



The Edge

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

THIS WEEK



- Star Athletes Are Among This Week's NAR Conference Lineup
- What Every REALTOR® Needs for Long-Term Success
- Have You Started Your 2022 TREPAC Pledge?
- Play a Leadership Role at HAR
- Be Sure to Fulfill Your Code of Ethics Requirement
- Take Advantage of HAR's New *ShowingSmart* Service

"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.

Star Athletes Are Among This Week's NAR Conference Lineup

- The National Association of REALTORS® (NAR) hosts its first hybrid in-person and virtual annual conference beginning this week, and the lineup includes former NFL quarterback Drew Brees and Olympic gymnast Simone Biles, an economic update and forecast and votes on a slew of proposed multiple listing service (MLS) policies that have the eye of antitrust regulators.
- NAR, which has 1.5 million members, has chosen “Rise and Shine” as this year’s theme for the REALTORS® Conference & Expo, which will take place November 10-15 at the San Diego Convention Center.
- The event offers 80 educational sessions on a variety of topics, including emerging real estate technology, housing supply, housing affordability, cybersecurity, the REALTOR® Code of Ethics and fair housing, as well as governance meetings for the trade group’s dozens of committees.
- NAR expects about 10,000 attendees at the event, all of whom will be required to either show proof of vaccination or a negative COVID test within the previous 72 hours. Those who choose to attend educational sessions from home can do so using an NAR virtual pass.
- Read more about this highly anticipated event on [Inman News](#).

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What Every REALTOR® Needs for Long-Term Success

Professional Development is the theme of this week's *HAR On the Move* podcast, as we discuss ways to set yourself up for long-term success, and the many opportunities available to new agents, seasoned agents and brokers.

Our guest is **HAR**

Director of Professional Development, Rita Blevins.

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

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How to make a
TREPAC pledge on
the HAR App



Have you
started your
TREPAC Pledge
for 2022?
Watch how to
make a TREPAC
pledge on the
HAR App!



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Play a Leadership Role at HAR

CALL *for* LEADERS in 2022



Apply now!

***The deadline is
November 23!***

2022 HAR LEADERSHIP OPPORTUNITIES

Volunteer for one of the many HAR advisory groups.
SIGN UP ONLINE TODAY! | www.har.com/getinvolved



Be Sure to Fulfill Your Code of Ethics Requirement

TREC Legal II No Longer Qualifies

DON'T FORGET!

The NAR Code of Ethics training deadline is **DECEMBER 31**

Check your status and find out how to meet the requirement at www.har.com/codeofethics

HAR.com logo and a megaphone icon are also present in the graphic.

Register for **Code of Ethics** training [HERE](#).

Questions? Please email education@har.com.



Take Advantage of HAR's New *ShowingSmart* Service



Now in **BETA Testing!**

ShowingSmart

Sign Up for
ShowingSmart
Today!



ShowingSmart is the staffed showing service that has been developed by HAR's in-house Technology Team as a program for members. It has been developed with significant input from members to make it the most valuable showing service in the market. It's the smart way to schedule showings.

*Have questions about HAR's ShowingSmart?
Get answers [HERE](#).*