



The Edge

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

THIS WEEK



- Why and How Real Estate Needs to Clean House
- Keeping Up With Legal
- Get On the Bus
- Sign Up as a TREPAC All-Star
- HAR YPN Serves Up a Hot Topics Luncheon
- HAR Introduces a Mini-MBA Program

“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.

Why and How Real Estate Needs to Clean House

- A recent *Inman* survey designed to gauge challenges and opportunities in the industry had real estate professionals take a long look in the mirror. The results were not pretty.
- The survey found that while there are several new initiatives coming down the pike to address control of listing data, real estate professionals consider the industry's biggest challenge to be themselves. Or, rather, that incompetent agent on the other side of the table from them.
- They were mixed on whether the organization many of them pay to represent them — the one million-member National Association of REALTORS® — would help or hinder efforts to tackle that challenge.
- Read this member exclusive *Inman Select Special Report*, featuring complete survey results, [HERE](#). It comes with your free *Inman Select* subscription, courtesy of HAR.

If you don't already enjoy the FREE Inman Select subscription that comes with your HAR membership, [sign up HERE today!](#)





Keeping Up With Legal

Laws and regulations affecting real estate are changing all the time. We can't be expected to know them all, so we call upon someone who does. The *HAR On the Move* podcast proudly welcomes back **HAR Legal Counsel Grant Harpold**. Grant discusses contract updates, the status of the NAR lawsuits and their potential implications for us locally and much more!

Do not miss this informative episode!

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

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GET ON THE BUS!



WEDNESDAY
MARCH 22
2023
AUSTIN, TX

7 
DEPARTURE
LOCATIONS

+1 Location added!

BHGRE Lake Houston
18455 W Lake Houston Pkwy
Humble, TX 77346

[www.har.com
/realtorday](http://www.har.com/realtorday)

Questions?
Email
shara@har.com

REGISTER ONLINE by March 10 www.har.com/realtorday
For information contact **Shara Persley** at shara@har.com



BE A TREPAC All-Star!!!

Sign Up Early and reserve your tickets now!



PROGRAM 2023

Complete your **Major Investor Pledge** by **March 1, 2023** and receive tickets to events and additional benefits. You can break your pledge into monthly payments.

\$1,000 - STERLING R INVESTMENT

- Tickets to two Global Series Events
- One REALTOR® Day at the Capitol Pass
- Exclusive Jacket
- One Purple Party Ticket
- Two Major Investor Appreciation Events
- Two Tickets to Regional TREPAC Events
- Thank You Gifts from HAR, TR & NAR
- Exclusive Benefits at HAR TREPAC Events
- Text Reminders for Upcoming TREPAC Events and Auctions



Reserve Your **ALL-STAR SPOT** Today!



WWW.HAR.COM/TREPAC | TREPAC@HAR.COM

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***Email
TREPAC@
HAR.com***

**Questions?
Email
shara@har.com**



SAVE the DATE!

Wednesday, April 12
11: 30 a.m. to 1:30 p.m.
Pinstripes
3300 Kirby Drive, Houston




HotTopics Luncheon

A Lively Educational Event
with Industry Experts!

For More Information Email: miranda.garcia@har.com




"I would definitely recommend this program. It gives you an in-depth look at your own agency and it's done in a step-by-step manner."



Michelle O'Connor

"Two Words: Do It! The program offers a time-efficient, streamlined format and relevant real-world content. Take this opportunity to position your agency for success."



Chase Keller

"I think that this program is brilliant. There is so much wealth in the networking & perspective of your colleagues."



Michael Foster

SCAN TO LEARN MORE



Business Management Program

A 10-WEEK 'MINI-MBA' BUILT FOR THE CURRENT & FUTURE LEADERS OF HOUSTON'S REAL-ESTATE INDUSTRY

Social Learning & Networking

Join a cohort of the your HAR peers to share, grow, and network together.

Don't want to scan? Visit: www.goalmakers.com/har

Mini-MBA Curriculum

Master the finances, people management, & organizational leadership.

Expert-Led Live Sessions

The program blends self-paced eLearning with bi-weekly live facilitations.

Have Questions? Email Us! team@goalmakers.com