



The Edge

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

THIS WEEK



- Rental Assistance Deadline is This Wednesday
- 10 Reasons to Invest in TREPAC
- HAR Engage is Virtually Amazing
- Engage with Luxury Real Estate Guru Mauricio Umansky
- HAR Wants to Know How You Are Doing
- Designate Yourself For Success
- Don't Miss RAMP, BAM, & SLAM!

“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.



Rental Assistance Deadline is This Wednesday

COVID-19 Rental Assistance Program

Harris County provided \$40 million in funding, and the City of Houston provided \$20 million, which will be distributed to Participating Landlords on behalf of eligible tenants.

Tenants whose landlords agree to the program terms may apply for rental assistance for past due rent.

Are you a tenant?

Tenant applications are open from Monday, August 24th - Wednesday, September 2nd

[Apply now](#)

Are you a landlord?

Landlord enrollment is open from Monday, August 17th - Wednesday, September 2nd

[Enroll now](#)

www.HarrisCountyRentHelp.org

10 Reasons to Invest in TREPAC



Have you invested in TREPAC yet? TREPAC has been your advocate in the past and continues to work hard for your business, your clients and the real estate industry. Need 10 Reasons why you should invest in TREPAC? [Watch this video](#) of TREPAC Trustee, Christi Borden, and [invest today!](#) The TREPAC Year End is rapidly approaching on September 30. Check your investment level by clicking [HERE](#).



HAR Engage is Virtually Amazing

HAR Engage is **Virtual Engage** this year, with scheduled presentations by some of the greatest minds in real estate. In this week's edition of *HAR On the Move*, we talk to **Virtual Engage Co-Chairs Rooy Eapen and Michica Guillory** about HAR's most anticipated event of the year. Not only is this information-packed, three-day conference convenient by being virtual. It is **FREE OF CHARGE!** Tune in for details, and mark **September 23-25** on your calendar to participate!

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

Listen anywhere, anytime!

New shows every Wednesday!

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



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Engage with Luxury Real Estate Guru Mauricio Umansky

2020 VIRTUAL ENGAGE CONFERENCE

"The Luxury Real Estate Niche"

On Day 1 | Broker Day | Sept 23

Visit our website for complete information

ENGAGE.HAR.COM

SPEAKER



MAURICIO UMANSKY

Founder and CEO
The Agency

[Watch Video](#)

HAR Engage is excited to welcome **Mauricio Umansky**, founder and CEO of The Agency. Umansky has represented some of the world's most noteworthy properties, including the Playboy Mansion, the first house in L.A. to sell above the \$100M mark, Walt Disney Estate, and residences owned by Michael Jackson, Michael Jordan and Prince. To read more about Umansky, visit engage.har.com and secure your ticket to see him today!

Complimentary registration this year for Virtual Engage!

HAR Wants to Know How You Are Doing

Stress and Triumph During the Pandemic



The HAR Young Professionals Network (YPN) has launched a campaign called ***How Are You Doing***. Share your story of *Stress and Triumph During the Pandemic* in 500 words or less or through a one-minute video for a chance to win a \$100 gift card! Read more about the campaign and how to submit your story [HERE](#).



Designate Yourself for Success

Graduate REALTOR® Institute (GRI): Real Estate Brokerage

Topics of this four-day course include **Professional Standards, Policies & Procedures, Brokerage & Agency Relationships and Business Development.** The GRI designation is the most widely recognized of the national real estate designations. The courses may be taken in any order and satisfy 10 hours of elective CE or 30 hours SAE.

Date: September 10, 11, 14, & 15

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

Location: Live Online

Investment: \$295

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6



Don't Miss RAMP, BAM, & SLAM!

LIVE CLASS: ONLINE! **HARTEAMS**

HOW TO ADD 2 (OR MORE) DEALS PER MONTH!

WORKMAN SUCCESS SYSTEMS

RAMP
Rising Agent Mastery Program

CLICK HERE FOR MORE INFO!

RAMP Live! will reinforce what you learn throughout the assigned videos and accompanying workbook — that's right! — RAMP includes specific, actionable items to do for real results in your business, and your facilitator knows how to best lead you through them.

This course is held weekly starting on September 21st until December 21st.

Register [HERE](#) today!

LIVE CLASS: ONLINE! **HARTEAMS**

HIT THE GROUND RUNNING!

WORKMAN SUCCESS SYSTEMS

BAM
Buyer Agent Mastery

CLICK HERE FOR MORE INFO!

BAM Live! leads you through the Buyer Agent Mastery course — guaranteed to increase your business by two more deals per month or 24 additional transactions per year. You'll learn how to improve your real estate selling and conversion techniques in a live classroom!

This course is held weekly starting on September 30th until November 18th.

Register [HERE](#) today!

LIVE CLASS: ONLINE! **HARTEAMS**

LEARN HOW TO LIST MORE HOMES THAN EVER BEFORE.

WORKMAN SUCCESS SYSTEMS

SLAM
Seller Listing Agent Mastery

CLICK HERE FOR MORE INFO!

SLAM Live! facilitates your path to becoming a master of generating and closing more listings. It all starts here with learning the most effective prospecting and presenting techniques and learning the “list to last” system — ensuring that you dominate your market as a seller.

This Course is held weekly starting on September 14th until November 16th.

Register [HERE](#) today!