trepac.

***Watch this video to
learn how!***





Calling All Rising Stars (Age 40 and Younger)



RISING STARS in REAL ESTATE

Excellence in Sales, Leadership & Community Service

This prestigious honor is presented to 20 HAR members 40 years of age or younger who have demonstrated excellence in the areas of sales, leadership and community involvement.

To apply, view the qualifications and FAQs, go to <http://ypn.har.com>

The deadline
to apply is
July 31, 2020.

APPLY NOW!

Are YOU a ***Rising Star in Real Estate?*** This prestigious award goes to 20 HAR members 40 years of age or younger who have demonstrated excellence in the areas of sales, leadership and community involvement.

To apply, view the qualifications and FAQs, visit ypn.har.com.



Don't Miss Your Launch Window

HAR REALTOR® Launch: Your Path to Success

This intensive, four-day course will provide insights into how to handle your transaction from contracts to closing. The program includes tools such as Prospecting, How to Create Business, Buyers and Seller's Expectations, Understanding Your Role Before, During and After the Transaction, Insight in the Ancillary Roles by Subject Matter and Experts (such as appraisers, inspectors, lenders, title companies, home warranty reps and much more). You will receive hands-on, interactive training to help you with your business before you even have business.



Dates: June 11, 12, 15 & 16

Location: Live Online

Time: 8:30 a.m. to 5 p.m.

Investment: \$249 (Use code LAUNCH2020 for \$50 discount)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6