



The Edge

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

THIS WEEK



- This Tuesday, March 1, is Primary Election Day
- HAR Teams Up with Crime Stoppers of Houston
- Understand the Legal Risks Ahead of Time
- HAR is Still Seeking Real Estate Leaders
- Don't Miss Out on HAR Virtual Labs
- Become the Best Agent a Seller Could Ask For

“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.

This Tuesday, March 1, is Primary Election Day

If you didn't early vote, Primary Election Day is your last chance to make your voice heard!

For polling locations, hours and other local information, be sure to visit your corresponding county elections website listed below:

- Harris County: www.harrisvotes.com
- Fort Bend County: www.fortbendcountytexas.gov
- Montgomery County: www.elections.mctexas.org
- Galveston County: www.galvestonvotes.org
- Brazoria County: www.brazoriacountyclerktx.gov



If you have any questions, please contact HAR Political Affairs at karen@har.com.

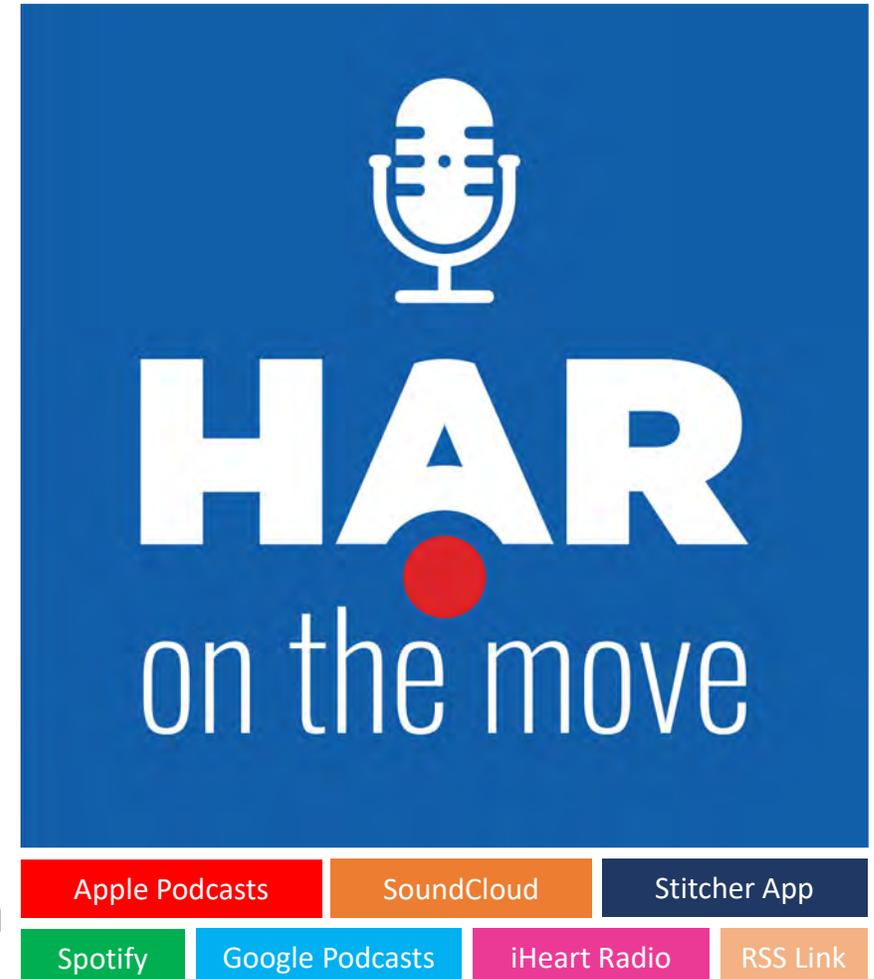
HAR Teams Up with Crime Stoppers of Houston

If you missed the press conference and news coverage last week, HAR has joined forces with Crime Stoppers of Houston and Clear Channel Outdoor to boost public awareness about the growing rental scam crisis that has taken a toll on many unsuspecting renters. **Crime Stoppers of Houston CEO Rania Mankarious** joins us on the latest *HAR on the Move* podcast to discuss that and other critical crime prevention initiatives – and how REALTORS® can get involved. You won't want to miss this episode! Listen beginning this Wednesday!

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

Listen anywhere, anytime!

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



The graphic features a white microphone icon at the top center. Below it, the word "HAR" is written in large, bold, white capital letters. Underneath "HAR", the words "on the move" are written in a smaller, white, lowercase sans-serif font. A red circle is positioned between the "A" and "R" of "HAR". At the bottom of the graphic, there are seven colored buttons for podcast platforms: Apple Podcasts (red), SoundCloud (orange), Stitcher App (dark blue), Spotify (green), Google Podcasts (light blue), iHeart Radio (pink), and RSS Link (light orange).

Apple Podcasts

SoundCloud

Stitcher App

Spotify

Google Podcasts

iHeart Radio

RSS Link



Understand the Legal Risks Ahead of Time

FAILINGS
OF A
BUYER'S
AGENT

FAIR
HOUSING
OR NOT

LEGAL RISKS

CONTRACT
BLUNDERS

SCRUTINY
OF YOUR
CONDUCT



HAR Legal Counsel Grant Harpold looks at the practices that can get REALTORS® in trouble. Knowing the risks in advance will prepare you to address issues when they arise.

Thursday,
MARCH 3, 2022
11 a.m. to noon

VIA ZOOM

Complimentary | Pre-registration required

[REGISTER HERE](#)



HAR is Still Seeking Real Estate Leaders



TEXAS REALTORS®
LEADERSHIP PROGRAM

TRLP is Back for 2022!



Are you ready to become a real estate leader? Time is running out to apply for the **2022 Texas REALTORS® Leadership Program (TRLP)**! Learn more about the program and apply at trlp.har.com.

APPLY NOW!

The deadline is Friday, March 18, 2022.



Applications are Now Available. • APPLY TODAY! • www.trlp.har.com



Don't Miss Out on HAR Virtual Labs

HAR *Virtual Labs*



WEDNESDAY & FRIDAY
10 a.m. - 12 p.m.

How-To • Tips • Q & A

Learn more at:
www.har.com/labs

#HARVirtualLabs





Become the Best Agent a Seller Could Ask For

Seller Representative Specialist

This two-day course provides a comprehensive foundation of skill development, training and resources to help real estate professionals represent the interests of sellers in today's marketplace. Regardless of how long a real estate agent has been in the business, seller agency has been available and more importantly, it remains the primary focus for agents across the country. However, since the advent of buyer agency and the emphasis on training how to be an effective buyer representative, it has become apparent we can no longer assume seller agents have the same level of effectiveness. *(TREC Provider #0001)*

Dates: Monday & Tuesday, March 7 & 8

Location: LIVE Online

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

Investment: \$199 *(Use code SPRING2022 for \$20 off)*

(TREC Provider #1 - Texas REALTORS®)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 2370