

# REALTORS® MEMBERSHIP GUIDE

OWN YOUR MEMBER EXPERIENCE







## WHAT IS THE NATIONAL ASSOCIATION OF REALTORS®?

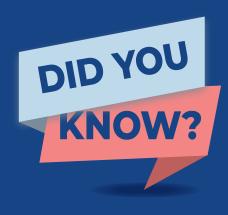
The National Association of REALTORS® (NAR) is America's largest trade association, representing 1.4 million members, including NAR's institutes, societies, and councils, involved in all aspects of the residential and commercial real estate industries.

#### WHAT IS NAR'S MISSION?

NAR's mission is to empower REALTORS® as they preserve, protect and advance the right to real property for all.

#### WHAT IS NAR'S VISION?

NAR's vision is to be a trusted ally, guiding its members and those they serve through the ever-evolving real estate landscape.



When joining your local association/board, you automatically are a member of NAR. Visit <u>nar.realtor</u> for more information on your member benefits, and after logging in, make sure to visit the "My Account" section to access your official NAR membership card.

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#### **REALTOR® BRAND**

The REALTOR® brand represents ethics and expertise.



#### **TRADEMARKS**

Distinguish yourself as a REALTOR® by using the REALTOR® trademark, one of the strongest brands in the world.

nar.realtor/Trademark





#### **CODE OF ETHICS**

The REALTORS® Code of Ethics is the cornerstone of the REALTOR® organization and a distinguishing characteristic of your membership.



#### **FAIR HOUSING**

NAR stands firm on the belief and commitment to equal opportunity in housing for all, and ensuring that REALTORS® do everything possible to protect housing rights in America.

nar.realtor/fair-housing

#### PROFESSIONALISM ENHANCEMENT INITIATIVE: C2EX



REALTORS® Commitment to Excellence (C2EX) is an award-winning, web-based program that focuses on 10 areas of industry professionalism and leads to an endorsement from NAR. Set yourself apart with this commitment to professional growth.

C2EX.realtor

#### **TOP-LEVEL DOMAINS**

Rev up your digital presence to compete in a rapidly changing industry and strategically reach and win clients with .realtor™ and .realestate top level domains. As an NAR member, your first .realtor™ web address is free for the first year.

Get.realtor | Get.realestate



## CONSUMER-FACING PROGRAMS



These programs educate consumers on the value of REALTORS®, homeownership & more.



Ask me the difference between an agent and REALTOR®.



REALTORS® are members of the National Association of REALTORS®.

#### NATIONAL CONSUMER ADVERTISING CAMPAIGN

That's Who We R, NAR's national ad campaign, helps consumers understand that REALTORS® are real estate experts in their local communities, who fight for real estate dreams and property rights. The campaign also provides assets members can utilize.

ThatsWhoWeR.realtor

#### **EDUCATION & ADVOCACY PROGRAM**

Collaborating with state and local associations, the Consumer Advocacy Outreach Program educates and engages 9 million consumers across the country on important real estate issues and legislation.

HomeOwnershipMatters.realtor

#### **RADIO PROGRAM**

Real Estate Today, the official radio program and podcast of NAR, educates consumers and positions REALTORS® as the number one resource for real estate activities.

Radio.realtor



## EDUCATIONAL OPPORTUNITES



Expand your knowledge on an array of topics and in a variety of ways.

#### OFFICIAL REALTOR® DESIGNATIONS & CERTIFICATIONS

Many designations and certifications are available online for continuing education credit at the Center for REALTOR® Development.

Online Learning.realtor

#### **ACCREDITED BUYER'S REPRESENTATIVE (ABR®) DESIGNATION\***



Gain an understanding of homebuyers' needs and how to best serve them.



#### AT HOME WITH DIVERSITY (AHWD) CERTIFICATION



The multicultural market is rapidly growing. Give yourself a competitive advantage by learning how to work effectively with all clientele.

nar.realtor/AHWD

#### CERTIFIED INTERNATIONAL PROPERTY SPECIALIST (CIPS) DESIGNATION



The CIPS designation prepares you to assist in all aspects of international business.

nar.realtor/Global

#### e-PRO® CERTIFICATION\*



This program helps REALTORS® gain practical knowledge in advanced digital marketing techniques.

ePRO.realtor

#### **GENERAL ACCREDITED APPRAISER (GAA) DESIGNATION**



This designation signifies advanced education and experience in commercial, industry, and residential property valuation.

nar.realtor/Appraisal

\*Get 10% off these courses. Visit  $\underline{nar.realtor/RealtorBenefits/Education}$  for more information.



#### **GREEN DESIGNATION\***



This program allows you to guide your clients towards making informed choices about the resource efficiency and performance of homes.

**GREEN.realtor** 

#### **GRADUATE, REALTOR® INSTITUTE (GRI) DESIGNATION**



Stand out to prospective homebuyers and sellers as a REALTOR® who has gained in-depth knowledge on technical subjects.

nar.realtor/GRI

#### MILITARY RELOCATION PROFESSIONAL (MRP) CERTIFICATION\*



This certification course focuses on working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support.

MilitaryRelocationPro.org

#### PRICING STRATEGY ADVISOR (PSA) CERTIFICATION\*



Enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through home values with this certification.

PricingStrategyAdvisor.org

#### **RESIDENTIAL ACCREDITED APPRAISER (RAA) DESIGNATION**



This designation signifies your advanced education and experience analyzing, and developing valuations of residential property.

nar.realtor/Appraisal

#### RESORT & SECOND-HOME PROPERTY SPECIALIST (RSPS) CERTIFICATION



Investment and vacation home sales have surged, and a Resort & Second-Home Property Specialist is the best resource for this demographic.

nar.realtor/Resort

\*Get 10% off these courses. Visit  $\underline{nar.realtor/RealtorBenefits/Education}$  for more information.



## EDUCATIONAL OPPORTUNITES

#### SHORT SALES AND FORECLOSURE RESOURCE (SFR®) CERTIFICATION



This certification gives you a framework for understanding how to qualify sellers for short sales, develop a short sale package, and more.

REALTORSFR.org

#### SENIORS REAL ESTATE SPECIALIST® (SRES®) DESIGNATION\*



Understand the motivations of buyers and sellers over the age of 50 as a Seniors Real Estate Specialist®.



\*Get 10\* off these courses. Visit <u>nar.realtor/RealtorBenefits/Education</u> for more information



#### OTHER EDUCATIONAL RESOURCES

#### **COMMERCIAL REAL ESTATE TOOLS**

Tap into an array of commercial-specific resources, including property data and analytic tools through Realtors Property Resource® (RPR®), research data, technology tools, and more. Receive *Commercial Digest* and other communications that help keep you on top of industry news.

nar.realtor/Commercial







#### **MAGAZINE**

Stay informed on real estate best practices, news, and trends through the award-winning *REALTOR® Magazine*, available in both print and digital formats.

Magazine.realtor

#### **REAL ESTATE LIBRARY**

Access the largest real estate library collection in the world, borrow digital books, and get answers to your questions from NAR's librarians through research requests.

nar.realtor/Library

#### **SAFETY RESOURCES**

The REALTOR® Safety Program provides extensive resources like webinars, videos, and more to help you establish protocols that will keep you safe on the job.

nar.realtor/Safety

#### SUSTAINABILITY PROGRAM

Access tools supporting efficient and resilient homes and communities for state and local boards. There are resources on topics ranging from solar energy to smart homes.

nar.realtor/Sustainability



## NETWORKING OPPORTUNITES

Grow your network of real estate peers globally.



#### ANNUAL CONFERENCES AND MEETINGS

The REALTORS® Legislative Meetings & Trade Expo is where about 9,000 NAR members come together in Washington, DC each year to advance the real estate industry, public policy, and the association.

Legislative.realtor



View the full line up of in-person events, including REALTOR® Broker Summit, Innovation, Opportunity and Investment (iOi) Summit, Tech Edge and more at nar.realtor/Events.

The REALTORS® Conference & Expo is the real estate industry's largest annual event, where approximately 20,000 REALTORS® and guests come together for networking, education, motivation, and fun.

Conference.realtor

#### **GLOBAL OPPORTUNITIES**

Find the resources and connections you need to thrive in international real estate. Connect to the members of the more than 100 bilateral partners in over 85 countries.

nar.realtor/Global

#### YOUNG PROFESSIONALS NETWORK (YPN)

Join the dynamic YPN community, consisting of more than 20,000 REALTORS®, to become more successful in your career and gain leadership experience.

**YPN.realtor** 





Become an expert in your community with exclusive tools and resources from NAR.



#### RIGHT TOOLS, RIGHT NOW PROGRAM

Each month, this program offers new resources for FREE or at a reduced price for REALTORS®, including business-critical webinars, toolkits, and more.

nar.realtor/right-tools-right-now

#### **EASY ACTIONS. BIG REWARDS.**

Sign up for the Member Value Plus (MVP) Program e-newsletter at <u>nar.realtor/MVP</u> to start earning products from the REALTOR® Store, gift cards, and exclusive offers for **FREE**.



New MVP Program offer released every two weeks on the 1st & 16th of the month.



Complete the action within the two-week time period. Most actions take 2 minutes or less!



Redeem your rewards! It's SO easy!

#### **REALTOR® STORE**

Your REALTOR® STORE is redesigned to help you find resources you can put into practice to set yourself apart, get ahead, and get results. Find best-inclass products with insider intel developed just for REALTORS®.











































Member Price











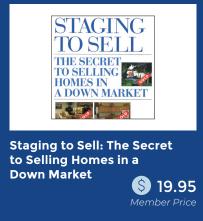


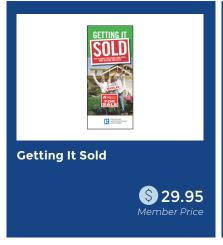
# **NEW BUSINESS BOOSTING TITLES**

## REAL ESTATE PRODUCTS & SERVICES



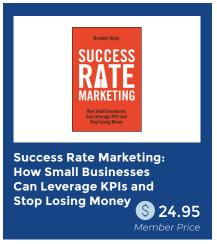


















#### **OTHER RESOURCES**

#### **COMMERCIAL LISTINGS PLATFORMS**

NAR has partnered with commercial listing platforms, ensuring commercial members get nationwide listings exposure. Members are also able to search available properties across the country, while receiving member-exclusive discounts on their services.



#### **FINANCIAL WELLNESS TOOLS**



Developing your business plans and budget can be challenging. Access webinars, tools and calculators, live events, and financial planning offers to achieve your goals through NAR's Center for REALTOR® Financial Wellness.

FinancialWellness.realtor

#### **LEGAL & RISK MANAGEMENT RESOURCES**

NAR keeps members abreast of emerging risk management issues with a number of resources, including the Window to the Law monthly video series, hundreds of searchable legal case summaries, and the Legal Pulse quarterly report. Plus NAR's Legal Action Program provides financial assistance for litigation of significance related to real estate.

nar.realtor/Legal



#### **REAL ESTATE DATA & REPORTING: RPR®**

Realtors Property Resource® (RPR®) provides REALTORS® data, tools, and reports so they can "wow" their clients, and close more deals. Use it on-the-go and in the field with any iOS or Android device.





#### **REALTOR.COM®**

Post your listings with photos for free\*, create a free professional profile, collect reviews, and more on realtor.com®, one of the most visited homes-for-sale sites.



\*To receive this benefit, you must be an MLS participant, and your MLS must be a realtor.com® data content provider.

#### **RESEARCH & STATISTICS**

NAR's research team produces timely, data-driven market analysis and authoritative business intelligence to serve members and inform consumers, policymakers, and the media on the latest real estate trends.



#### **TECHNOLOGY INVESTMENT PROGRAMS**



NAR drives innovation in the industry by investing in technology companies through Second Century Ventures, NAR's venture capital arm, and the

global REACH accelerator, which seeks out the best emerging technology companies with business solutions geared toward helping REALTORS® in all sectors of real estate. Members can get exclusive access to test and use innovative products and services by joining the REACH Insight Panel. Sign-up at the REACH website below.





Uncover meaningful benefits to meet your professional and personal needs.



Wondering how you can fully leverage the value of your REALTOR® membership? Look no further to NAR's REALTOR Benefits® Program, your official member benefits resource. This Program was designed to deliver savings and unique offers just for REALTORS®. In fact, in one year alone, 800,000+ REALTORS® saved \$74+ million through this Program! How will you save this year?

nar.realtor/RealtorBenefits

#### TECHNOLOGY SERVICES



NAR's official lockbox system and leading provider of property access management solutions. More than just a lockbox, the easy-to-use SentriLock solution features flexible temporary access options and instant showing notifications.



nar.realtor/SentriLock

#### TRANSACTION MANAGEMENT

#### **DocuSign**<sup>®</sup>

20% off electronic signature services and special plans from NAR's exclusive eSignature provider.





For individuals and offices up to five users, visit <a href="nar.realtor/DocuSign">nar.realtor/DocuSign</a>



For offices of six or more users, call (877) 720-2040



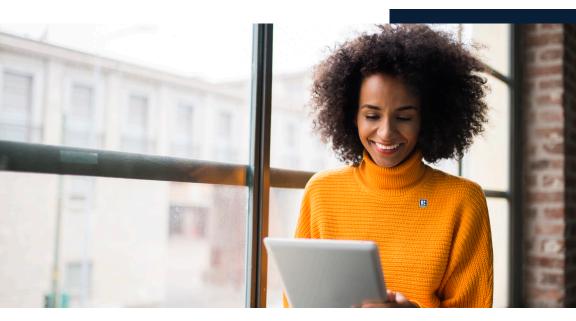
Simplify real estate transactions with your comprehensive transaction management system provided by NAR, featuring Transactions (zipForm Edition), unlimited document storage, an exclusive NAR library of REALTOR® Forms & Templates, and access to the industry-standard forms engine - all at no cost.



NOTE: State and local forms libraries may also be available; some fees, set by state and local associations/boards, may apply.







#### **PERSONAL INSURANCE**



NAR's official auto, home, and renters insurance provider. Your clients can also save through Liberty Mutual's Auto Referral Program™, while you earn a referral bonus (where available).



nar.realtor/LibertyMutual



Provides plans for you and your family, including exclusive health, dental, vision, pet, and life insurance coverage - all with benefits for NAR members. Benefit specialists can help navigate options and identify cost-savings strategies.



RealtorsInsurancePlace.com



#### **REALTORS® INSURANCE PLACE // WHAT YOU WILL FIND INSIDE**

HEALTH



Navigation and assistance with ACA-compliant major medical plans available through public exchanges.



Major medical coverage which can last from 30 to 364 days.



Guaranteed acceptance Limited Medical plan for everyday health care needs.



Health care via phone, tablet, web chat, or email.





Supplemental plan for out-of-pocket medical expenses due to an accident.



Supplemental Medicare insurance options



A free discount prescription drug card.

E

REALTORS®

Group Life Insurance

Group term life insurance and AD&D insurance, underwritten by New York Life Insurance Company.



DENTA

REALTORS®

Dental
Insurance

100% in-network preventive care and benefits for over 370 procedures.

VISION

REALTORS

Vision
Insurance

Exams, frames, lenses, and other eye health expenses.

PET



Pet health insurance for cats and dogs.



#### **MARKETING RESOURCES**



Dive into digital advertising and build your brand through hypertargeted, personalized campaigns in your local area and sphere. Receive 15% additional impressions on newly purchased and renewing campaigns, which can be combined with other eligible discounts.

nar.realtor/Adwerx

#### BACK AT YOU

Automate social media marketing for listings, content, and lead generation. Offers an exclusive NAR Starter Plan, plus member savings on advanced plans and an enterprise plan for Brokers.





10% to 20% off select print and copy services, including business cards, flyers, signs, binding, and more.



#### PLACESTER

20% off professional real estate websites, which include IDX integration capability, advanced property search, multiple site designs, unlimited pages, and more.

nar.realtor/Placester



10% off your first order of REALTOR®-logo branded products, including pins, merchandise, and custom logo items.

Now available: "That's Who We R" merchandise.

NarTeamStore.realtor



#### MARKETING RESOURCES (continued)





Manage your leads so you can focus on pursuing your best opportunities. LIVE by ReferralExchange utilizes licensed experts who validate your leads (from any source, such as social media, realtor.com®, and more) and connect you with potential clients who are ready to transact, in real time. Receive exclusive pricing and benefits, including savings of nearly \$600 in the first year. See site for additional, limited-time bonus savings.

nar.realtor/ReferralExchange

#### **ELECTRONICS & MOBILE TECHNOLOGY**



Members-only pricing on laptops, desktops, electronics & accessories, servers, and more.



#### Lenovo

Up to 45% off laptops, PCs, tablets, smart devices, and more.





#### IN DEVELOPMENT!

Sprint is now part of T-Mobile and new offers for NAR members to leverage are in development. Check site below for the latest updates.





#### **OFFICE SUPPLIES & SERVICES**



Up to 26% off with NAR's exclusive shipping provider, including FedEx Express® and FedEx Ground® services.



#### **TRAVEL & AUTOMOTIVE**

#### **AVIS**°

Up to 25% off base rates on car rentals.



nar.realtor/Avis



Up to 25% off base rates on car rentals.



nar.realtor/Budget





Up to 25% off rental base rates on cars and (newly available) cargo vans and pickup trucks.

nar.realtor/Hertz





#### **HOME & LIFESTYLE**



GE APPLIANCES STORE



Access member-only savings on GE Appliances' full line of high-quality home appliances: refrigerators, freezers, icemakers, ranges, wall ovens, cooktops, washers/dryers, and more. In-home delivery, installation, and haul-away services are also offered, where available. Opt-in for email communications to receive notice about limited-time savings.



nar.realtor/GEAppliancesStore

#### RISK MANAGEMENT



\$50 off select home warranties for your own home.



nar.realtor/AmericanHomeShield





Protect your business with a customized and comprehensive cyber liability insurance program created for REALTOR®-owned brokerages, designed to meet the unique needs of real estate professionals. Access premium discounts, specialized coverage, preparedness tools, and support to help restore your business if a cyberattack or fraud occurs. Plus, coverage extends to clients.

nar.realtor/CyberPolicy



Premium credits with NAR's preferred provider of errors and omissions insurance.

nar.realtor/Victor



#### **EDUCATIONAL TOOLS**

NEW





Receive \$100 off 100 Days to Greatness®, a unique video-based 14-week training program featuring industry-expert Brian Buffini. Aimed at newer agents or those returning to the business, this program provides a step-by-step approach with weekly specific action items, real-world role plays, dialogues and goals designed to build business success. Brokers can become certified and offer a companion program to help give agents a strong foundation.





NAR and Columbia College have formed an exclusive educational partnership. Apply and earn a degree in real estate and relevant certificates. Enrolled NAR members can receive a \$100 scholarship\*, per eligible course.







#### **EDUCATIONAL TOOLS**



#### **DESIGNATIONS & CERTIFICATIONS**

select online designation & certification courses offered through the Center for REALTOR® Development. off\* Visit nar.realtor/RealtorBenefits/Education for more information.



Accredited Buyer's Representative Designation



NAR's e-PRO® Certification



Qreen NAR's Green Designation



MRP Military Relocation Professional Certification



PSA Pricing Strategy Advisor Certification



Seniors Real Estate Specialist® Designation

For more information on these designations and certifications, please see pages 8-10.



Indicates companies in which NAR has invested directly or through Second Century Ventures. This relationship allows the association to nurture the technological advancement and continued success of the real estate industry.

<sup>\*</sup>May not be combined with any other promotion

## ADVOCACY OPPORTUNITES



NAR protects your ability to do business.

#### **REALTOR® PARTY**

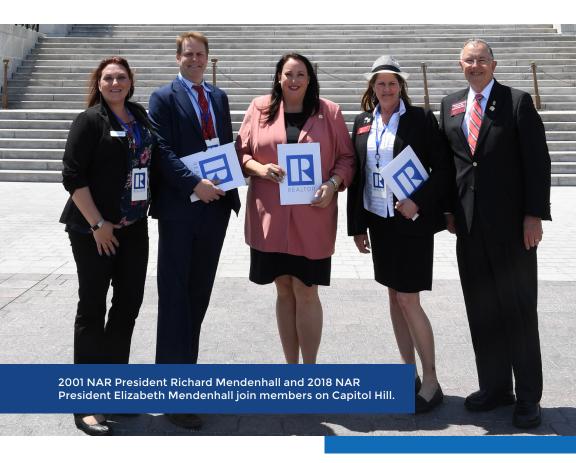
From city halls to Capitol Hill, the REALTOR® Party supports candidates and advances public policies that protect homeownership, promote a vibrant business environment and build strong communities.

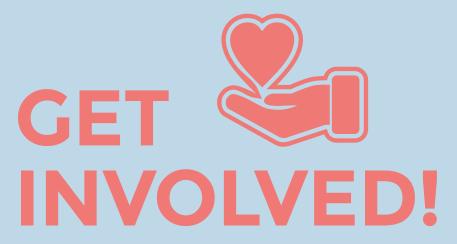
RealtorParty.realtor

#### **REALTORS® POLITICAL ACTION COMMITTEE (RPAC)**

RPAC is a nonpartisan, voluntary way to advocate on behalf of REALTORS® and real estate issues and have a voice in the future of the industry.

RealtorParty.realtor/RPAC





#### WANT TO BECOME A LEADER IN THE REAL ESTATE INDUSTRY?

Volunteer to serve on a national REALTOR® committee to shape the future of the real estate profession.

nar.realtor/Committees

#### WANT TO BECOME A LEADER IN YOUR LOCAL COMMUNITY?

Take advantage of REALTOR® Party's community outreach grants, training, and more to become a leader in your community.

RealtorParty.realtor/Community-Outreach

#### **WANT TO GIVE BACK?**

Donate to the REALTORS® Relief Foundation and help disaster victims.

nar.realtor/Relief

#### **ALREADY GIVING BACK?**

Apply for NAR's Good Neighbor Awards, which recognize REALTORS® for extraordinary accomplishments in community service, or Volunteering Works, NAR's program that helps REALTOR®-driven volunteer efforts grow by providing seed money and mentoring from past Good Neighbor Award winners.

nar.realtor/good-neighbor

NAR's REALTORS® Are Good Neighbors program celebrates all acts of giving back and shines a spotlight on the impactful role REALTORS® play in the community. Join our movement by sharing your volunteer hours and tell us how you give back—big and small!

nar.realtor/rgn



#RealtorsAreGoodNeighbors



### CONTACT NAR'S MEMBER SUPPORT TEAM FOR ASSISTANCE!

(800) 874.6500

CONTACTNAR@NAR.REALTOR

nar.realtor/HELP











@nardotrealtor

@narealtors



@National Association of REALTORS®

