



The Edge

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

THIS WEEK



- Minding Your Safety with Crime Stoppers of Houston
- Early Voting Ends This Friday
- Have You Started Your 2021 TREPAC Pledge?
- Help Lead Your Association
- Take Advantage of HAR Virtual Labs
- Get On Top of Your Negotiation Game

“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.

Minding Your Safety with Crime Stoppers of Houston

Safety is on the agenda as *HAR On the Move* welcomes back **Rania Mankarious**, CEO of **Crime Stoppers Of Houston!** Rania discusses the organization's many initiatives to prevent crime in communities throughout Houston and Harris County, and how REALTORS® can get involved.

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

Listen anywhere, anytime!

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Early Voting Ends This Friday



Early Voting Has Begun
10/13 - 10/30



★★ www.VOTETEXAS.gov ★★

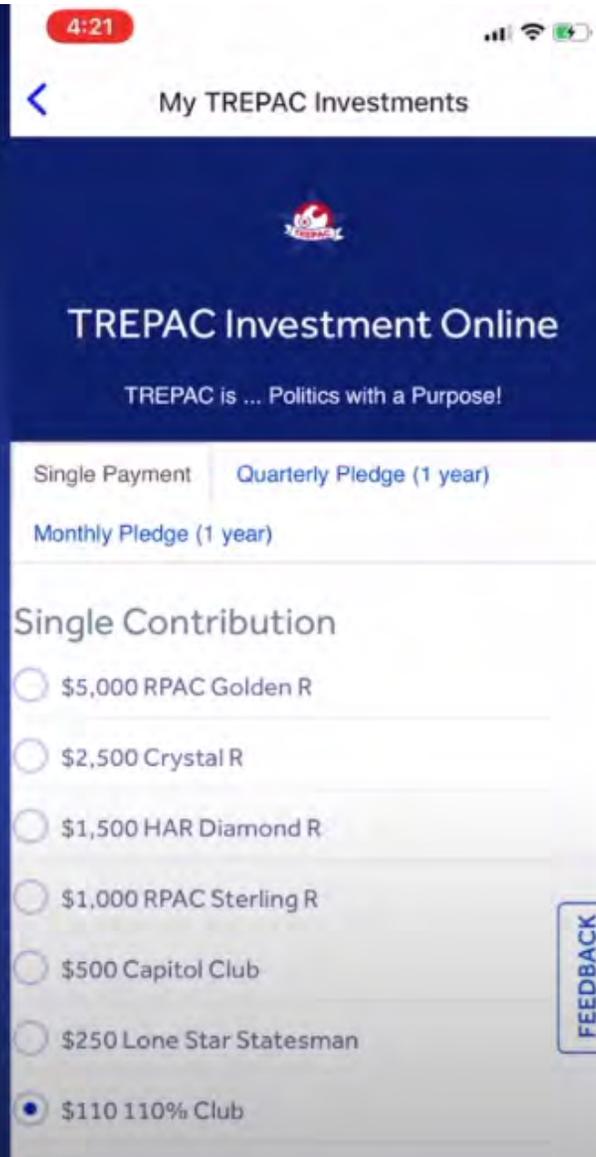
Local Resources:
[Harris County](#), [Fort Bend County](#),
[Montgomery County](#) &
[Brazoria County](#).

Also check out
www.TexasREALTORSsupport.com

***Election Day is Tuesday,
November 3***



How to make a TREPAC pledge on the HAR App



Have you started your TREPAC Pledge for 2021? Watch how to make a TREPAC pledge on the HAR app!



Help Lead Your Association

CALL *for* LEADERS in 2021



2021 HAR LEADERSHIP OPPORTUNITIES

Volunteer for one of the many HAR advisory groups.
SIGN UP ONLINE TODAY! | www.har.com/getinvolved

HAR is looking for leaders!
Are you ready to step up
and get involved with
YOUR Association?

Submit your application
TODAY to join one of our
many important advisory
groups.

www.har.com/getinvolved



Take Advantage of HAR Virtual Labs

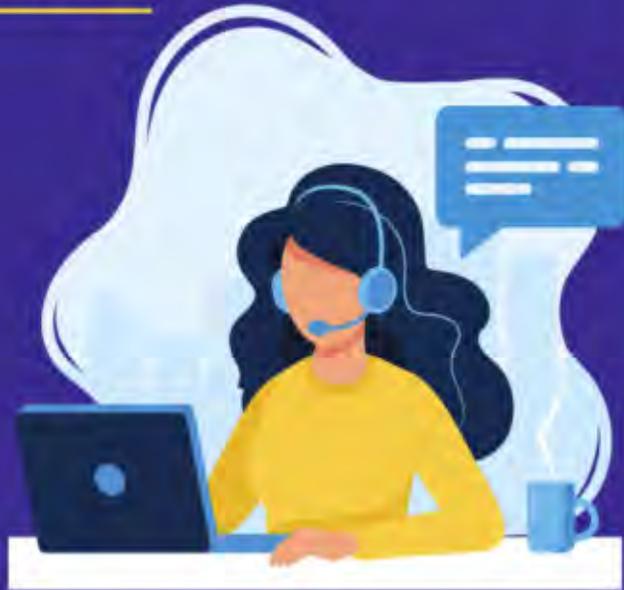
HAR Virtual Labs



TUESDAY & THURSDAY
10 a.m. - 12 p.m.

How-To • Tips • Q & A

#HARVirtualLabs



HAR Virtual Labs are open sessions that are available to all members. Each **Tuesday and Thursday, from 10 a.m. to noon**, anyone who logs in can work with HAR staff in real time to get answers to their questions or quick “How To” tips on the various HAR Tools and Matrix. These are come and go sessions, so hop on at your convenience, ask your questions or just listen in, and stay on the session for as little or as much as you’d like. We are here for you and we look forward to having you join us!

#HARVirtualLabs

Visit www.har.com/labs to participate in any or all of these bi-weekly sessions.



Get On Top of Your Negotiation Game

Real Estate Negotiation Expert (RENE) Certification

This two-day interactive experience will help negotiators elevate their game. The course examines all types of negotiation formats and methods so that today's negotiators can play the game to win. A full spectrum of tips, tools, techniques and advantages will be provided so that negotiators can provide effective results for their client. The second day of the course focuses on real-world field scenarios to help negotiators apply the power tools, techniques and tactics learned on the first day. Understanding the tactics and techniques is one thing, but learning how to recognize them being done and using them effectively requires practice. These field scenarios provide the foundational experience and practice negotiators need to master so they can effectively advocate for their clients.

Dates: Thursday & Friday, October 29 & 30

Location: Live Online

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

Investment: \$199

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6