



# New Member

## 2017 Orientation Timeline

### Recommended 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.

8:00 am	Registration and refreshments	
8:15 am	<b>Welcome, Introduction, Professionalism and Getting Started; Show 2016 New Member Orientation Video</b> 	
	Show the 2017 New Member Orientation Video (23:00 min.) on the DVD in this brochure to 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> 	
	Review the REALTOR® Code of Ethics training requirement and the upcoming December 2017 training deadline. Purchase Code of Ethics materials at <a href="http://Store.REALTOR.org/code-of-ethics/training">Store.REALTOR.org/code-of-ethics/training</a> . <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://REALTOR.org/coetraining">REALTOR.org/coetraining</a> .	
9:30 am	<b>Discussion on REALTOR® Safety; Show Video</b> 	
	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://REALTOR.org/safety">REALTOR.org/safety</a> .	
10:00 am	Break	
10:30 am	<b>Show NAR Videos on Antitrust or Fair Housing</b> 	
	Purchase copies of the antitrust and fair housing materials and DVDs at <a href="http://Store.REALTOR.org">Store.REALTOR.org</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> 	
	Encourage new members to check out the FREE New Agent Success Kit from realtor.com® at <a href="http://realtor.com/newagent">realtor.com/newagent</a> and view the new member materials from RPR® at <a href="http://blog.narrpr.com/new-member">blog.narrpr.com/new-member</a> .	
1:30 pm	What Happens Next: Title Company, Home Inspector, Lender, Home Warranties, other relationships	
2:00 pm	Break	
2:15 pm	Success stories from REALTORS®	
2:45 pm	Community Outreach and Housing Opportunity Program	
3:15 pm	<b>Resources From the REALTOR Benefits® Program and the REALTOR® Store</b>	
	<a href="http://REALTOR.org/RealtorBenefits">REALTOR.org/RealtorBenefits</a> , <a href="http://Store.REALTOR.org">Store.REALTOR.org</a>	
3:30 pm	<b>Discuss the .REALTOR Domain</b>	
	Help communicate to your members why they need to leverage their status as a REALTOR® and obtain a .REALTOR web address to stand apart from their competitors. <a href="http://www.about.REALTOR">www.about.REALTOR</a>	
3:45 pm	Education, Designations and REALTOR® University	
4:15 pm	<b>Review REALTOR® Trademark Usage and Promoting the REALTOR® Brand</b> 	
	<ul style="list-style-type: none"> <li>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.com">NewMemberPins.com</a>.</li> <li>The <i>On Your Mark</i> brochure covers the rules for trademark usage. Order at <a href="http://Store.REALTOR.org">Store.REALTOR.org</a>.</li> </ul>	
4:30 pm	Recite oath and adjourn	