




**Welcome to
New Member Orientation**
October 18 & 19, 2017




Thank you to our sponsor



Welcome

- o General Housekeeping Items
- o Purpose of Orientation
- o Introductions
- o Review Agenda & Handouts
- o Answer Questions

To download this powerpoint:





Your Instructor



Kerry Kidwell
*ABR, AHWD, CNE, GREEN,
GRI, e-PRO, DREI*
Realty Plus, Inc.



● ● ● | **NAR New Member Video**

NAR New Member Orientation Video

○ <http://tinyurl.com/ydy85bcd>



● ● ● | **Three-way Agreement**





Capital Area REALTORS (Springfield)



National Association of REALTORS (Chicago)



Illinois REALTORS (Springfield)



National Association of REALTORS (Washington DC)



CAR Jurisdiction





Proposed Regional MLS



2018 CAR Officers



Ed Mahoney, ABR
President



Jane Hay, GRI, SRS
President-elect



Suzie Sables-Duff,
ABR, CRS, GRI
Secretary/Treasurer

2018 Officers & Directors

 Ed Mahoney President	 Jane Hay President Elect	 Suzie Sables Duff Secretary/Treasurer	 John Klemm Immediate Past President		
 Randy Aldrich	 Nicholas Campo	 Robert Chipman	 Ronald Duff	 Brad Dyer	 Tim Eagle
 Jennifer Franklin	 Jim Fulgenzi	 Jane Locascio	 Todd Musso	 Deb Sarsany	 Jani Winchester

● ● ●

CAR Staff



 Dan Sale Chief Executive Officer	 Kathy Nicholson Member Services Director	 Cathy Wagner MLS Director		
 Vacant Bookkeeper	 Angela Roberts West Central Chapter Manager	 Jimmy Clayton Government Affairs Director	 Susan Hall Receptionist/MLS Secretary	 Diane Hobson

● ● ●

You Are Now



● ● ● |


Inform

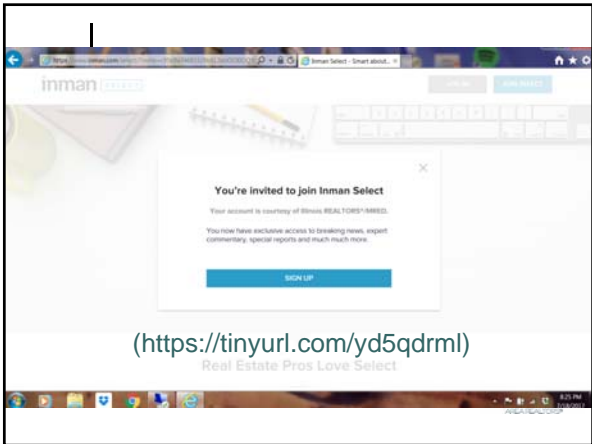
Educate

Engage

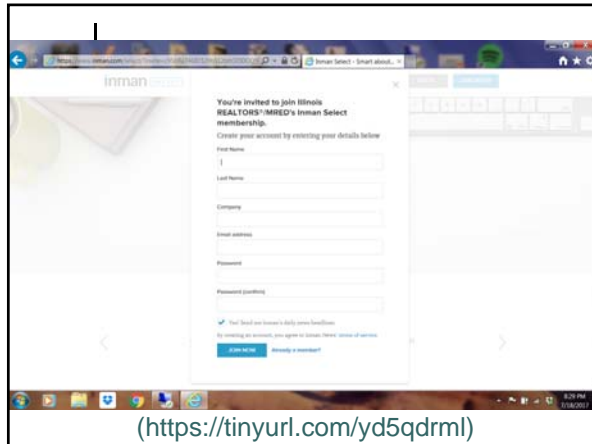
● ● ● | **Inform**

- CAR / IR / NAR Communications
 - Websites, email, snail mail, etc.
 - Blogs
- Discussion groups
 - ActiveRain.com
 - AgentsOnline.net
 - Facebook groups
 - Linked-In (CAR, IR, NAR)
- Inman.com *(free subscription from IR)*
(<https://tinyurl.com/yd5qdrml>)





(<https://tinyurl.com/yd5qdrml>)
Real Estate Pros Love Select



(<https://tinyurl.com/yd5qdrml>)

Educate

- o New Member Orientation
- o Break-for-Hot-Topic programs
- o Continuing education
- o Many designation programs (e.g., GRI, ABR, CRS)
- o Leadership development
- o Managing broker outreach
- o MLS breakfasts

www.Conference.realtor

NATIONAL ASSOCIATION of REALTORS

REALTORS' Conference & Expo
Global Reach. Local Focus.
November 3-6, 2017 • Chicago, IL



Engage

- Member engagement
 - Get involved in activities
 - Participate on committees or work groups
 - Leadership Academy
- The REALTOR Party
 - Vote
 - Act *(respond to calls for action)*
 - Invest *(invest in RPAC)*





Engage



Volunteer Opportunities

- | | |
|----------------------------------|----------------------------|
| ○ Commercial Real Estate Network | ○ Member Services |
| ○ Community Service | ○ Multiple Listing Service |
| ○ Forms | ○ Professional Standards |
| ○ Governmental Affairs | ○ REALTOR® & Affiliate |
| ○ Grievance | ○ REALTOR® & Developer |
| ○ Leadership Academy Work Group | ○ Social |





Engage



If real estate is your profession politics is your business!





Engage (Vote)



- o Vote for the REALTOR Party Candidates





Engage (Act)



- o Calls-for-Action
- o Stay informed
- o Take action with mobile alerts!
- o Capitol Conference



<http://www.realtor.org/topics/realtor-party>

To download, text "App" to 30644 and remember to login.



Engage (Invest)



What you need to know about RPAC

- o RPAC doesn't buy votes
- o RPAC contributions are voluntary
- o RPAC is bipartisan
- o 77% of CAR members gave last year





New REALTOR Success Toolkit from REALTOR.com

- o Goal setting
- o Personalized business plan
- o Free newsletter tool
- o Open house toolkit
- o Videos and webinars
- o All new agent profile
- o Downloadable and customizable listing presentation

www.realtor.com/newagent

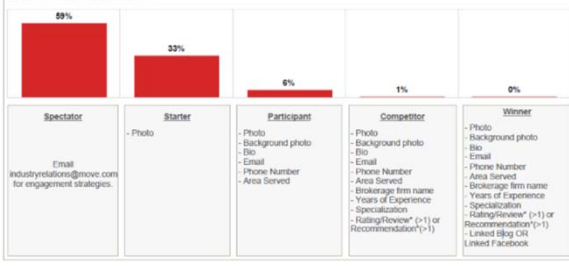




REALTOR.com Profile

<http://www.realtor.com/welcome/agentprofile/>

Member Profile Completeness





Things to Consider

- o Errors & omissions insurance
- o Employment contract
- o Get a good accountant
- o Do-Not-Call rules
- o Office policy
- o Mentor/partner
- o Sign ordinances



••• | The Power of "R"



Leverage the power of our national advertising
By putting your logo on your business card
and wearing your REALTOR® pin.



••• |

Thank You!



••• | Proposed Regional MLS



● ● ● | Our Mission

Stay abreast of trends in technology, business practices, consumer trends and MLS policy.



● ● ● | Our Mission

CAR helps its members maintain the highest standards of professionalism and achieve the highest levels of success





Our Value Proposition to You

- Unmatched Advocacy in Washington
- Widely watched economic data
- Issues support at the state and local levels
- Game changing technology investments
- Invaluable brand identity

