

## Stewart – Massachusetts Mid-Week Update – February 10, 2021

Dear Stewart Partners,

We hope that all of you are you have shoveled out. It certainly feels like what mother nature held back in terms of snow in 2020, has been released in 2021.

In this update we are including the February 2021 *Ouch!* Newsletter with tips on what to do if you think you've been hacked. In addition, we are including registration details for two upcoming Stewart webinars hosted by the national agency team. Lastly, we wanted to share with you a newsworthy article about current challenges and criticisms on the structure of real estate agent commissions and whether it's beneficial to consumers.

- *OUCH! February 2021 – Newsletter*

In this edition of *OUCH!* published by SANS, the authors provide practical advice on what to do if you suspect you've been hacked. You can access the information at this link: [https://www.sans.org/sites/default/files/2021-01/Ouch%21%20Feb%202021%20-%20I%27m%20Hacked%2C%20Now%20What\\_v3-English.pdf](https://www.sans.org/sites/default/files/2021-01/Ouch%21%20Feb%202021%20-%20I%27m%20Hacked%2C%20Now%20What_v3-English.pdf)

The information in these newsletters are great for the novice and sophisticated computer user alike, so we encourage you to share it with family and friends.

- *Upcoming National Agency Webinars*

- Thursday, February 11, 2021: **Social Media 101-Using Facebook and LinkedIn in your Marketing Efforts**

The Stewart Marketing team will dive into how to use social media as a tool to build relationships, increase brand awareness and make sales. Stewart Marketing has a number of recommendations that will help your business create and maintain a solid presence throughout various social networks. During this one-hour webinar, the marketing team will walk you through the process and provide tips to help you increase business through social media. [Click here to register](#) for this webinar

- Thursday, February 18, 2021: **The 3 R's of Real Estate and the Economy**

The real estate industry never stands still for long. To keep up, we all need to constantly reinvent ourselves and our businesses, recharge our batteries and reignite our commitment to customers and clients.

Who better than Dr. Ted C. Jones to guide you on that journey? Stewart Title Guaranty Company's chief economist is an internationally recognized real estate expert. His presentations are always informative and entertaining.

[Click here to register](#) for this webinar

- *Real Estate Agent Commissions Under Attack*

Across the country, the manner in which real estate commissions are paid is strikingly similar. The agents working with the buyer and seller are both paid out of the seller's proceeds. Challenges to this model are mounting. In an article published in Axios, the author

reports on the Justice Department's settlement agreement with the National Association of Realtors, which will make it illegal for a buyer's broker to advertise their services for free. The article also highlights the two class action lawsuits filed in Illinois and Missouri, claiming the plaintiffs were overcharged as are result of the NAR commission system. To read the full article, follow this link: <https://www.axios.com/real-estate-fee-showdown-lawsuits-5e88b18c-3baa-4cb0-8302-2a2a8fa16eda.html>

- [Stewart's Massachusetts COVID-19 Resource Page](#)

Please view our resource page which contains all the local information relative to underwriting guidance, affidavits, registry closures and frequently asked questions. This site will be updated regularly. To access click [\*\*HERE\*\*](#) and make it a favorite on your web-browser. You can also copy the following URL and paste it into your web browser: <https://www.stewart.com/content/stewart/stewartcom/en/stg/massachusetts/underwriting-resources/forms-policy-information/covid-19-info-resources.html>



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