

Bi-Weekly Company Zoom Meeting Summary

February 17, 2026

Guest Speaker – Jeff Britton, Pitch59

Jeff did a brief demonstration of the Pitch59 digital business cards that include your 59 second elevator pitch and contact information and are easy to share. Get your pitch card for free at <https://pitch59.com/>

Jeff is doing training for us, The Secret to Getting Daily Referrals, on Tuesday, February 24th at 10:00 on Zoom. You must register to receive the zoom link, click this link to register https://us06web.zoom.us/meeting/register/H-g78PGhT_qCqBUQVrMwcA

David Clapp's Presentation

Deed fraud is still an issue. Be sure you sign up for notifications from your county and pass the info to your clients and past clients. The links to each county site are in the resource center (agresourcecenter.com) in the Realtor Online Resources section.

Solar panels – your management team is working on clauses to insert into your contracts regarding solar panels. David reviewed the current language being considered and asked for input. When the clauses are finalized, they will be available in appFiles in the Master Clauses section. The FR/BAR contract committee is also working on updating the solar panel section of the Seller's Property Disclosure.

New FinCEN (Financial Crimes Enforcement Network) reporting will be required beginning March 1st on non-financed (cash purchases) of residential real estate where the buyer is a legal entity or trust rather than an individual. FL Realtors article: <https://www.floridarealtors.org/news-media/news-articles/2026/02/fincen-reporting-rule-takes-effect-march-1> FinCEN site info: <https://www.fincen.gov/rre>

- The FR/BAR is working to update paragraph 18 of the sales contract
- The reporting is the responsibility of title closing agencies. Most are using 3rd party vendors to prepare and submit the report. There will be a separate charge on the closing statement to cover the cost of creating and submitting the reports.

Legislation – David reviewed several bills that are currently being voted on in the FL House and Senate

FR Board Certified Professional applications are being accepted through March 31st
<https://www.floridarealtors.org/membership/specialties/board-certified>

FR Student Scholarships - The application deadline for this year's program is March 6, 2024, at noon. <https://www.floridarealtors.org/news-media/news-articles/2024/01/florida-realtors-apply-student-scholarships>

Contract Classes – the recordings of both sessions of David's contract classes are now available on the resource center (agresourcecenter.com) in the Recorded Meetings & Training section.

Our next meeting is on Tuesday, March 3rd.