

BENEFITS OF REALTOR® ASSOCIATIONS



Welcome.

This presentation is designed to inform you about the Benefits of being a Member of the REALTOR® Association.

First of all, by definition, the word REALTOR® refers to a member of the National Association of REALTORS®. It's not the same thing as being a licensee, which just means that you hold a real estate license.

The word REALTOR® has only two syllables – REAL-TOR! It's not Real-a-tor. It's the same as Doc-tor, Law-yer – just two syllables - REAL-TOR!

When you use the term REALTOR®, you are telling everyone that you are a member of the REALTOR® organization.

As a REALTOR®, you are a member of three Associations – Local, State, and National.

We'll take a look at your local association first.

Your Local Association

Networking

- Other Local REALTORS®
- Local Affiliates
- Local Business Leaders
- Local Lawmakers



Each local board varies on the specific benefits they offer to their members, but one thing all of our local boards provide is an opportunity to network with your fellow members.

Many networking events are hosted by the Association for Agents, Affiliates, Local Politicians, and Business Leaders in our communities.

Some examples of these are Lunch and Learns, Meet and Greets, and monthly or quarterly General Membership Meetings as well as Conferences.

Your Local Association

Education

- Continuing Education
- Code of Ethics Education
- Fair Housing Education



Many local boards provide some sort of education for their members.

Usually these education events help their members complete some of their required continuing education hours or provide training on specific topics required by the National Association, like Code of Ethics and Fair Housing.

Your Local Association

Promotes REALTOR® Safety



Your Safety is one of the most important concerns of our associations.

Most local boards offer training on best practices and security measures to help protect you.

In the event you become aware of some sort of suspicious activity, notifying your Local Association will help communicate the possible danger to other REALTORS® and keep them safe.

Your Local Association



Community Involvement

- Charitable Organizations
- Serve on Local Non-Profit Boards

Through your local boards, you have opportunities to serve your community. The Association helps get your foot in the door and gives you access to service opportunities.

Your local board may partner with a local food pantry, a school supply closet at your neighborhood school, shelters, and other community organizations.

Your Local Association

Leadership Opportunities



As a REALTOR[®] you have the opportunity to serve in a Leadership position for your local board.

Some examples of Leadership opportunities include:

Task Forces

Volunteering with or Leading a Committee.

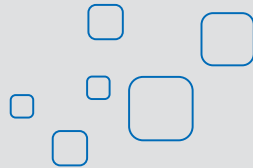
A Board Director

Service as a Board Officer

Through these leadership opportunities. You have an chance to both improve the association and grow your leadership skills.

Your Local Association

Political Advocacy with Elected Officials



Your local board's involvement with elected officials in your area, helping you keep up with proposed local ordinances and laws.

Elected officials in your area may be invited by your local board to speak to your membership at meetings.

Your conversations with elected officials give you an opportunity to advocate for REALTOR® issues.

Mississippi Association of REALTORS® Benefits

Member Services

- Efficient and cost-saving resources
- Exclusive discounts
- Professional growth and networking opportunities
- Professional representation in one of the state's largest trade associations
- Political representation in one of Mississippi's largest PACs.
- Standard Forms
- State-wide Networking Events



At the State Level, Mississippi has an excellent Member driven Association.

Product discounts, professional development opportunities, and networking events are available through our state association.

The Mississippi REALTORS® also provide a large set of standard forms for the exclusive use of our members.

MAR provides representation at the state Capitol, ensuring that pro-real estate and pro-business legislation is introduced and hopefully adopted.

Mississippi Association of REALTORS® Benefits



Professional Development

- Mississippi REALTORS® Institute Education
- GRI Designation
- REALTOR® Roundtable Podcast
- Leading You Home Program
- Real Estate Leader Magazine

MAR provides a lot of professional development activities.

The MS REALTORS® Institute is the Education Arm of the State Association. Pre License and Post Licensing Education is offered here, the GRI Designation, as well as many other designations are available;

Continuing Education to meet the MREC requirements are among the modules available in person and online.

The REALTOR® Round Table podcast features the Current President with Guests talking about current events, issues, and idea-sharing.

Leading You Home is our pre-packaged Financial Education program available exclusively to Mississippi REALTORS®. It is designed for use in educating High School Students about preparing for the home buying process.

We also have an informative magazine, the Real Estate Leader, that is published twice a year.

Mississippi Association of REALTORS® Benefits

Career Growth

- Leadership Opportunities
 - State Committees
 - LeadershipMAR*
- Specialty Group Participation
 - MS Chapter of CCIM
 - MS Chapter of IREM
 - MS Chapter of RLI
- Broker Resources



There are many opportunities to grow your real estate expertise and leadership skills through the State Association.

Service on state committees or participation in MAR's *LeadershipMAR* program benefit the volunteer leader and also the association.

And broker resources such as presentations like this one and our annual Broker Summit provide support to MAR's broker members.

Mississippi Association of REALTORS® Benefits

Professional Standards

- Code of Ethics Education/Training
- Ethics Complaints
- Requests for Arbitration
- Mediation for Arbitration Requests
- Ombudsman Program



As a REALTOR®, you agree to abide by NAR's Code of Ethics and its 17 Articles.

The Professional Standards enforcement process is a member benefit that is offered to all Mississippi REALTORS®.

18 out of the 20 local boards work in partnership with the State Association in the Pro Standards enforcement process.

Mississippi Association of REALTORS® Benefits



Political Voice

- MARPAC
- State and Local Issues Mobilization
- Legislative Activities
- REALTOR® Party Programs
- Work with the MS Real Estate Commission and the MS Appraisal Board



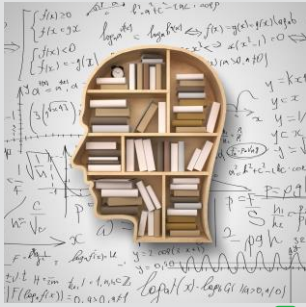
We have a political voice available to us through our Political Action Committee (PAC), MARPAC.

Our MARPAC Trustees work with Political Leaders to support initiatives that directly protect Property Ownership Rights and advance pro-business initiatives.

National Association of REALTORS® Benefits

Professional Development

- Online Course Offerings
- Center for REALTOR® Development
- NAR Designations & Certifications
- Commitment to Excellence (C2EX)
- L.E.A.D. Courses



On the National level, NAR offers professional development opportunities through online courses and the Center for REALTOR® Development.

Designations and Certification programs help you take your education and professionalism to a higher level and help grow your career.

NAR's C2EX program works you through a series of modules to enhance your professional skills.

And L.E.A.D. courses prepare you for association leadership.

National Association of REALTORS® Benefits

Training

- Code of Ethics Training
- Fair Housing Training
 - Fairhaven – A Fair Housing Simulation
 - Bias Override – Overcoming Barriers to Fair Housing
- REALTOR® Safety Training



Multiple training avenues are available to you as an Association Member.

These are exclusive to REALTORS®.

REALTOR® safety, the Code of Ethics and Fair Housing Training are all offered through the National Association's website at nar.realtor.

National Association of REALTORS® Benefits

Benefits Program - Discounts on Products and Services

- Insurance
- Travel & Automotive
- Home & Lifestyle
- Business & Marketing
- Technology



If you're in the market for insurance, life insurance, travel deals, technology, etc – NAR has you covered with a host of vendors offering incentives and deals.

Details are available at [NAR.realtor](https://www.nar.realtor).

Sources

National Association Member Benefits – (nar.realtor)

Mississippi REALTORS® (msrealtors.org)

