





#### WHAT IS THE NATIONAL ASSOCIATION OF REALTORS®?

The National Association of REALTORS<sup>®</sup> (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<sup>®</sup> 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.

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

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**33** ADVOCACY OPPORTUNITIES



GET INVOLVED!



### **REALTOR® BRAND**



#### TRADEMARKS

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



Imar.realtor/Trademark

#### **CODE OF ETHICS**

The REALTORS<sup>®</sup> Code of Ethics is the cornerstone of the REALTOR<sup>®</sup> 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<sup>®</sup> do everything possible to protect housing rights in America.

Imar.realtor/Fairhousing

#### FAIRHAVEN: A FAIR HOUSING SIMULATION

Fairhaven helps REALTORS<sup>®</sup> 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.

#### Imar.realtor/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.

This course may qualify for CE credit in your state.

Inar.realtor/ImplicitBiasTraining



### **REALTOR® BRAND**



#### **PROFESSIONALISM ENHANCEMENT INITIATIVE**



REALTORS<sup>®</sup> Commitment to Excellence (C2EX) is an awardwinning 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.

#### C2EX.realtor

#### **DOWNLOAD THE C2EX APP TODAY!**



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

Set yourself apart and get instant recognition with a .realtor<sup>™</sup> and .realestate domain! When you replace your .com with a top level domain like .realtor<sup>™</sup> or .realestate, you let the world know who you are and what you do–and both domains include a Professional Website, free for the life of your domain. As a NAR member, your first .realtor<sup>™</sup> domain is free for the first year!

#### Get.realtor | Get.realestate





### PROGRAMS

These programs educate consumers on the value of REALTORS<sup>®</sup>, 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 CAMPAIGNS**

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**

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, <u>FirstTimeBuyer.realtor</u> and NAR's Facebook and YouTube channels.

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.

HouseLogic.com



#### **REALTOR® CONTENT RESOURCE**

REALTOR<sup>®</sup> 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

EDUCATIONAL OPPORTUNITES



#### **OFFICIAL REALTOR® DESIGNATIONS & CERTIFICATIONS**

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

crd.realtor



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

ABR<sup>®</sup> 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\*

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.

Imar.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

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



#### e-PRO® CERTIFICATION\*

The e-PRO<sup>®</sup> 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.

E 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.

crd.realtor/hfr

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

### EDUCATIONAL OPPORTUNITES



**買MRP** 

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

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

Inar.realtor/GRI

#### 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.

MilitaryRelocationPro.org

#### **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.

🖳 psa.realtor



**R PSA** 

#### **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

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

### EDUCATIONAL OPPORTUNITES

### ₹RSPS

SFR

SRES

#### **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.

Inar.realtor/Resort

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

The SFR<sup>®</sup> 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<sup>®</sup> 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>.

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

**lucation** 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 RPR<sup>®</sup>, research data, technology tools and more. Receive Edge Up and other communications that help keep you on top of industry news.

Imar.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<sup>®</sup> Financial Wellness.

FinancialWellness.realtor

### **REALTOR** MAGAZINE

Stay informed on real estate best practices, news and trends through the award-winning REALTOR<sup>®</sup> Magazine. In print, online and now via podcast with REALTOR<sup>®</sup> 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<sup>®</sup> Magazine.

#### magazine.realtor



### EDUCATIONAL OPPORTUNITES





#### **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.

Imar.realtor/Library

#### 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).

🖳 nar.realtor/nar-academy

#### SAFETY RESOURCES

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

nar.realtor/Safety

#### 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/Spire

### 

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



REALTOR

SP/RE





### NETWORKING OPPORTUNITIES

Grow your network of real estate peers globally.



Every year, approximately 9,000 NAR members convene in Washington, D.C., at the **REALTORS® Legislative Meetings and Trade Expo** to advance the real estate industry, influence public policy, and strengthen the association.

Legislative.realtor



NAR NXT, The REALTOR<sup>®</sup> Experience is the real estate industry's largest annual event, where approximately 15,000 REALTORS<sup>®</sup> and guests come together for networking, education, motivation and fun.

Image: <u>narnxt.realtor</u>

#### **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 six continents.

Imar.realtor/Global

#### 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**

View the full lineup of in-person events, including REALTOR<sup>®</sup> Broker Summit, Innovation, Opportunity and Investment (iOi) Summit, C5 + CCIM Global Summit, Sustainability Summit and more at <u>nar.realtor/Events</u>.



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



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

Sign up for the Member Value Plus (MVP) Program newsletter at <u>nar.realtor/MVP</u> and start earning FREE rewards. Waive course fees goodbye, see free webinars and enjoy great e-products on us!



New MVP Program offer released

every two weeks on the 1st

and 16th of the month.





Redeem your rewards! It's SO easy!



#### **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.

Complete the action within the

actions take two minutes or less!

two-week time period. Most

Inar.realtor/RTRN



#### **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<sup>®</sup> pride and showcase your expertise. Download the free Photofy app today.

🖳 Photofy.com/nar



App Store

#### **REALTOR® STORE**

The REALTOR<sup>®</sup> 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.

Store.realtor



#### **BEING A REALTOR®**



**S** 29.95

**(S)** 19.99



#### **SALES & MARKETING**





(800) 874.6500 · nar.realtor | **19** 



#### RESEARCH





#### **NEW BUSINESS BOOSTING TITLES**



#### **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.

<u>nar.realtor/CommercialTools</u>





#### **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.

Imar.realtor/Legal

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



RPR<sup>®</sup> (Realtors Property Resource<sup>®</sup>) provides REALTORS<sup>®</sup> 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.

#### Inarrpr.com

#### **REALTOR.COM®**



#### Realtor.com

\*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.realtor/Research



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<sup>®</sup> 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.

#### INARREACH.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, latest industry news and trends, NAR podcasts and on-demand videos, real estate educational tools, NAR member directory, member benefits and latest discounts and more!











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



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

How will you save this year?

#### **INSURANCE & FINANCE**









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

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

nar.realtor/Victor

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

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.

Inar.realtor/IRAR



#### **INSURANCE & FINANCE**

#### **INSIDE THE MARKETPLACE**

HEALTH

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**





#### MARKETING



nar.realtor/ArcadiaPublishing

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

Imar.realtor/BackAtYouMedia

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

🖳 nar.realtor/DocuSign

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

<u>nar.realtor/FedExOffice</u>

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

Imar.realtor/FedEx

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





















#### TECHNOLOGY



\*May not be combined with any other promotion



**1-800-GOT-JUNK?** 

GE APPLIANCES STORE

BOSSCAT

chirpyest



#### **HOME & LIFESTYLE**



Imar.realtor/1-800-Got-Junk

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.

#### Imar.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.

Inar.realtor/chirpyest

#### EDUCATION



Receive \$100 off 100 Days to Greatness<sup>®</sup>, 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





#### **DESIGNATIONS & CERTIFICATIONS**



For more information on these designations and certifications, please see pages 10-13.



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<sup>®</sup> 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)**



REALTC PART

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

#### RealtorParty.realtor/RPAC





**GET INVOLVED** 

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

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

Inar.realtor/Committees

WANT TO BECOME A LEADER IN YOUR LOCAL COMMUNITY?



Take advantage of REALTOR<sup>®</sup> 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<sup>®</sup> Relief Foundation and help disaster victims.

Inar.realtor/Relief

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



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

<u>nar.realtor/LEADCourses</u>



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.

Inar.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.

#### 🖳 <u>nar.realtor/gna</u>

#### REALTORS® Are Good Neighbors

NAR's REALTORS<sup>®</sup> Are Good Neighbors program celebrates all acts of giving back and shines a spotlight on the impactful role REALTORS<sup>®</sup> 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 MEMBER SUPPORT TEAM FOR ASSISTANCE!

ONTACT MAR 5 MEMBER SUPPORT TEAM FOR ASSISTANCE:

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



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