



# WELCOME

TO NEW MEMBER ORIENTATION!

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# NEW MEMBER ORIENTATION SCHEDULE

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## THURSDAY

**8:15-8:30 AM**

Breakfast (If Sponsored)

**8:30-12:30 PM**

New Member Code of Ethics

**12:30-1:15 PM**

Lunch (If Sponsored)

**1:15 PM**

New Member REALTOR® Pledge

**1:20-4:30 PM**

Fair Housing

## FRIDAY

**8:30-9:00 AM**

Breakfast (If Sponsored)

**9:00 AM-12:00 PM**

The Never Ending Paper Trail  
"Contracts"

Times listed are subject to change.

These classes are mandatory and a condition of membership. New BAR Members must attend all classes and be in class and participating 100% of the time. If you are late or leave early, you must retake the class.

Please make sure you sign in before **each** session for documentation of attendance. New Member Orientation does not award CE credits. New members as a condition of REALTOR® membership will receive credit with NAR for completing the "New Member Code of Ethics".





# WELCOME

TO THE BIRMINGHAM ASSOCIATION OF  
REALTORS® (BAR)  
AND THE GREATER ALABAMA MLS  
(GALMLS)!

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The REALTOR® organization is the largest trade association in the U.S., with over 4,000 members in the Birmingham Association, and over 14,000 in Alabama. There are over one million members nationally.



# INFORMATION

Much of the information you may need about the programs and services offered by the REALTOR® organization are on our websites:

Greater Alabama MLS (GALMLS)  
[www.GreaterAlabamaMLS.com](http://www.GreaterAlabamaMLS.com)

Birmingham Association (BAR)  
[www.BirminghamRealtors.com](http://www.BirminghamRealtors.com)

Alabama Association (AAR)  
[www.AlabamaRealtors.com](http://www.AlabamaRealtors.com)

National Association (NAR)  
[www.NAR.Realtor](http://www.NAR.Realtor)

The association is a member-driven organization. Your input and participation are welcome and appreciated. Participation can be simply providing your suggestions or getting more involved by joining a task force or committee to plan the auctions and programs the association will offer.

**OUR GIFT TO YOU**  
**FREE BAR LUNCHEON TICKET**  
**\$25 VALUE**

REDEEM ONLINE AT  
[BirminghamRealtors.formstack.com/forms/orientation\\_coupon](http://BirminghamRealtors.formstack.com/forms/orientation_coupon)

**2019 BAR LUNCHEON DATES: JUNE 20, OCTOBER 3, DECEMBER 12**



# WHAT IS BAR?

The association is a volunteer organization with the mission of protecting private property rights and raising the standards of the industry. The association, because of its goal to serve the public, is a nonprofit corporation, which means it is exempt from federal taxation.

## From the IRS Website:

"A business league is an association of persons having some common business interest, the purpose of which is to promote such common interest and not to engage in a regular business of a kind ordinarily carried on for profit.

To be exempt as a business league, an organization's activities must be devoted to improving business conditions of one or more lines of business as distinguished from performing particular services for individual persons. It must be shown that the conditions of a particular trade or the interests of the community will be advanced. Merely indicating the name of the organization or the object of the local statute under which it is created is not enough to demonstrate the required general purpose.

No part of a business league's net earnings may inure to the benefit of any private shareholder or individual and it may not be organized for profit to engage in an activity ordinarily carried on for profit (even if the business is operated on a cooperative basis or produces only enough income to be self-sustaining)."

Membership in the association is voluntary. However, the National Association of REALTORS® requires that each member-broker must pay dues for licenses it holds. Therefore, brokers require that their licensees (agents) join the association.

# BAR & GALMLS STAFF

## ***Dr. Dawn Kennedy, BAR/GALMLS Chief Executive Officer***

Have a board governance question? Want to schedule a sales meeting?  
Contact [Miracle@GreaterALMLS.com](mailto:Miracle@GreaterALMLS.com) to schedule a meeting with Dr. Dawn Kennedy.

## ***Chris Bakane, BAR/GALMLS Chief Financial Officer***

For questions regarding the BAR or GALMLS budget, contact  
[Chris@BirminghamRealtors.com](mailto:Chris@BirminghamRealtors.com)

## ***Katherine Harris, VP Of Operations***

Have a billing, invoicing or payment question? See something in the building that needs attention? Contact [Katherine@BirminghamRealtors.com](mailto:Katherine@BirminghamRealtors.com).

## ***Felicia Yonter, VP Of Commercial and Residential Services***

If you're interested in the Commercial REALTOR® Council, contact  
[Felicia@BirminghamRealtors.com](mailto:Felicia@BirminghamRealtors.com).

## ***William Baylor, VP Of Government & Legislative Affairs***

Have a question about a recent city/county law, ruling, tax or legislation? Want to run for a local office? Have a concern about a local ordinance or tax? Contact  
[William@BirminghamRealtors.com](mailto:William@BirminghamRealtors.com)

## ***Jasmine Sanderfer, Community Affairs Director***

For community project information, RPAC and fair housing questions, contact  
[Jasmine@BirminghamRealtors.com](mailto:Jasmine@BirminghamRealtors.com)

## ***Phillip Horton, Professional Development Director***

For all Continuing Education, learning opportunities or class information, contact  
[Phillip@BirminghamRealtors.com](mailto:Phillip@BirminghamRealtors.com)

## ***Miriam Argote, Member Services Coordinator***

For anything involving the BAR Member experience, affiliate membership, REALTOR® Emeritus or arbitration/Code of Ethics, contact [Miriam@BirminghamRealtors.com](mailto:Miriam@BirminghamRealtors.com).

## ***Jordan Holliday, Marketing & Events Director***

If you're interested in YPN or have questions regarding BAR publications or events, contact [Jordan@BirminghamRealtors.com](mailto:Jordan@BirminghamRealtors.com).



# BAR & GALMLS STAFF

## ***Jake Saxon, Membership Specialist***

If you're having trouble with registration, your member portal or need help with application or transfer forms, contact [Jake@BirminghamRealtors.com](mailto:Jake@BirminghamRealtors.com)

## ***Mavinie Wiley, Member Care Center***

Need directions to the building? Need to turn in your lockbox, drop off a payment or don't know where or when a meeting is? Contact [Mavinie@BirminghamRealtors.com](mailto:Mavinie@BirminghamRealtors.com)!

## ***Liz Kendrick, Senior VP Of Broker Services***

For all Broker-related questions, MLS Rules & Regulation questions, RPR help and MLS concerns, contact [Liz@GreaterAlabamaMLS.com](mailto:Liz@GreaterAlabamaMLS.com).

## ***Heather DeCastr, MLS Director***

Are you a Broker that needs to release an agent? Need an IDX feed, help with syndication, have online R Store or MLS of Choice form questions? Contact [Heather@GreaterAlabamaMLS.com](mailto:Heather@GreaterAlabamaMLS.com)

## ***John Mizell, Information Systems Specialist***

For all questions regarding BoardPaq, emails, BAR computers or wifi, contact [John@GreaterAlabamaMLS.com](mailto:John@GreaterAlabamaMLS.com).

## ***Chris Gilmartin, MLS Support Technician***

For all MLS technical support needs, contact [Chris@GreaterAlabamaMLS.com](mailto:Chris@GreaterAlabamaMLS.com).

## ***Miracle Core, MLS Administrative Assistant***

If you need to make an appointment with Dawn Kennedy or Liz Kendrick, contact Miracle at [Miracle@GreaterAlabamaMLS.com](mailto:Miracle@GreaterAlabamaMLS.com)

# BAR BOARD OF DIRECTORS

There is a reason that successful REALTORS® serve on the board. Active involvement in the association builds your business. How?

1. Increased Industry Knowledge: The more you know, the more you earn
2. Builds your credibility with the public
3. Knowing the REALTOR® on the other side of the deal makes negotiation easier
4. Increased public exposure
5. Referrals from association affiliate members/vendors
6. Code of Ethics & Arbitration enforcement: One call to an attorney can cost hundreds; at BAR, REALTOR®-REALTOR® disputes are handled in house. There is no cost to file an ethics complaint. Arbitration requests require a \$250 deposit which is returned to you if you prevail.
7. Free contracts and forms: Our online system saves you money (we do not charge our members for forms while many associations do) our forms are already vetted by an attorney
8. Referrals from other REALTORS®: A successful REALTOR® takes the law of practicing where they have geographic and demographic competence seriously. Successful REALTORS® refer business outside of their knowledge area and refer clients to another REALTOR® who has knowledge of a particular market segment.

Getting involved in your association helps you earn more money. Networking is a fundamental key to REALTOR® success! Your association leadership is listed below- they are fellow REALTORS® giving their time to guide our organization. Let them hear from you! They welcome your suggestions.

## NOT QUITE SURE WHERE THE LINE IS?

Leadership (Committee & Board service) determines where they want to go, via a strategic plan framework and budget. Staff executes.

Staff handles logistics, estimated attendance, contacts key players such as speakers and legislators, chooses food & venue based on budget & attendance, sets up registration in the database, handles registration onsite & check-in, makes sure all parties are invoiced, makes travel arrangements if necessary, takes minutes, creates meeting agendas with the committee chair, sells sponsorships, creates marketing collateral, collects sponsorship dollars, completes required contractual review, handles all documents, updates the budget and records in the membership database.



# BAR BOARD OF DIRECTORS

## *The Executive Committee*

<b>Gusty Gulas, 2019 President</b>	<b>GustyGulas@BrikRealty.com</b>
<b>David Lucas, 2019 Vice President</b>	<b>Lucasgrouppllc@gmail.com</b>
<b>Kelli Gunnells, 2019 Secretary</b>	<b>Kelli@TheKGG.com</b>
<b>Kim Mangham-Barelare, 2019 Past President</b>	<b>KiminAlabama35209@gmail.com</b>
<b>Anna-Marie Ellison, 2019 Secretary</b>	<b>Anna-Marie@ERA-King.com</b>

<b>Tom Carruthers, 2019 BCRC Chair</b>	<b>TCarruthers@RedRockRG.com</b>
<b>Mechelle Wilder, 2019 MLS President</b>	<b>MechelleWilder@gmail.com</b>
<b>Hal Tillman, Jr, 2019 National LB Rep</b>	<b>HTillmanJr@Charter.net</b>
<b>Phyllis Connell, 2019 Director</b>	<b>PhyllisWConnell@gmail.com</b>
<b>Rosalyn Johnson, 2019 Director</b>	<b>RealtyOneLLC@ATT.net</b>
<b>Senia Johnson, 2019 Director</b>	<b>RealtorSenia@gmail.com</b>
<b>Pam Segars-Morris, 2019 Director</b>	<b>PamSegarsMorris@gmail.com</b>
<b>Ron Young, 2019 Director</b>	<b>Ron@LakeWedowee.org</b>
<b>Luciana Guin, 2020 Director</b>	<b>LGuin@RealtySouth.com</b>
<b>Jason Marquis, 2020 Director</b>	<b>JMarquis@RealtySouth.com</b>
<b>Sloane Rhoden, 2020 Director</b>	<b>SloaneRhoden@BrikRealty.com</b>
<b>Margie Beth Shaw, 2020 Director</b>	<b>MargieBeth@KW.com</b>
<b>Erle Morring, 2021 Director</b>	<b>EMorring@RealtySouth.com</b>
<b>Kevin Sargent, 2021 Director</b>	<b>kevin@sargentmcdonald.com</b>
<b>Patti Stone, 2021 Director</b>	<b>Patti@Newcastle-Homes.com</b>
<b>Abra Barnes, 2021 Director</b>	<b>AbraBarnes@Bellsouth.net</b>

# THE THREE WAY AGREEMENT

NAR has a three-way agreement that all its state and local associations must follow. The agreement states to be a REALTOR®, a member must join all three organizations (provided there is a local association in a particular area): local, state and national. The local associations are charged with dues billing and collection for all three entities. The BAR portion of your annual dues are \$170. The remainder is sent to the state and national association.

\$170 of BAR dues not only save you money on everything from signage to courses to software, but our legislative monitoring has saved our members thousands of dollars in unnecessary tax and lost signage.

## WAIT I THOUGHT I JOINED THE MLS?

The MLS is a for profit service, like your cell phone carrier or utility company. When you applied to be a REALTOR®, your broker most likely will require you to subscribe to MLS services. In fact, your broker's participation in MLS is the only means for you to access a subscription. We "charge" the broker for each license he/she holds. As a service to the broker, our primary participant, we invoice you directly for the MLS services. You pay MLS fees for the services you use (lockboxes or MLS access). You pay dues to the association.

Due to our economies of scale, the Greater Alabama MLS is the most cost effective and least costly MLS in the state. While our fees are incredibly low, the MLS offers a full suite of business services designed to support your success. We offer a lockbox program with rental fees as low as \$2 per month.



# REALTOR® MEMBERSHIP BENEFITS

The association was formed for two reasons: advocacy (protection of private property rights) and to raise the standards of the industry (education and code of ethics enforcement).

These two benefits alone far outpace the cost of membership. Every year we monitor legislation, promote positive legislation (such as keeping the mortgage interest deduction) to opposing negative legislation. Perhaps the most beneficial thing we do is to continue to push against a sales tax on services. Currently REALTORS® do not pay sales tax on their commissions. However, this is consistently proposed as a means of funding state budgets.

EXAMPLE: If you earn \$50,000 in commissions, that is \$4,000 at a tax rate of 8%, that you are not paying in sales tax on that income. Well worth the dues you pay!

**reAL Solutions. reAL Support. reAL Success.**

## OUR VALUE PROPOSITION

BAR provides an influential voice in legislative, governmental and community affairs, leading edge technology and up-to-date forms, and opportunity for professional and leadership growth.

As the largest local REALTOR® organization in Alabama, we have the resources and a fully staffed government affairs department. Our trained and professional staff representatives regularly meet and discuss pressing issues with our local legislators, ensuring the REALTOR® voice is heard on local issues such as occupancy tax, signage rules, historic tax credits, water and utility legislation and economic growth tariffs. Our community affairs division works on issues that affect your business practices such as awareness of fair housing legislation, and revitalization programs such as the land bank and Habitat for Humanity. Most importantly, we raise community awareness of the value REALTORS® bring to the community and the real estate transaction.

# NEWS YOU CAN USE

If you aren't receiving BAR & GALMLS communications, you can miss out on a lot of helpful information! We offer free tickets, giveaways, discounts, tech tips, sales tips, education and much more.

**THE BEST WAY TO ENSURE YOU GET OUR COMMUNICATION IS TO  
MAKE US A SAFE SENDER.**

## **IN OUTLOOK:**

1. On the Tools menu, click Options
2. On the Preferences tab, under E-mail, click Junk E-mail.
3. Click the Safe Senders tab.
4. Add [dawn@BirminghamRealtors.ccsend.com](mailto:dawn@BirminghamRealtors.ccsend.com),  
[Jordan@BirminghamRealtors.ccsend.com](mailto:Jordan@BirminghamRealtors.ccsend.com) and  
[Liz@GreaterALMLS.ccsend.com](mailto:Liz@GreaterALMLS.ccsend.com)

## **IN OUTLOOK 2016 & NEWER:**

1. On the Tools menu, click Junk Email Preferences
2. Click the Safe Senders tab.
4. Add [dawn@BirminghamRealtors.ccsend.com](mailto:dawn@BirminghamRealtors.ccsend.com),  
[Jordan@BirminghamRealtors.ccsend.com](mailto:Jordan@BirminghamRealtors.ccsend.com) and  
[Liz@GreaterALMLS.ccsend.com](mailto:Liz@GreaterALMLS.ccsend.com)



# BIRMINGHAMREALTORS.COM

The BAR Website is your tool for navigating the association and leveraging the most that we have to offer.

[Member Portal-Dues](#) | [MLS Log In](#) | [Help - Support](#) | [Join](#) | [We Are](#) | [Contact](#) | [Calendar](#)

At the top of the website, you will find quick links that make it easy to navigate to the MLS website, pay dues & find helpful contact information.



BIRMINGHAM  
ASSOCIATION  
OF REALTORS®

[HOME](#)

[THE BAR ADVANTAGE](#)

[LEARN](#)

[MEET](#)

[NEWS](#)

[CONTRIBUTE](#)

[R-STORE](#)

[BROKERS](#)

The primary navigation menu is where you will find most of the things you need.

**BAR ADVANTAGE:** find valuable information for your practice. BAR, AAR and NAR benefits are displayed in this tab. Under this drop down, you will find instructions and forms to file an ethics complaint. Remember, that only a broker can file for arbitration if you believe you are owed money. The arbitration forms and directions are under the broker tab.

**LEARN:** Find all of the courses available to you from BAR, AAR & NAR. You will also find the link to the required online Ethics training and Paragon training. If you have your Baccalaureate Degree, there is also information on REALTOR® University's Online Master's Program.

**MEET:** Find meetings, events and course dates

**NEWS:** Find back issues of the weekly newsletter and quarterly magazine

**CONTRIBUTE:** Find information about our foundation, Silent Angels, or invest in RPAC

**RSTORE:** Find recommended reading and other helpful items such as planners, info boxes, take-one boxes and more!

**BROKERS:** This tab is Broker-focused, but you will also find safety resources, field guides, REALTrends magazine, residential market analysis and other helpful information.



# BIRMINGHAMREALTORS.COM



The large PAY DUES HERE box is where you can access the member portal to pay BAR dues and MLS fees, register for classes and events or look at your account balance.

If you're interested in commercial real estate, the upper middle box takes you to our commercial REALTOR® leading page.

The upper right box will always feature a video or special information.

The lower left box directs you to the MLS property search website for the public.

In the lower middle box, you'll always find a useful video.

You can see our upcoming class calendar in the lower right box. Just click on any class link to register!



If you click on the "Our Neighborhoods" box, it will take you to a landing page where you'll see information about every township and city in the counties we serve.



# BIRMINGHAMREALTORS.COM



In the third section, you'll find links just for members. The members-only pages are different from the member portal. You will need to create an account. We recommend using your MLS ID and Password. Once signed in, you will be brought to the Members Only pages where you can find bylaws, rules & regulations, city/town sign ordinances, our strategic plan and more.

## USING THE MEMBER PORTAL

The member portal is where you can access all your information. Track the CE you took at BAR, see if you're up to date on required ethics training, register for classes or events and update your contact information. The member portal can easily be found on the homepage of our website.

When you first click on the member portal, you will be asked to create a login ID.

Once you've created an account, you can access the tabs across the top.

Home Events Committees Directory Contribute My Orders

Login

Welcome to the Birmingham Association of REALTORS® Portal!

View the calendar, register for upcoming events and classes, update your contact information, view your account history, pay dues and invoices, view payment history, and more...

**NEED HELP?**

For assistance please call (205) 871-1911 or contact:  
Dues & Event Registration: [membership@birminghamrealtors.com](mailto:membership@birminghamrealtors.com)  
Class Details & Registration: [education@birminghamrealtors.com](mailto:education@birminghamrealtors.com)  
To Submit an Event: [info@birminghamrealtors.com](mailto:info@birminghamrealtors.com)

Login

Username

Password

☐ Remember Me

Login

New member? Forgot your password? Not sure if you have a login?

Get Started



# COMMITTEES

Service opportunities, also known as committees, are for YOUR benefit! There is no greater training ground than serving on a committee. BAR leadership has made a commitment that BAR will always be a member-driven organization. This means YOU decide the direction of BAR.

## HOW DOES COMMITTEE SERVICE HELP ME SUCCEED?

- You learn how to effectively lead diverse groups
- Your communication skills will be enhanced.
- Serving on the Grievance committee gives you an inside look at everything that can go wrong in a transaction and how you can avoid a similar fate
- Professional Standards committee service is much more in-depth. Typically, a candidate for this committee must have served on Grievance for three years (because of the dire consequences, these cases can be fined up to \$5,000 and may even result in loss of membership or in arbitration. One party will lose a significant sum of money).
- Community Affairs Committee can help you develop as a key leader in your community and the communities you serve. It is a tremendous opportunity to expand your sphere of influence. If you enjoy helping others, this is the committee for you! This committee hosts the Habitat for Humanity builds, Bowl for Kids' Sake, neighborhood clean-ups, works with local chambers, economic development centers and appoints members to the trade expo task force.

BAR is always on the leading edge-a fluid, adaptable and a progressive organization. BAR realizes that traditional committee structures are not always conducive to quick action and are unable to pivot quickly when the market changes. BAR is always working towards more inclusivity, giving members the opportunity to serve and hone in on their skills.

One thing to note is rather than appointing members to empty spots, instead we want to know what your goals are, what you want to learn and what talents and skills you bring to the table. From your answers, the leadership team (President, VP and CEO) will find the best fit for you. Committee service is not guaranteed. Members must always remember that it is a privilege, not a right. BAR is gradually moving away from multiple committees to task forces and work/project groups.



# COMMITTEES

In 2019, the following committees and task forces are in operation:

## COMMITTEES

- Standing Committees: Executive, Grievance, Professional Standards
- Legislative & Government Affairs Committee (Must be a Major RPAC donor)
- Community Affairs Committee
- Member Benefits & Services (MBS)
- Professional Development Committee (PDC)

## COUNCILS & NETWORKS

- Central Alabama Global Alliance: timely information and networking for those working with immigrants, foreign nationals or global corporations.
- Birmingham Commercial REALTORS® Council (Primary business must be commercial): BAR offers a comprehensive program for our commercial REALTORS® with a focus on commercial development, commercial CE and commercial networking.
- Silent Angels (Only project workgroups available)
- Young Professionals Network (Either young in age or young in the business)
- Affiliate Council (Must be an Affiliate member, non-REALTOR®)

## TASKFORCES

- RPAC Fundraising
- Awards (Must be a prior Award winner or a member of MBS)
- Fair Housing & Diversity workgroup (sub group of Community Affairs)

## GREAT! HOW DO I JOIN A COMMITTEE?

Committee applications are open from February 1 - October 15 each year. You can apply online at:

[BirminghamRealtors.Formstack.com/Forms/2019\\_Committee\\_Application](http://BirminghamRealtors.Formstack.com/Forms/2019_Committee_Application).

BAR has two forums which are open to all members. These are "starter" committees for new members! Your attendance is recorded in the committee minutes.



# RPAC

## WHAT IS RPAC & ADVOCACY?

Advocacy is our primary mission. We advocate (represent, support, lobby) for private property rights and property ownership. Our goal as an industry to ensure its continuance through positive legislation. Examples of positive legislation: Government backed mortgages (Fannie Mae, Freddie Mac, FHA, VA), home mortgage interest deduction, property tax deduction, mortgage insurance premium deduction, the Homebuyers Saver Credit, Truth in Lending, Historic tax credit, energy star/green tax credits, affordable housing initiatives & fair housing laws. We also oppose negative legislation. Examples of negative legislation: property tax increases, eminent domain, sales tax on REALTOR® commissions, 20% down payment requirements.

## THERE ARE TWO WAYS YOU CAN FULFILL YOUR OBLIGATION TO YOUR INDUSTRY: ACTION OR RPAC CONTRIBUTION



### ACTION

- Vote
- Participate in Get Out the Vote efforts
- Contact your local representative
- Participate in our community improvement efforts
- Text "REALTOR" to 30644. When you get a text from NAR or AAR, hit reply and your representative will be contacted on your behalf.

## RPAC

RPAC is the least expensive industry insurance you will buy, typically just \$35 per year. Your investment combined with the other 1.4 million REALTORS® helps finance election campaigns for state and local candidates who are REALTOR® friendly-those whose voting records or work history show they are strong proponents of the industry. This is how we maintain so much influence in congress. Rather than focus on political party, we focus on the REALTOR® party. As you get more and more involved and understand just how influential REALTORS® are, you may want to give more.





# RPAC MAJOR INVESTOR CONTRIBUTION LEVELS

LEVEL	MAJOR INVESTOR ONLY	PRESIDENT'S CIRCLE MAJOR INVESTOR
PLATINUM R	\$10,000 (SUSTAIN \$5,000)	\$10,000 + \$2,000 (SUSTAIN \$5,000 + \$2,000*)
GOLD R	\$5,000 (SUSTAIN \$2,000)	\$4,000 + \$2,000* (SUSTAIN \$1,000 + \$2,000*)
CRYSTAL R	\$2,500 (SUSTAIN \$1,500)	\$2,000 + \$2,000* (SUSTAIN \$1,000 + \$2,000*)
STERLING R	\$1,000	\$1,000 + \$2,000*

\*President's Circle requires additional contributions totaling \$2,000 to be made separately & directly to select RPAC-recommended candidates. Once enrolled, RPAC will provide information on recommended candidates and instructions on how to contribute.

## NAR RPAC MAJOR INVESTOR BENEFITS

	STERLING R	CRYSTAL R	GOLDEN R	PLATINUM R	PRESIDENT'S CIRCLE	HALL OF FAME
MAJOR INVESTOR VIRTUAL CERTIFICATE	★	★	★	★		
MAJOR INVESTOR LAPEL PIN	★	★	★	★		
NAME ON ELECTRONIC BANNER AT NATIONAL MEETINGS	★	★	★	★		
ONLINE RECOGNITION ON RPAC WEBSITE	★	★	★	★		
ACCESS TO THE COOK POLITICAL REPORT	★	★	★	★		
INVITATION TO MAJOR INVESTOR RECEPTION AT ANNUAL CONVENTION	★	★	★	★		
RPAC MAJOR INVESTOR WEB BUTTON		★	★	★		

### NOTE:

1) YOU MUST BE A MAJOR INVESTOR IN ORDER TO ENROLL IN THE PRESIDENT'S CIRCLE PROGRAM

2) THE ABOVE BENEFITS ARE FOR INDIVIDUAL MAJOR INVESTORS, NOT CORPORATE ENTITIES. FOR INFORMATION ON MAJOR INVESTOR OPPORTUNITIES FOR CORPORATE ENTITIES, PLEASE CONTACT NAR RPAC.

\* BENEFIT DOES NOT BEGIN UNTIL THE FOLLOWING YEAR AND IS BASED ON AVAILABILITY.

\*\* BENEFIT DOES NOT BEGIN UNTIL THE FOLLOWING YEAR. FOR GOLDEN R PRESIDENT'S CIRCLE MEMBERS, EARLY REGISTRATION OPTIMIZES CHANCES OF HEADQUARTER HOTELS PLACEMENT.

# NAR RPAC MAJOR INVESTOR BENEFITS

	STERLING R	CRYSTAL R	GOLDEN R	PLATINUM R	PRESIDENT'S CIRCLE	HALL OF FAME
ONE YEAR SUBSCRIPTION TO NEW YORK TIMES		★	★	★		
ACCESS TO RPAC HOSPITALITY SUITE AT NATIONAL MEETINGS		★	★	★		
SECTION 1 SEATING FOR NAR CONCERTS/SESSIONS		★	★	★		
QUARTERLY LEGISLATIVE WEBINAR WITH NAR GOVERNMENT AFFAIRS SENIOR STAFF			★	★		
WASHINGTON DC CONCIERGE SERVICE				★		
HEADQUARTER HOTELS GUARANTEED AT NATIONAL MEETINGS**				★		
HEADQUARTER HOTELS AT NATIONAL MEETINGS SUBJECT TO AVAILABILITY**					GOLDEN R PRESIDENT'S CIRCLE ONLY	
LAPEL PINS W/ PRESIDENT'S CIRCLE RECOGNITION BANNER					★	
INVITATION TO RPAC PRESIDENT'S CIRCLE CONFERENCE				★	★	
INVITATION TO HALL OF FAME INDUCTION CEREMONY AT MIDYEAR MEETING						★
NAME ON HALL OF FAME PLAQUE AT DC ROOFTOP						★
PERSONAL HALL OF FAME PLAQUE COMMEMORATING INSTALLATION						★
LAPEL PIN WITH HALL OF FAME RECOGNITION BANNER						★



# A PERSONAL MESSAGE FROM THE CEO

Welcome! The BAR & GALMLS Staff wish you huge success in your new career. We want to be the resource for you in tandem with your broker. There are many outside forces that wish to strip away the income producing opportunities in real estate. For decades, other industries have pilfered from the real estate community. The most valuable resource we offer is to be a barrier to those forces which wish to remove the REALTOR® from the real estate transaction. This is why we bind together as one voice, the REALTOR® voice. This is why we support candidates from both sides of the aisle, because we are one REALTOR® party. Our industry is the economic engine of the United States, it is the foundation for our democratic society, where everyone has a chance to be a landowner and to have a home to call their own. We band together to ensure that homeownership and private property rights will always exist in our great country. When you pay your dues and contribute to RPAC, you aren't just purchasing a suite of services or supporting a grass roots issue (such as flood insurance and the home ownership interest and property tax deduction), you are purchasing occupational insurance and providing economic stability to your neighborhood.

I wish every REALTOR® truly understood how valuable they are, the critical role they play, in ensuring our country remains the strongest, most free, country in the world.

With great respect,

**Dr. Dawn Kennedy, PhD, RCE, ePRO, GREEN**  
**BAR & GALMLS CEO**