

January 2024 - Office Meeting

Office Event schedule and links at www.executiveagent.net

KV Core for Team Leaders and Admins Today! 1:00-2:30, Severna Park & Zoom

- How to setup KV Core for Teams, Websites, Lead Routing, Ponds, Team Level Campaigns and Email Templates

Business Building Workshops, Wednesdays in January

- Jan. 3rd, 10th, 17th, 24th 10:00-12:00, Severna Park Office
- Session 1 Business Planning
- Session 2 CRM and Tech
- Session 3 Marketing & Lead Generation, **Tomorrow! at 10AM**
- Session 4 Systems and Processes, **Next Wednesday at 10AM**

Dotloop Class, Wednesday Jan. 31st 1:00-2:00, Severna Park & Zoom

- Dotloop is getting an update, it's a whole new world. The new system is up and running along with the current system. Learn it today before the changeover.

Mastermind Workshops, Wednesdays in February

- 9:30-11:00, Severna Park Office
- Follow up to January series. Set goals, work hands on implementing new strategies and systems, problem solving with Nathan and other agents. Be 100% prepared for the Spring Market!

KV Core Website Workshop, Thursday Feb. 8th 10:30-12:00, Kent Island & Zoom

- Your Max Tech websites are powerful tools. Get them set up, looking great and working for you!
- Be prepared with your login for remax.net and a domain provider if you have your own URL and need it set up.

February Office Meeting Tuesday Feb. 13th 11:00-12:00, Kent Island & Zoom

- Lender and Loan Product Update, Market Update and Dotloop mini class.

RE/MAX R4 Convention, March 25-28th Las Vegas

- [Registration and Info](#)

January Anniversaries: Sue Herrick 18 Years, Cindy Beres 3 Years, JJ Fegan & Michelle Fegan 2 Years

January Birthdays: Nataliya Lutsiv 01/12, Michele Bennett 1/14, Pam Doll 01/24

Program

Bright Office Exclusive Updates

- Per Bright Rules all listings must be submitted to Bright within 2 days of signing the Listing Agreement.
- Should seller instruct you not to place into the MLS as Active or Coming Soon this is an Office Exclusive Listing. [This Form](#) is required and must be signed by the Seller.
- The new process as of Jan. 10 is that the listing be entered into Listing Management with the status of Office Exclusive. Listing can then be moved to CS or Active as needed.

Listing Services, Sign Installs and Removals

- Effective February 1st fees will be \$35 in the primary Service Area and \$55 outside of that area. Trips past Cambridge and Fredrick will be \$75.

EMD Release Process Changes that took effect Oct. 1

- The new option only applies if Buyer Terminates under a contingency.
- Financing, Home Inspection, HOA, Condo ect.
- All parties should still be attempting to get an EMD release signed on these transactions.
- If the Buyer has terminated under a valid contingency and they cannot obtain a release signed by the seller, they then must request in writing that their deposit be returned. Notice must be sent to the Seller and Escrow Agent. If Seller does not file a request for mediation within 10 days the deposit can be returned to the buyer. Sellers request for mediation must be notarized, written and sent to the buyer and escrow agent.

Executive Referrals

- executivereferralsmd.com
- It's time to start building a referral team. If you would like custom marketing material contact Amy at marketing@executiveagent.net
- If you have a producing agent whose business, you wish to acquire speak to Nathan and I will help you develop a plan and an offer for the agent. Transition plans can range from 1-5 years and when done well both parties win.

Year in Review, Market Update, and Looking Forward