

# THE REALTOR® UPDATE

QUARTERLY NEWSLETTER



## President's Message

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Lori Beth Chase, June 2023



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## 2023 President's Challenge

Complete the 2023 President's Challenge for a chance to win a \$300 Visa gift card!

By participating in this challenge, we take the lead in conducting business at the highest standards and demonstrating that we stand up for diverse, inclusive communities where everyone is welcome.

The deadline to participate is **December 8, 2023**. Drawing will occur on **December 11, 2023**. All names of those entered will be recognized at RAPV's Annual Holiday Luncheon. To complete the challenge, visit the components listed on [NAR's website](#) and then fill out the confirmation form below:

[\*\*Get Started Today!\*\*](#)

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## RAPV Local Political Coordinator Program



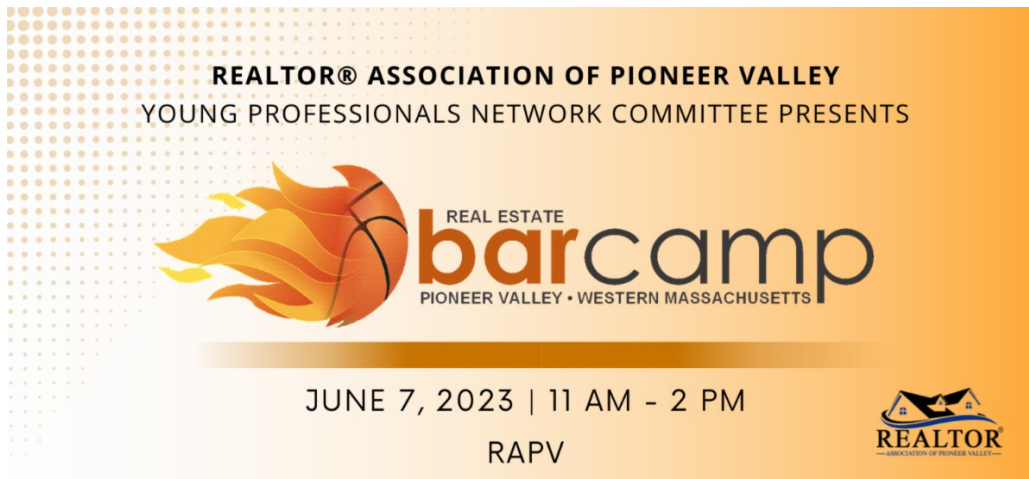
RAPV is excited to launch the [Local Political Coordinator Program](#) (formerly the Town Monitor Program). The Local Political Coordinator Program is essential to the grassroots advocacy of RAPV. Local Political Coordinators (LPCs) are the association's direct connection to the 68 municipalities that make up the Pioneer Valley. Our LPCs allow the association to make meaningful connections with our elected leaders, as well as advocate for homeownership, fair housing, and private property rights.

[Learn More About the Program](#)

[Click Here to Submit the Local Political Coordinator Program Application](#)

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## Real Estate Bar Camp Lunch & Learn | June 7



**RAPV's Young Professionals Network Committee Presents: REBar Camp on June 7, from 11:00 am to 2:00 p.m. at RAPV.**

\$10 per person

Lunch will be provided.

**What is an REBar Camp (Real Estate Bar Camp)?**

The best word to describe it is "UNCONFERENCE". It is an educational gathering of real estate professionals with 2 main goals:

- Share what you KNOW with others.
- Learn what you DON'T KNOW from others.

[Click Here to Register!](#)  
[Learn More About the Event](#)

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## 2023 Scholarship Award Night | June 8



Join us in celebrating RAPV's 2023 Scholarship Award Recipients on June 8 at the Summit View, Holyoke!

**5:00 p.m.** - Social Hour | **6:00 p.m. - 8:00 p.m.** - BBQ Buffet Dinner, Awards Presentation

### Guest Speaker:



**Delmarina López, Esq.**  
Chicopee City Council

**Price**  
**Member:** \$30.00  
**Non-Member:** \$35.00

[Register Here](#)

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## REALTOR® Day on Beacon Hill | June 12



Join REALTORS® from across Massachusetts to advocate for homeownership and private property rights during MAR's REALTOR® Day on Beacon Hill. Attend a keynote session and then meet with your local legislators about the key legislative issues that

will affect the real estate industry and private property. This is your chance to get directly involved at the grassroots level.

7:00 am - Bus Leaves RAPV Parking Lot to arrive at Beacon Hill

More information on the keynote speaker and sessions will be coming soon.

[Register Here](#)

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## Brewfest | June 15



You're invited to Brewfest! A great networking opportunity and a chance to learn about all of the advocacy work that RAPV does on your behalf!

This event in partnership with **Massachusetts Real Estate Community Alliance (MRECA)**

Thursday, June 15, 2023 | 5:00 p.m. - 8:00 p.m.

Vanished Valley Brewery - 782 Center Street, Ludlow, MA 01056.

- \*\$35 per person (BBQ buffet and one drink)

[Register Here](#)

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## Tools for Your Toolbox Education Series

Session 2: OFFERS! | June 20





Join us for our upcoming **Tools for Your Toolbox Education Series Session 2: Offers!** on **Tuesday, June 20, from 5 p.m. - 7 p.m. at RAPV Office.** You will learn about the offer forms, addendums and more!

**Cost:** member price: \$10 | non-member price: \$25  
Light Food & Refreshments will be served.

[Register Here](#)  
[Registration Flyer](#)

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## Start Strong Coffee Connections | June 20

A flyer for 'Start Strong Coffee Connections' featuring a central image of a white coffee cup with latte art. The text 'START STRONG' is arched over the top of the cup, and 'COFFEE CONNECTIONS' is arched along the bottom. To the right of the cup, the text reads: 'Come join your peers for coffee and start your morning strong!', followed by a brown box containing 'Tuesday, June 20' and '9am -10am'. Below this, it says 'Noho Social Cafe' and '261 King St, Northampton, MA 01060'. At the bottom right, 'FREE!' is written in bold. In the top right corner is the 'REALTOR' logo with '—ASSOCIATION OF PIONEER VALLEY—' underneath.

**START STRONG**

**COFFEE CONNECTIONS**

**REALTOR®**  
—ASSOCIATION OF PIONEER VALLEY—

Come join your peers for coffee  
and start your morning strong!

**Tuesday, June 20**  
**9am -10am**

**Noho Social Cafe**  
261 King St, Northampton, MA 01060

**FREE!**

2023 RAPV President Lori Beth Chase is excited to announce a new networking venture with our RAPV Young Professionals Network – Start Strong Coffee Connections!

**Our next Coffee Connections is on Tuesday, June 20th, from 9 am - 10 am at Noho Social Cafe & Speakeasy.**

It's Free! Registration is required.

[Register Here](#)

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## 2023 Leadership Series Session 3: Small Business Financial Tools | July 13

REALTOR® ASSOCIATION OF PIONEER VALLEY

# 2023 Leadership Training Series

## SESSION 3:

July 13

Small Business Financial Tools

Sign up for the **2023 RAPV Leadership Series: Empower your Future**. These skills based classes are designed to empower you as a leader in your business, personal life and beyond!

The third session is **Small Business Financial Tools** on **July 13 at 9 am** with **Kimberly Allard, Broker/Owner** of **Century 21 Professionals**.

Show me the Money! Money management is a necessity. From budget basics to business insider tips, this session will ensure you have the financial literacy necessary to manage money like a boss.



**Kimberly Allard**

CRS, ABR, CBR, CFS, E-PRO,  
RENE, HFS, PSA, SRS, GRI,  
GREEN, LMC, AHWD, ITI,  
WCR Broker/Owner

[View the Full RAPV 2023 Leadership Series Schedule](#)

[Click Here to Register for the Session 3: Small Business Financial Tools](#)

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## 2023 President's and Rising Star Awards Applications Available



[Click here to Download the President's & Rising Star Awards Application](#)

## Notes From the MAR Legal Hotline: June 2023

[Click here to read the Legal Hotline June Notes](#)

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### Save the Date!

**REALTOR® Safety Course** - Registration Opening Soon  
**June 28, 2023 | 10:00 am – 12:00 pm**

John Nettis and Steve Grasso, from P.A.S.S. are trained police officers, with firsthand knowledge and experience in dealing with erratic behaviors; they will teach you the tools to identify warning signs, and then to manage and mitigate others' anxiety. During this 120-minute training program, attendees will learn de-escalation strategies using police department proven techniques including verbal judo, physical and situational awareness, environmental scanning and much more to nip incidents in their least destructive state.

The class also includes interactive attendee polling as well as situational exercises in small groups.

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### **Affiliate Realtor® Committee August Networking Event**

**Thursday, August 10, 2023 | 4:30 pm – 8:00 p.m.**

Brunelle's Marina

REALTOR® ASSOCIATION OF PIONEER VALLEY  
AFFILIATE REALTOR® COMMITTEE

**AUGUST NETWORKING NIGHT**

**August 10, 2023**  
4:30 pm - 8:00 pm

Brunelle's Marina, South Hadley, MA



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### **First Time Homebuyer Equity Builder Program Offered at PeoplesBank** Sponsored

The combination of increased home prices and rising interest rates is often a double whammy for First Time Home buyers who may struggle to provide a down-payment or closing costs. PeoplesBank is here to help with both of those challenges.

[Read More](#)

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## Upcoming Events & Classes

June 7 | [REBar Camp Lunch and Learn](#) | 11:00 pm - 2:00 pm | RAPV  
June 8 | [2023 Scholarship Awards Night](#) | 5:00 pm - 8:00 pm | Summit View  
June 12 | [REALTOR® Day on Beacon Hill](#) | 11:00 am | Massachusetts State House  
June 15 | [Brewfest](#) | 5:00 pm - 8:00 pm | Vanished Valley Brewing  
June 15 | [June CE Classes](#) | 9:00 am - 4:00 pm | RAPV  
June 20 | [Strong Coffee Connections](#) | 9:00 am - 10:00 am | Noho Social Cafe and Speakeasy  
June 20 | [Understanding the Offer Forms Seminar](#) | 5:00 pm - 7:00 pm | RAPV  
June 26 | [Selling Historical Properties \(2 CE Credits\)](#) | 1:00 pm - 3:00pm | Virtual  
July 13 | [Leadership Series Session 3: Small Business Financial Tools](#) | 9:00 pm - 4:00pm | RAPV

**[Click Here for a full list of RAPV Events and Education Classes!](#)**

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## CONNECT WITH US



**REALTOR® Association of Pioneer Valley**  
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(413) 785-1328 | [www.rapv.com](http://www.rapv.com)

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