

# Suggested New Member Orientation Timeline

Use the following schedule as a guide to help prepare your presentation. For half-day sessions, we've **highlighted** the most important subjects to cover.

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| 8:00 am    | Registration and refreshments                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| ■ 8:15 am  | <b>Welcome, Introduction, Professionalism and Getting Started; 2020 New Member Orientation Video</b> <br>Help new members get acquainted with the REALTOR® organization.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 8:45 am    | Speaker or guest; invite, for example, a top producer or local broker                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| ■ 9:00 am  | <b>Professional Standards and Code of Ethics Review</b> <br>Review the REALTOR® Code of Ethics training requirement and the next training deadline. Purchase Code of Ethics materials at <a href="http://nar.realtor/store">nar.realtor/store</a> .<br><b>Note:</b> Be sure to include comments about the training's learning objectives/criteria and make clear the consequences for not completing training by the deadline. In addition, explain the difference between the existing and new member training requirements. All Associations must provide 2.5 hours of existing and new member Code of Ethics training. For more information, go to <a href="http://nar.realtor/COEtraining">nar.realtor/COEtraining</a> . |
| ■ 9:30 am  | <b>Discussion on REALTOR® Safety; Show Video</b> <br>Encourage your new and existing members to keep safety top-of-mind <u>every day</u> . Access safety materials, including videos, webinars, tips, articles, and more at <a href="http://nar.realtor/safety">nar.realtor/safety</a> .                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 10:00 am   | Break                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| ■ 10:30 am | <b>Show NAR Videos on Antitrust or Fair Housing</b> <br>Purchase copies of the Antitrust and Fair Housing materials and DVDs at <a href="http://nar.realtor/store">nar.realtor/store</a> .                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 11:00 am   | Legislative Affairs/Action in Washington                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 11:30 am   | Lunch                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| 12:30 pm   | Committee Panel: RPAC, REALTOR® Party, Local Issues                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| ■ 1:00 pm  | <b>MLS Information and Discussion on realtor.com® and Realtors Property Resource® (RPR®); Show the What Is RPR® Video</b> <br>Encourage new members to check out the FREE New Agent Success Tools from realtor.com® at <a href="http://hub.realtor.com/newagent">hub.realtor.com/newagent</a> , and view the new member materials from RPR® at <a href="http://blog.narrpr.com/get-started">blog.narrpr.com/get-started</a> .                                                                                                                                                                                                                                                                                              |
| 1:30 pm    | What Happens Next: Title Company, Home Inspector, Lender, Home Warranties, other relationships                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 2:00 pm    | Break                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| 2:15 pm    | Invite REALTORS® to share best practices.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 2:45 pm    | Community Outreach and Housing Opportunity Program                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| ■ 3:15 pm  | <b>Resources from the REALTOR Benefits® Program and the REALTOR® Store</b><br><a href="http://nar.realtor/RealtorBenefits">nar.realtor/RealtorBenefits</a>   <a href="http://nar.realtor/store">nar.realtor/store</a>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| ■ 3:30 pm  | <b>Discuss .realtor™ and .realestate Top-Level Domains</b><br>Help communicate to your members why they need to leverage their status as a REALTOR® and obtain a .realtor™ web address, plus support their areas of expertise with a .realestate domain. Get started at <a href="http://get.realtor">get.realtor</a> .                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| ■ 3:45 pm  | <b>Education, Designations and Certifications</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| ■ 4:15 pm  | <b>Review REALTOR® Trademark Usage and Promoting the REALTOR® Brand</b> <br>• Distribute REALTOR® pins. If you need more pins for new members, contact our Pin Order Desk at 1-888-750-3343 or visit <a href="http://NewMemberPins.realtor">NewMemberPins.realtor</a> .<br>• The <i>On Your Mark</i> brochure covers the rules for trademark usage. Order at <a href="http://nar.realtor/store">nar.realtor/store</a> .                                                                                                                                                                                                                                                                                                    |
| 4:30 pm    | Recite oath and adjourn                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |

