




**Welcome to
New Member Orientation**
July 19 & 20, 2017



Welcome

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





Your Instructor



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





NAR New Member Video

YouTube.com

National Association of REALTORS
2017 New Member Orientation Video





Three-way Agreement





Capital Area REALTORS (Springfield)



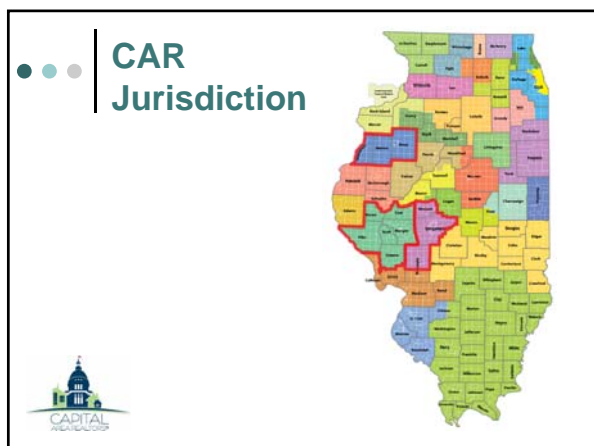
National Association of REALTORS
(Chicago)



Illinois REALTORS (Springfield)



National Association of REALTORS
(Washington DC)







CAR Staff





Dan Sale
Chief Executive Officer



Kathy Nicholson
Member Services Director



Cathy Wagner
MLS Director



Nina Ferree
Bookkeeper



Angela Roberts
West Central Chapter Manager



Jimmy Clayton
Government Affairs Director




Susan Hall
Receptionist/MLS Secretary



Diane Hobson
Receptionist/MLS Secretary

You Are Now




Inform

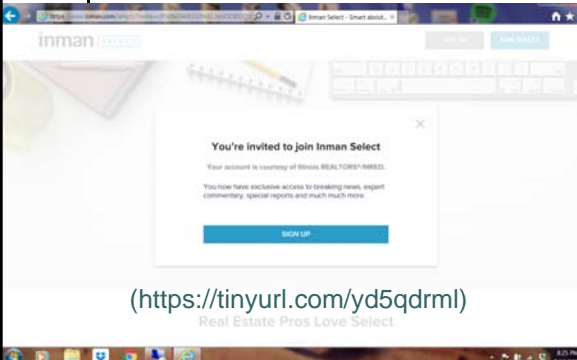
Educate

Engage

Inform

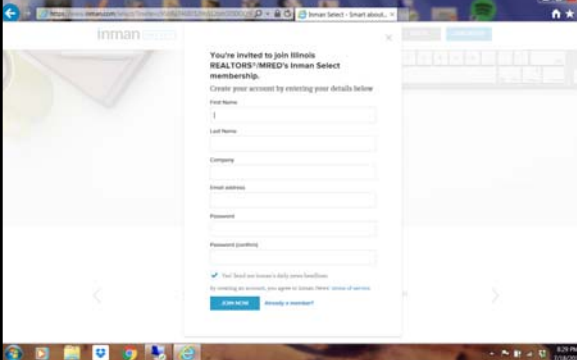
- CAR / IR / NAR Communications
 - Websites, email, snail mail, etc.
 - Blogs
- Discussion groups
 - ActiveRain.com
 - AgentsOnline.net
 - Facebook groups
 - Linked-In (CAR, IR, NAR)
- Inman.com *(free subscription from IR)*
(<https://tinyurl.com/yd5qdrml>)





(<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



THE SKY'S THE LIMIT
REALTORS® CONFERENCE & EXPO
November 3-6, 2017 | CHICAGO


Capital Area REALTORS will be there, will you?

www.Conference.realtor

NATIONAL ASSOCIATION of REALTORS®

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

Engage



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

Engage



Volunteer Opportunities

- Commercial Real Estate Network
- Community Service
- Forms
- Governmental Affairs
- Grievance
- Leadership Academy Work Group

- Member Services
- Multiple Listing Service
- Professional Standards
- REALTOR® & Affiliate
- REALTOR® & Developer
- Social



Engage



If real estate is your profession politics is your business!



VOTE

ACT

INVEST

Engage (Vote)



- Vote for the REALTOR Party Candidates





Engage (Act)



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

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



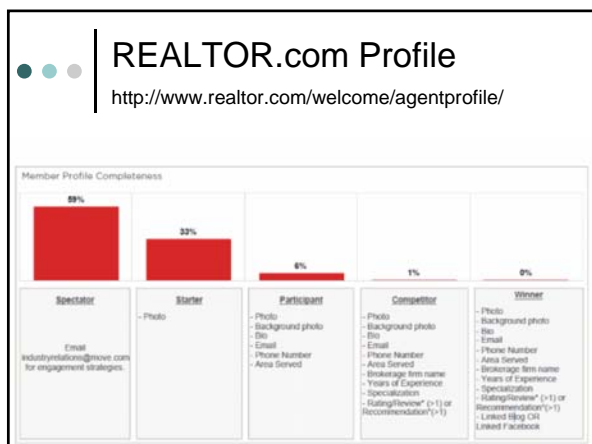


New REALTOR Success Toolkit from REALTOR.com

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


www.realtor.com/newagent





Things to Consider

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




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

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





