



# The Edge

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

**THIS WEEK**



- Get the Inside Scoop on Safety
- It's Time to Step Up to the Plate
- Cast Your REALTOR® Vote Today
- Take Your Business to New Heights

“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.*



## Get the Inside Scoop on Safety

- Whether you're staffing an open house, out shopping or taking a walk around the block, it's critical to be aware of your surroundings at all times to keep yourself, your clients and your loved ones safe. Get the inside scoop about innovative ways that the Houston Police Department (HPD) is working with communities all across Houston to fight crime and boost safety.
- In this week's edition of ***HAR on the Move***, we talk to **Senior HPD Officer James Sobota**, a 33-year veteran of the force, who discusses the Positive Interaction Program (PIP) and how REALTORS® can get involved.
- Each week, the ***HAR on the Move*** podcast covers a variety of real estate topics that are valuable to our HAR members. Listen anywhere, anytime!
- New shows come out every Wednesday!

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




Apple Podcasts	RSS Link	Stitcher App
SoundCloud	Spotify	Google Podcasts

## It's Time to Step Up to the Plate



Join Us at

**SAINT ARNOLD**  
BREWING Co!

**MAY 9, 2019**  
**3-4:30 p.m.**



- You won't want your agents to miss a fast-paced three innings with YPN heavy hitters in our field on the afternoon of **Thursday, May 9**.
- In 60 minutes, they can pick up three topics with our coaching experts.
- Afterwards, it's the TREPAC-sponsored Power Hitters' Mixer from 5 to 7 p.m., which includes a tour of the Saint Arnold Brewery with heavy appetizers and Saint Arnold beer.
- Click [HERE](#) for more information and to register!



## Cast Your REALTOR<sup>®</sup> Vote Today

Tuesday, April 30 is the last day to early vote in the May 4 General Election!

The following list of HAR recommended candidates has been carefully screened and approved by board leadership:

### PEARLAND City Council

J. David Little: Position 5

### PASADENA City Council

Sammy Casados: District D

Cody Ray Wheeler: District E

Phil Cayten: District F

Cary Bass: District G

Thomas Schoenbein: District H

### SUGAR LAND City Council

Steve Porter: District 1

Stewart Jacobson: District 3

Carol McCutcheon: District 4

### Goose Creek CISD

Shae Cottar: Position 7

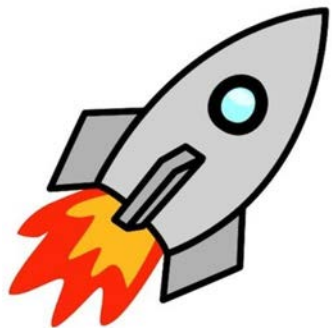


Learn more about the election dates and voting locations [HERE](#).

# Take Your Business to New Heights

## HAR REALTOR® Launch: Your Path to Success

This intensive, four-day course will provide insights into how to handle your transaction from contracts to closing. The program include tools such as Prospecting, How to Create Business, Buyers and Seller's Expectations, Understanding Your Role Before, During and After the Transaction, Insight in the Ancillary Roles by Subject Matter and Experts (such as appraisers, inspectors, lenders, title companies, home warranty reps and much more). You will receive hands-on, interactive training to help you with your business before you even have business.



**Dates:** May 1, 8, 15 & 22

**Location:** HAR Montgomery County

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

**Investment:** \$249 (Use code LAUNCH2019 for \$50 discount)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6