

OWN YOUR
MEMBER
EXPERIENCE







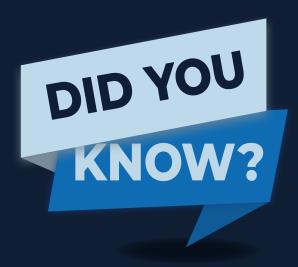
The National Association of REALTORS® is America's largest trade association including NAR's institutes, societies, and councils, involved in all aspects of the residential and commercial real estate industries.

# 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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GET INVOLVED





# REALTOR® BRAND

Only NAR members can call themselves a REALTOR® and must abide by a strict Code of Ethics. These are important differentiators for you and every REALTOR®— leverage them to help you stand apart from other agents.



### **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.

nar.realtor/COE

## **FAIR HOUSING**

NAR strongly supports equal opportunity in housing for all and is committed to ensuring that REALTORS® advance housing opportunities in their businesses and communities.



# FAIRHAVEN: A FAIR HOUSING SIMULATION

Fairhaven helps REALTORS® identify, prevent and address discriminatory practices in real estate. Inspired by real stories, this innovative online experience has agents work against the clock to sell homes in the fictional town of Fairhaven, while confronting discrimination in the homebuying process.





# BIAS OVERRIDE: OVERCOMING BARRIERS TO FAIR HOUSING

This NAR certificate course teaches REALTORS® tactics to interrupt stereotypical thinking and avoid fair housing pitfalls. You'll learn about the mind science of identity and engage in exercises to enhance communication skills and help foster business relationships with clients of all backgrounds.

This course may qualify for CE credit in your state.

nar.realtor/ImplicitBiasTraining



# REALTOR® BRAND



### PROFESSIONALISM ENHANCEMENT INITIATIVE



REALTORS® Commitment to Excellence (C2EX) is an award-winning program that focuses on 11 areas of industry professionalism and leads to an endorsement from NAR. Set yourself apart with this commitment to professional growth.

nar.realtor/C2EX



# **DOWNLOAD THE C2EX APP TODAY!**





# **GET.REALTOR**

Stand out online and attract more leads with a cutting-edge website tailored just for you. As the exclusive provider of websites ending in .realtor and .realestate, we help you create a professional online presence that builds client confidence. Your site goes live in 5 minutes, is customized with your information and easy to edit. We've made it simple so you can focus on what you do best.

Get.realtor





# **PROGRAMS**

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



# NATIONAL CONSUMER AD CAMPAIGN

As a benefit, NAR deploys advertising to consumers nationally, differentiating REALTORS® as real estate experts who belong to NAR, follow its strict code of ethics, fight for property rights and their clients' real estate dreams. Learn more and leverage campaign assets yourself.

ThatsWhoWeR.realtor

# **CONSUMER ADVOCACY PROGRAM**

Collaborating with state and local associations, the Consumer Advocacy Outreach Program educates and engages millions of consumers across the country on important real estate policy issues and legislation. Read how associations used the Consumer Advocacy Outreach grant by visiting the Success Stories page at realtorparty.realtor.



# **REAL ESTATE TODAY**



Real Estate Today, the official podcast of NAR, opens doors for buyers and sellers with critical and credible information on the real estate market. It's fast paced and fact packed with experts, interviews, call-ins, field reports and timely market conditions.

Radio.realtor









# **PROGRAMS**



# **FIRST-TIME BUYER**

NAR's First-Time Buyer showcases the crucial role agents who are REALTORS® like you play as they put their skills, determination and strategy to work to navigate their way to closing day. Stream it now on Hulu, FirstTimeBuyer.realtor, and NAR's Facebook and YouTube channels—and share it with your potential clients.



# FirstTimeBuyer.realtor



# **HOUSELOGIC**

HouseLogic is NAR's website for homeowners, buyers and sellers. Find authoritative, ready-to-go content about home improvement, finance, buying, selling and much more to share with your clients and customers.



# **REALTOR® CONTENT RESOURCE**

REALTOR® Content Resource (RCR) offers free, original homeownership content from HouseLogic that you can use in your consumer communications. Add expert articles about homeownership, buying and selling to your marketing efforts, and continue the conversation with clients long after the sale.

members.HouseLogic.com







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

The ABR® designation is the benchmark of excellence in buyer representation. The designation program establishes a foundation of training, skills and resources to help real estate professionals succeed as a buyer's representative.



abr.realtor



# AT HOME WITH DIVERSITY® (AHWD) CERTIFICATION\*

The AHWD certification is designed to present a picture of the changing face of the real estate industry. The course facilitates open discussion among students, creating an opportunity to think about clients with respect and sensitivity to their backgrounds and preferences.



nar.realtor/ahwd



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

The CIPS designation provides real estate professionals with the knowledge, research, network and tools to globalize their business.



nar.realtor/cips





# e-PRO® CERTIFICATION\*

The e-PRO® certification program helps real estate professionals master advanced digital marketing techniques and increase their ability to reach customers, expand their capabilities and build trust by safeguarding client information.



epro.realtor



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

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



nar.realtor/raa-and-gaa



# **GREEN DESIGNATION\***

The Green designation will teach real estate professionals how to increase their income by helping clients make informed choices about the resource efficiency and performance of the homes they live in, sell and buy.



green.realtor



# **HOME FINANCE RESOURCE (HFR) CERTIFICATION\***

The HFR certification is designed to provide real estate professionals with foundational education to help them confidently explain key pieces of the loan origination process.



hfr.realtor







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





# MILITARY RELOCATION PROFESSIONAL (MRP) CERTIFICATION\*

The MRP certification program is designed to educate real estate professionals on how to work with current and former military servicemembers to find the housing solutions that suit their needs and help them take advantage of military benefits and support.





# PRICING STRATEGY ADVISOR (PSA) CERTIFICATION\*

The PSA certification is designed to help real estate professionals enhance their skills in pricing properties, creating CMAs, working with appraisers and guiding clients through home valuations.





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

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

nar.realtor/raa-and-gaa





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

The RSPS certification helps real estate professionals make second home sales their first resort. This certification helps to gain insights and strategies to help maximize opportunities in this market.



nar.realtor/resort



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

The SFR® certification gives real estate professionals a framework to assist sellers maneuver the complexities of short sales and help buyers pursue short sale and foreclosure opportunities.



sfr.realtor



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

The SRES® designation helps real estate professionals understand what motivates the growing over-50 market and how to address their needs.



sres.realtor



For a list of NAR Affiliate Designations and Certifications, visit <u>nar.realtor/Designations</u>.



# **EDUCATIONAL OPPORTUNITIES**

Other educational resources



# **COMMERCIAL REAL ESTATE TOOLS**

Tap into an array of commercial-specific resources, including property data and analytic tools through RPR®, research data, technology tools and more. Receive Edge Up and other communications that help keep you on top of industry news.





# **FINANCIAL WELLNESS TOOLS**

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

FinancialWellness.realtor

# **REALTOR** MAGAZINE

Stay informed on real estate best practices, news and trends through the award-winning REALTOR® Magazine. In print, online and now via podcast with REALTOR® Magazine's peer-to-peer *Drive With NAR*, chronicling real-life stories that will inspire your success. Also, get your daily snapshot of market news and views by subscribing to the *Navigate With NAR* newsletter, powered by REALTOR® Magazine.

magazine.realtor





# EDUCATIONAL OPPORTUNITIES

Other educational resources





### **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 ACADEMY**

NAR's exclusive higher-education partner, offering courses for REALTORS® pursuing associate, bachelor's, master's and MBA degrees in real estate. Members who enroll can receive \$100 off per course through financial support from the Center for Specialized REALTOR® Education (CSRE).





### **SAFETY RESOURCES**

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





Build your competitive edge with information on topics ranging from energy-efficient and resilient homes to solar energy basics. Engage clients on the topics they care about, such as health, comfort, and cost-savings by utilizing tools and resources designed for REALTORS® and associations to implement for positive change.

nar.realtor/Sustainability



# EDUCATIONAL OPPORTUNITIES

**Meetings & Events** 



Every year, approximately 8,500 NAR members convene in Washington, D.C., at the **REALTORS® Legislative Meetings** to advance the real estate industry, influence public policy and strengthen the association.

**Legislative.realtor** 





# N A R

THE REALTOR® EXPERIENCE

NAR NXT, The REALTOR® Experience is the real estate industry's largest annual event, where approximately 12,000 REALTORS® and industry partners come together for networking, education, motivation and fun.

narnxt.realtor



View the full lineup of in-person events, including REALTOR® Broker Summit, C5 + CCIM Global Summit and more at nar.realtor/Events.



# NETWORKING OPPORTUNITIES

Grow your network of real estate peers globally.



# **GLOBAL OPPORTUNITIES**

Find the resources and connections you need to thrive in global real estate. Leverage NAR's Global network of more than 100 bilateral partners in over 77 countries spanning 6 continents.





# YOUNG PROFESSIONALS NETWORK (YPN)

Join the dynamic YPN community, consisting of more than 15,000 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, Right Tools, Right Now provides REALTORS® with FREE and deeply discounted savings on carefully vetted tools, products and resources that are most beneficial to you and your business. Get proven resources and the support you need no matter what tomorrow brings.





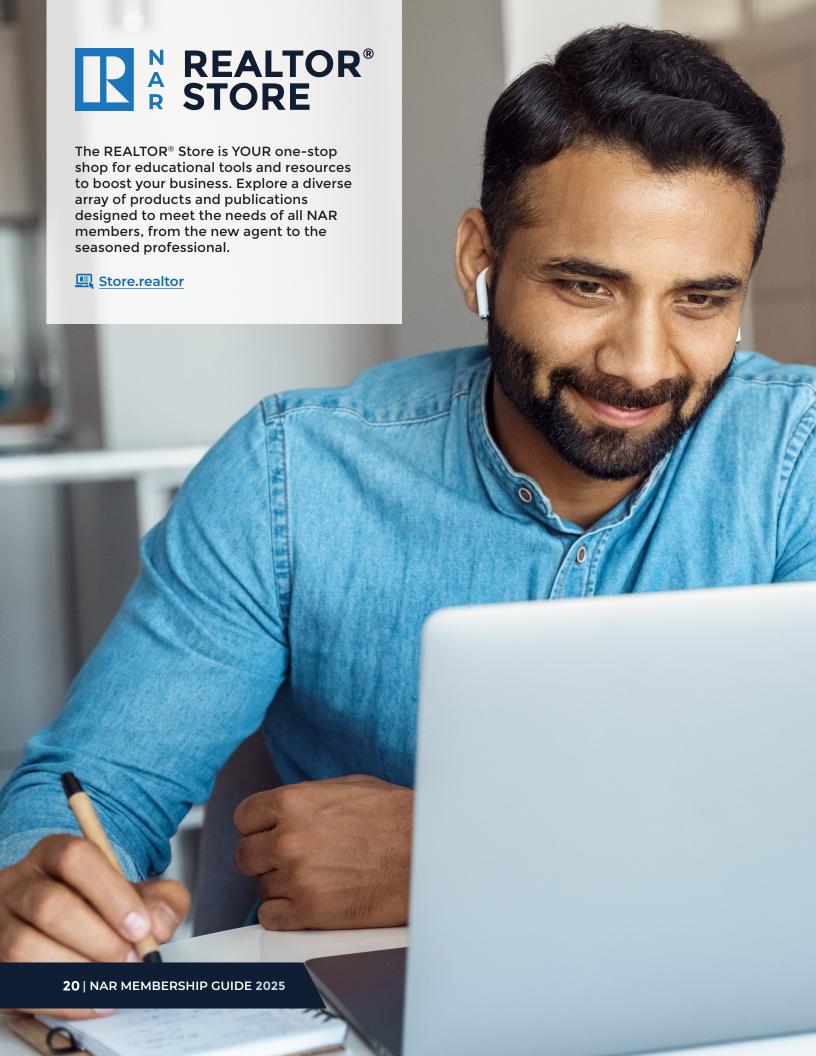




# **NAR + PHOTOFY APP**

Choose from a library of hundreds of prepopulated, branded real estate posts you can quickly personalize and easily share with your social network to show your REALTOR® pride and showcase your expertise. Download the free Photofy app today.







Product availability, descriptions, and pricing are subject to change without notice.

# **BEING A REALTOR®**



REALTOR® Essentials – Digital Product Bundle

> \$82.85 Member Price



Buyers Brochure Bundle (Physical)





Beacons of Real Estate: Tools To Thrive in the Age of Al Webinar

\$ 29.95
Member Price



Why Agents Who Are REALTORS® Are Worth Every Penny— Brochure (100-Pack)

> \$ 29.95 Member Price

# **BROKERAGE MANAGEMENT**



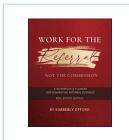
Real Estate Brokerage Essentials®





21 Mistakes Real Estate Brokers Make & How to Avoid Them





Work for the Referral, Not the Commission: A Workbook for Generating Referral Business

\$ 19.99

Member Price



New Agent Success Secrets Webinar





# **SALES & MARKETING**



Al in Real Estate: Optimizing Your Value Proposition for Better Compensation Webinar

\$ 29.95
Member Price



Wellness Real Estate: Modern Marketing For Real Estate Professionals

> \$ 12.99 Member Price



Brand to Expand: From Invisible to Invaluable With the Power of Al

\$ 26.99

Member Price



Social Media for REALTORS®: VIP 4-Pack Bundle

> \$ 52.99 Member Price

# **SOCIAL MEDIA**



Real Grader Ultimate Digital Business Growth Bundle

**FREE**For members



YouTube for Real Estate Agents - Learn How to Get FREE Leads and Never Cold Call Again





Webinar: 5 Essential Social Media Posts that Every Agent Should Make Weekly

> \$ 29.95 Member Price



Harnessing YouTube's SEO Power: Capturing High-Intent Real Estate Clients Webinar





# **RESEARCH**





2024 NAR Profile of Home Buyers and Sellers – Download





**2024 Member Profile** – Download



# **STAGING**



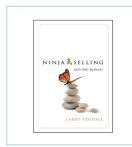
Full Value:
Proven Methods
to Price and Sell
Your Home for Maximum
Profit





Virtual Viewings: Using Technology to Show Properties Webinar





Ninja Selling: Subtle Skills. Big Results.





Sellers Brochure Bundle





# **NEW BUSINESS BOOSTING TITLES**



**Social Media for REALTORS®:** 101+ Do's and Don'ts -**Printed Guide** 





**REALTOR® Brand Brochure Product Bundle** (Digital **Download**)





Survive the "AI Apocalypse" With Your **Relationships Webinar** 





2025 Technology Trends Webinar





# **DID YOU KNOW?**

Every purchase at the REALTOR® Store earns you points! Redeem them for discounts on future orders and maximize the value of your membership.

# **OTHER RESOURCES**

# **COMMERCIAL TECHNOLOGICAL TOOLS**

Commercial practitioners need access to property data, marketing services and other commercial real estate-related data and technology resources. Access a list of resources that help your commercial business thrive.



nar.realtor/CommercialTools





# **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 and hundreds of searchable legal case summaries. Plus, NAR's Legal Action Program provides financial assistance for litigation of significance related to real estate.







# **REAL ESTATE DATA, TOOLS & REPORTS**

RPR® (Realtors Property Resource®) gives REALTORS® access to local market trends, prospecting, pricing tools and so much more. Log in to the platform and download the RPR app for your iOS or Android device.





# **DOWNLOAD THE RPR® APP TODAY!**





# 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.

NARREACH.realtor



# **NAR MOBILE APP**

The NAR Mobile App allows you to curate the information you want—and need—to help your business grow and succeed. Get access to your NAR member profile, the latest industry news and trends, NAR podcasts and on-demand videos, real estate educational tools, NAR member directory, member benefits and the latest discounts and more!

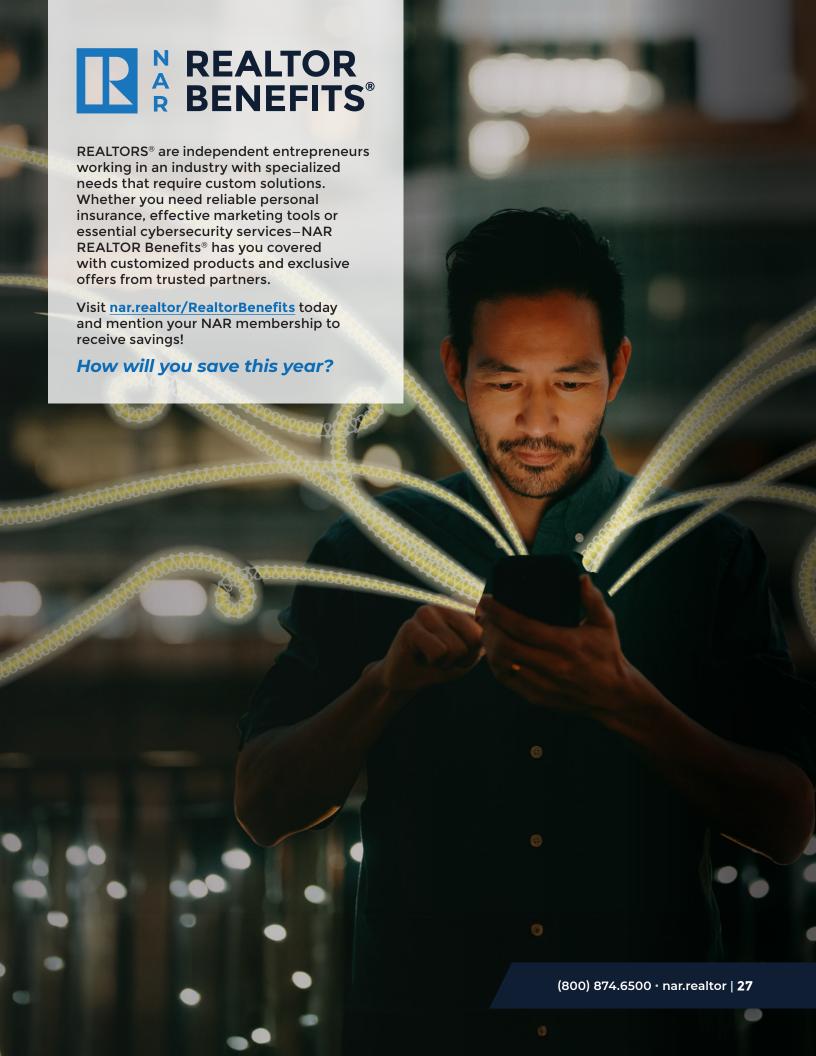














Designed just for you and your business because we believe in your success.

# **INSURANCE & FINANCE**



NAR members have exclusive access to apply for the NAR World Elite Business Mastercard, which offers up to unlimited 2.1% cash back and the opportunity to get 100% of your NAR membership dues covered.



Helps clients in reaching financial goals with strategic real estate investments using retirement funds in a tax-advantaged setup. NAR members get an exclusive discounted flat annual fee for Self-Directed Retirement Accounts, covering unlimited transactions and assets.



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



Brought to you by the National Association of REALTORS®, this marketplace offers a roster of health and supplemental insurance options with complimentary consultative services.

RealtorsInsurancePlace.com









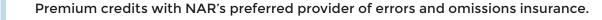


# **INSURANCE & FINANCE**



Offers discounted rates on financial products for NAR members and their clients at the right time—wherever they are in their financial life stage, from homebuying to personal loans, refinancing student loans and more.







nar.realtor/Victor

# **INSIDE THE MARKETPLACE**

MEMBERS Health Insurance Exchange	Navigation and assistance with ACA-compliant major medical plans available through public exchanges.
Flexible Term Health Insurance	Major medical coverage which can last from 30 to 364 days.
REALTORS® CoreHealthInsurance	Guaranteed acceptance Limited Medical plan for everyday health care needs.
MEMBERS TeleHealth	Health care via phone, tablet, web chat or email.
MEMBERS AccidentProtection	Supplemental plan for out-of-pocket medical expenses due to accident.
MEMBERS Medicare Exchange	Supplemental Medicare insurance options for those 65 and older.
MEMBERS  DrugCardAmerica	A free discount prescription drug card.





# **INSURANCE & FINANCE**

REALTORS®

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

REALTORS® VisionInsurance

Exams, frames, lenses and other eye health expenses.



Pet health insurance for cats and dogs.

REALTORS® Group Term Life Insurance and AD&D Insurance.



# **BUSINESS & MARKETING**



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





Up to 26% off with NAR's exclusive shipping provider, including express and ground.





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.





Leading provider of rental monetization tools designed for real estate professionals. Members get free access to rental-centric tools and comprehensive rental education.

nar.realtor/RentalBeast



# **TRAVEL & AUTO**



Up to 35% off base rates on car rentals.



nar.realtor/Avis



Up to 35% off base rates on car rentals.





Save up to 25% off base rates on cars, vans and pickup trucks.





NAR members are eligible for special incentives across select Mercedes-Benz vehicles.





Join for free and explore the world affordably with exclusive savings on hotels, resorts, activities, flights and car rentals. Upgrade to premium for up to 60% off\* hotels, cruises, vacation homes, tickets and more!





Don't rent a car, rent THE car of your dreams with SIXT and save up to 25%. With more new cars and the premium brands you love, SIXT has your rental car needs covered in the United States and worldwide with more than 2,000 branches.

# nar.realtor/sixt

NAR members save an average of 50% off dealership pricing on auto warranties and other auto protection products.



nar.realtor/Snoopdrive



# **TECHNOLOGY**



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





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



Lenovo.

Up to 40% off computers, tablets, smart devices and more.





Property management software that allows landlords to collect rent, list units, screen tenants, manage maintenance, sign leases and more. Never worry about paying more for growing your portfolio—all plans come with unlimited properties!

nar.realtor/rentredi



FREE dark-web scan report, 60% off full-service identity theft protection, recovery plans, child-monitoring plans; 40% off the monthly retail price on a solution plan for small businesses.

nar.realtor/SecurusID



NAR's official Bluetooth® REALTOR® lockbox system and leading provider of property access management solutions.

nar.realtor/Sentrilock



# **HOME & LIFESTYLE**



NAR Members & their clients can save \$50 with 1-800-GOT-JUNK?, America's most trusted name in junk removal.



Access exclusive member savings on GE Appliances including refrigerators, freezers, icemakers, ranges, wall ovens, cooktops, washers/dryers and more. In-home delivery, installation and haulaway services when available. Opt in for email communications to receive limited-time savings.

nar.realtor/GEAppliancesStore

Real estate data platform offering NAR members free access to prioritized online repair estimates. Members enjoy a 5% discount on turnkey repairs and renovations.

nar.realtor/BOSSCAT

NAR members can now earn up to 30% cash back on the products they buy while simultaneously monetizing their past and present listings. Chirpyest is providing all NAR members with the exclusive opportunity to create multiple shopping boards on the platform, each customized around themes or listings.

nar.realtor/chirpyest

NAR members get free access to Curbio's "Build Your Own" estimate app, including free repair estimates for home inspections upon PDF upload. Additionally, they get a free digital floor plan with every Curbio proposal.

nar.realtor/curbio













# **DESIGNATIONS & CERTIFICATIONS**

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

Accredited Buyer's Representative Designation

○→PRO NAR's e-PRO® Certification

**© GREEN** NAR's Green Designation

Military Relocation Professional Certification

Pricing Strategy Advisor Certification

₽ SRES Seniors Real Estate Specialist® Designation

For more information on these designations and certifications, please see pages 10-14.



**PSA** 

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.

\*May not be combined with any other promotion.



Program availability and eligibility requirements may vary by partner program. See partner websites for details, terms & conditions.



# **ADVOCACY**

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)**

Your voluntary contributions to RPAC help elect candidates at all levels of government who understand and support the interests of REALTORS® and property owners across the country.







# **GET INVOLVED**



### 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?

Encourage your association to take advantage of the REALTOR® Party's community outreach grants, training and more to enhance leadership visibility, build relationships with elected officials and advocate for key community development priorities.



RealtorParty.realtor/Community-Outreach

# **GIVE BACK:** APPLY FOR DISASTER RELIEF ASSISTANCE



The REALTORS® Relief Foundation (RRF) provides housing-related assistance to communities impacted by disasters. When a disaster strikes. REALTORS® can work through their state or local association to apply for funding from RRF to help their communities recover and rebuild.

rrf.realtor/grants

### DONATE

Your support helps RRF provide funding to families who've lost everything in disasters. 100% of your donation goes directly to those impacted.





facebook.com/ realtorsrelieffoundation

Text **TEAMRRF** to **71777** 

### WONDERING IF AN ASSOCIATION LEADERSHIP ROLE IS RIGHT FOR YOU?



Enroll in the REALTOR® L.E.A.D. courses and gain the practical skills, concepts and knowledge needed for effective association leadership.



nar.realtor/LEADCourses



Are you a state or local association leader who's ready for next-level leadership? Apply for NAR's Leadership Academy-a 10-month program that identifies, inspires and mentors emerging leaders for their future in National Association leadership roles.

nar.realtor/LeadershipAcademy



# **GET INVOLVED**



### **ALREADY GIVING BACK?**

Apply for NAR's Good Neighbor Awards, which award \$10,000 grants to five REALTORS® each year to support their 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/gna

# REALTORS® Are Good Neighbors

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. Share how you give back—in big and small ways—to be featured on the RAGN social media accounts!

nar.realtor/rgn





# QUESTIONS ABOUT YOUR MEMBERSHIP

CONTACT NAR'S MEMBER SUPPORT TEAM FOR ASSISTANCE!

(800) 874.6500 • ContactNAR@nar.realtor • nar.realtor/HELP













**NARdotRealtor** 

nar.realtor