



The Edge

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

THIS WEEK



- A Preview of Texas Legislative Priorities
- Opening More Doors in 2021
- HAR Virtual Labs: Answers to Your Questions
- Enhance Your REALTOR® Skills

“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.

A Preview of Texas Legislative Priorities

In this week's edition of the *HAR On the Move* podcast, we welcome **HAR Director of Governmental Affairs, Amber Burton Alfred**. Amber gives us a preview of some of the bills going before the Texas Legislature this session that could have an impact on homeowners, Texas REALTORS® and the real estate industry as a whole. The session is already underway and these key issues are likely to come up soon. Find out what they mean to you and your business and how you can get involved.

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

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Opening More Doors in 2021

AFFORDABLE
 **HOUSING**

Webinars

3rd Wednesday
12 - 1:30 p.m.



har.com/webinars

Beginning in February, HAR will offer a monthly webinar series geared toward affordable housing. These webinars will be presented on **the third Wednesday of each month from 12 to 1:30 p.m.**

Sign up today
at [www.har.com/webinars!](http://www.har.com/webinars)

Questions? Please call
713.629.1900 ext. 6



HAR Virtual Labs: Answers to Your Questions

Are you taking advantage of *HAR Virtual Labs*? HAR Virtual Labs are open sessions that are available to all members each **Tuesday and Thursday, from 10 a.m. to 12 noon**. Anyone logging 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**

HAR Virtual Labs

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

How-To • Tips • Q & A

#HARVirtualLabs

The graphic features a woman with long dark hair wearing a headset and a yellow sweater, sitting at a desk with a laptop and a blue mug. A blue speech bubble is positioned above her. The background is a dark blue gradient with a white cloud-like shape behind the woman.

Visit www.har.com/labs to participate in any or all of these twice-a-week sessions.



Enhance Your REALTOR® Skills

Accredited Buyer's Representative (ABR)

The Accredited Buyer's Representative (ABR) designation helps prepare real estate professionals to represent buyer clients in residential real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed. It also offers ideas and methods for building a buyer representation business and tools for conducting buyer counseling sessions.

Dates: Wednesday & Thursday, February 3 & 4

Location: Online (live) training

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

Investment: \$199 (members and non-members)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6