SAL MEMBER EXPERIENCE





WHAT IS THE NATIONAL ASSOCIATION OF REALTORS®?

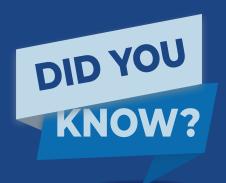
The National Association of REALTORS® (NAR) is America's largest trade association, representing more than 1.5 million members, including NAR's institutes, societies and councils, involved in all aspects of the residential and commercial real estate industries.

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 **nar.realtor** 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

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.

nar.realtor/COE

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.



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 home buying process.

nar.realtor/fair-housing/fairhaven



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.

nar.realtor/fair-housing/bias-override-over-coming-barriers-to-fair-housing

REALTOR® BRAND





PROFESSIONALISM ENHANCEMENT INITIATIVE



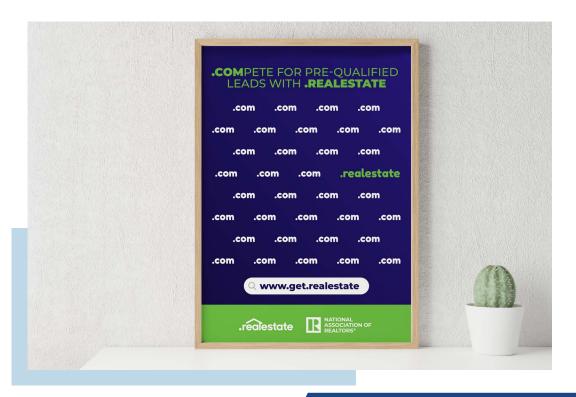
REALTORS® Commitment to Excellence (C2EX) is an award-winning web-based program that focuses on 10 areas of industry professionalism and leads to an endorsement from NAR. Set yourself apart with this commitment to professional growth.



TOP-LEVEL DOMAINS

Stand out from the .COMpetition and get found! Strategically build your online brand and win more leads with a .realtor™ and .realestate web address, now with a Free Professional Website. As a NAR member, your first .realtor™ web address is free for the first year. All active .realtor™ and .realestate web addresses include the option to add a free website.

□ Get.realtor | Get.realestate





CONSUMER-FACING PROGRAMS

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



NATIONAL ADVERTISING CAMPAIGN

That's Who We R, NAR's national ad campaign, helps consumers understand REALTORS® are real estate experts in their local communities, who follow a code of ethics and fight for real estate dreams and property rights.

ThatsWhoWeR.realtor

EDUCATION & ADVOCACY CAMPAIGN

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.







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.



CONSUMER-FACING PROGRAMS





FIRST-TIME BUYER

See firsthand what first-time buyers face, and how relying on a REALTOR®'s expertise helps them prep for the unexpected in "First-Time Buyer," streaming on Hulu, FirstTimeBuyer.realtor and NAR's Facebook and YouTube channels.







REALTOR® CONTENT RESOURCE

REALTOR® Content Resource (RCR) offers free, original home ownership 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



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.

HouseLogic.com



EDUCATIONAL OPPORTUNITIES

OFFICIAL REALTOR® DESIGNATIONS & CERTIFICATIONS

Discover a personalized learning experience with the Center for REALTOR® Development, NAR's home for exceptional education.

crd.realtor



ACCREDITED BUYER'S REPRESENTATIVE (ABR®) DESIGNATION*

ABR® designees advocate for home buyers, and are recognized as distinguished agents in the industry. When you earn the designation, you receive benefits that will help advance your brand, business, and network.





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.





CERTIFIED INTERNATIONAL PROPERTY SPECIALIST (CIPS) DESIGNATION

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







e-PRO® CERTIFICATION*

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





GENERAL ACCREDITED APPRAISER (GAA) DESIGNATION

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





NAR'S GREEN DESIGNATION*

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







HOME FINANCE RESOURCE (HFR) CERTIFICATION

Gain the skills to guide home buyers through mortgage applications and alternative financing options.

crd.realtor/hfr



EDUCATIONAL OPPORTUNITIES









GRADUATE, REALTOR® INSTITUTE (GRI) DESIGNATION

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*

Find housing solutions for current and former military servicemembers. Serve those who serve our country, and help them 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 valuations 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/raa-and-gaa





RESORT & SECOND-HOME PROPERTY SPECIALIST (RSPS) CERTIFICATION

Make second-home sales your first resort with NAR's RSPS certification. Gain practical insights and strategies to grow your network and your business.



nar.realtor/Resort



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®.





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



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 Commercial Digest and other communications that help keep you on top of industry news.



nar.realtor/Commercial



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.



REALTOR MAGAZINE

Stay informed on real estate best practices, news, and trends through the award-winning REALTOR® Magazine. In print, online, and now available on the go, REALTOR® Magazine is expanding its offerings to bring you the peer-to-peer Drive With NAR podcast as well as your new daily snapshot of market news and views— Navigate With NAR.





EDUCATIONAL OPPORTUNITIES





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 keep you safe on the job.





SPIRE: NAR'S MENTORSHIP PROGRAM

This mentorship opportunity helps individuals learn the fundamentals of the real estate industry, fosters education, empowers serious consideration of real estate as a career path, and promotes the development of generational wealth through property ownership.

nar.realtor/nars-mentorship-program



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 OPPORTUNITIES

Grow your network of real estate peers globally.

CONFERENCES & MEETINGS

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





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



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 77 countries.



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.







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.



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





RIGHT TOOLS, RIGHT NOW PROGRAM

Get the Right Tools, Right Now to guide your business and set yourself up for success! Through this program, NAR offers business-critical webinars, courses, toolkits, and more for FREE or at a reduced price for REALTORS®.



nar.realtor/right-tools-right-now



NAR + PHOTOFY APP

Gain access to personalizable, ready-to-share social media templates that enhance your brand and increase your visibility across social platforms. Download the free Photofy app today.



Photofy.com/nar



REALTOR® STORE

The REALTOR® Store is YOUR one-stop shop for educational tools and resources to boost your business. Explore a diverse array of products and publications designed to meet the needs of all NAR members, from the new agent to the seasoned professional.





BEING A REALTOR®



The "Little Book" Series 8 Pack





The REALTOR®
Advantage—Is Your
Agent a REALTOR®?
Brochure

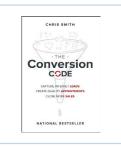
\$ 29.95 Member Price



What Everyone Should Know About Equal Opportunity in Housing

\$ 29.95

Member Price vailable in Spanish



The Conversion Code

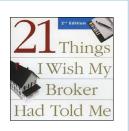
\$ 25.00 Member Price

BROKERAGE MANAGEMENT



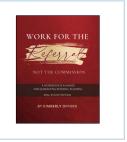
Real Estate Brokerage Essentials®





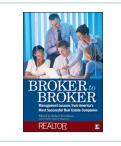
21 Things I Wish My Broker Had Told Me





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





Broker to Broker: Management Lessons from America's Most Successful Real Estate Companies





SALES & MARKETING



The Non-Obvious **Guide to Marketing** and Branding Without A Big Budget





Real Estate Marketing Playbook





Secrets of Top Selling Agents: Habits, Mindsets, and Tactics of Real Estate's Super **Producers**

> **③** 15.95 Member Price



Sales and Marketing 101 for Real Estate **Professionals**



SOCIAL MEDIA



Social Media for **Associations** Download





Social Media Marketing for your Business





The Social Selling Journal: A 66 Day **Guide to Creating the Habits to Achieve Your Business Social Goals**





How to Rock Your Instagram Webinar





RESEARCH



2022 Member Profile – Download





2022 NAR Profile of Home Buyers and Sellers – Download



STAGING



Staging the Power
That Sells Real Estate





Virtual Viewings: Using Technology to Show Properties Webinar





Staging to Sell: The Secret to Selling Homes in a Down Market





Getting It Sold





NEW BUSINESS BOOSTING TITLES



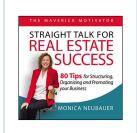
YouTube for Real Estate Agents - Learn How to Get FREE Leads and Never Cold Call Again





The Little Silver Book: Technology Rules to Live By For REALTORS®





Straight Talk for Real Estate Success: 80 Tips for Structuring, Organizing and Promoting your Business





How to Build Wealth From Your Existing Database Webinar



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.







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®

RPR® (Realtors Property Resource®) 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.

NARREACH.realtor



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



REALTORS® are independent entrepreneurs working in an industry with specialized needs that require custom solutions.

Whether you need reliable personal insurance,

effective marketing tools, or essential cybersecurity services—NAR REALTOR Benefits® has you covered with customized products and exclusive offers from trusted partners.

Visit <u>nar.realtor/RealtorBenefits</u> today and mention your NAR membership to receive savings!

How will you save this year?

TRANSACTION MANAGEMENT

DocuSign[®]

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







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

PERSONAL INSURANCE



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

nar.realtor/LibertyMutual

TECHNOLOGY SERVICES



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









PERSONAL INSURANCE



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



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.



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

REALTORS® **VisionInsurance**

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

INSURANCE

Pet health insurance for cats and dogs.

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





MARKETING RESOURCES



Leading market provider of real estate collateral across the globe, providing designed publications in the luxury market. Members get a free, fully branded brokerage promotional publication.







Automate social media marketing for listings, content, and lead generation. Available for both the enterprise and individual agent.

nar.realtor/BackAtYouMedia

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

nar.realtor/FedExOffice

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

nar.realtor/Placester









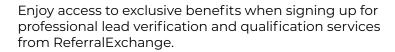


MARKETING RESOURCES



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.







nar.realtor/ReferralExchange

ELECTRONICS AND MOBILE TECHNOLOGY



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

🖳 nar.realtor/Dell



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



OFFICE SUPPLIES AND SERVICES



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

nar.realtor/FedEx



TRAVEL AND AUTOMOTIVE



Up to 25% off base rates on car rentals.





Up to 25% off base rates on car rentals.





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



Meet the travel club built exclusively for NAR members to explore the world and travel affordably. Join for free and access incredible savings on hotels, resorts, activities, flights, and car rentals. Upgrade to a premium membership for up to 60% off* hotels, savings on cruises, vacation homes, tickets, and more!



nar.realtor/TravelClub





HOME AND LIFESTYLE



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



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.



PunchListUSA is a real estate data platform that provides prioritized online repair estimates and full-scale repair, renovation, and maintenance services for homeowners and REALTORS®. Members gain free access to online repair estimates and can also receive 5% off turnkey repairs and renovation services.

nar.realtor/PunchListUSA



PUNCHLIST USA

RISK MANAGEMENT





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

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

nar.realtor/Victor



EDUCATIONAL TOOLS



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.realtor/Buffini

NAR's exclusive higher-education partner, providing opportunities for members to complete a variety of associate, bachelor's, and master's degrees in real estate related courses, including a MBA in Real Estate Management. REALTORS® that enroll in the NAR Academy at Columbia College can receive \$100 off per course in financial support from the Center for Specialized REALTOR® Education (CSRE).









MEMBER SAVINGS



DESIGNATIONS & CERTIFICATIONS

10% off*

select online designation and 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



NAR's Green Designation



Military Relocation Professional Certification



Pricing Strategy Advisor Certification



Seniors Real Estate Specialist® Designation

For more information on these designations and certifications, please see pages 9-11.



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.

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

^{*}May not be combined with any other promotion.





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





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.



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.



ALTORS° WANT TO GIVE BACK?

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



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.



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'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 in the RAGN social media accounts!

nar.realtor/rgn

@RealtorsAreGoodNeighbors



QUESTIONS ABOUT YOUR MEMBERSHIP

CONTACT NAR'S MEMBER SUPPORT TEAM FOR ASSISTANCE!

(800) 874.6500

ContactNAR@nar.realtor

nar.realtor/HELP

CONNECT WITH US!









@nardotrealtor

@narealtors



@National Association of REALTORS®