



EMBRACE THE POWER OF ASSOCIATION MEMBERSHIP











## **EMPOWERING EXCELLENCE IN OUR COMMUNITIES**

KAREN BORRELLI 2025 RPCRA PRESIDENT







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RPCRA.ORG





@ROYALPALMCOASTREALTORS





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# TABLE of **CONTENTS**

WELCOME TO RPCRA	01
OUR MISSION	02
Overview	03
RPCRA Public Service	04
RPCRA Involvement	05
FGCMLS Overview	07
FCGMLS Benefits	08
Florida Realtors® Overview	14

## TABLE of CONTENTS

Florida Realtors® Technology	15
Florida Realtors® Continuing Education	16
Florida Realtors® Political Action Committee	17
Florida Realtors® Benefits	18
National Association of REALTORS® (NAR) Overview	24
NAR Designations & Certifications	25
NAR Benefits	28
REALTORS® Political Action Committee	34



## WELCOME TO RPCRA



#### WHAT IT MEANS TO BE A MEMBER OF THE ROYAL PALM COAST REALTOR® ASSOCIATION

Your membership in the Royal Palm Coast Realtor® Association (RPCRA) makes a powerful statement about you. It shows customers, real estate professionals and industry-related professionals your commitment to the real estate industry. Membership identifies you as a Realtor® who is serious about their profession as well as purposeful about staying informed, educated and involved. When you become a Royal Palm Coast Realtor® Association member, you join Realtors® across the country, and in Florida, speaking with one strong voice on behalf of your profession and your customers. At RPCRA we are committed to providing the most valuable member programs and delivering benefits that focus on and directly impact real estate professionals professionalism and profitability.



## **OUR MISSION**

#### Who We Are, What We Stand For

The Royal Palm Coast Realtor® Association exists to advance the success of its Realtor® members; advocate for homeownership and property rights; elevate the skills and competencies of Realtors®; encourage, procure, and precipitate innovation; further civic and community engagement; and enable Members to provide a superior consumer experience.



RPCRA is guided on the principles of a strict Code of Ethics with the REALTORS®' Pledge of Performance and Service Governance via Realtors® Political Action Committee (RPAC)

Composed of a mindset that is all about serving its members, Royal Palm Coast Realtor® Association (RPCRA) is committed to providing exceptional, member-oriented service to the Realtors® and Brokers of Southwest Florida.

RPCRA is devoted to enhancing the lives of its members, and the community. RPCRA membership is comprised of Realtors® and Brokers for residential and commercial properties and affiliate members who support Realtors® on their transactions.

Realtor® is a federally registered collective membership mark which identifies a real estate professional who is a member of the NATIONAL ASSOCIATION OF REALTORS® and subscribes to its strict Code of Ethics.



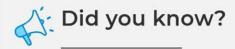
## Royal Palm Coast Realtor® ASSOCIATION (RPCRA)

As a Member of RPCRA, you can take advantage of all the Association-specific benefits that will empower your success as a Realtor®, a business owner, and an active member in your community.





The National Association of Realtors® (NAR) is the largest trade organization in America. Florida Realtors® holds the title as NAR's largest state association. RPCRA is the local board and acts as the point of entry for members into the state and national association. Being an active member of the National Association of Realtors® affords its members the use of the term "Realtor®" in their business. Members of NAR agree to abide by the Bylaws and Code of Ethics of the National Association of Realtors®. The term "Realtor®" cannot be used interchangeably with "real estate agent."



You can choose which communications you receive from us. Get just the essentials, or receive all our communications to stay informed and up-to-date through email and text notifications. And be sure to follow us on social media for more great content.



#### Sunrise Office / Education Center

12381 S. Cleveland Avenue Suite 500 & 502 Fort Myers, FL 33907

- ( 239-936-3537
- m rpcra.org
- fo @royalpalmcoastrealtors
  - @RpcraOrg

## **Professional Development**

#### **RPCRA Education Excellence**

We offer many opportunities for continuing education and instruction on real estate training for the new and seasoned practitioner, through both classroom and web-based classes. Earn a designation or certification, or apply to the NAR Academy at Columbia College in partnership with the National Association of Realtors®. Our 800+ hours of courses cover a broad range of topics so you can focus on the specializations that make sense for your market and your interests. Connect with your peers as you learn through our scheduled education programs, presentations, Lunch & Learns, and NAR designation/certification classes.



The National Association of REALTORS® and its affiliated Institutes, Societies, and Councils provide a wide range of programs and services that help members increase their skills, proficiency, and knowledge. Designations and certifications acknowledging experience and expertise in various real estate sectors are awarded by NAR and each affiliated group upon completion of required courses.



The Real Estate Advanced Learning Passport is one of the most convenient services and best values offered to Members. For an annual fee of \$50, Members can take required Core Law and NAR Ethics classes, CE and Non-CE classes, Specialty Programs and informational seminars for FREE or at a reduced rate.





Each year, the Association makes available educational scholarships, promoting higher education for our active, member, and professional REALTORS®. The scholarship award winners are chosen by the Association twice a year, and are a reimbursement for education that is approved and provided by the Association and completed by the REALTOR® in that calendar year.

## **RPCRA Public Service**



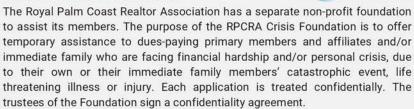


Whether it is an after hours social or a seminar, you have the opportunity to meet great industry-related, business-minded people face-to-face. While online social networking has brought a whole new dynamic to building relationships, it is still missing the high-touch interaction which can never be replaced. If you just set a goal of going to one event a week and connecting with 10 people per event, you have personally grown your network by 520 people over the course of a year.



#### **RPCRA Crisis Foundation**

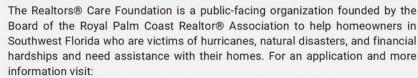






#### Realtors® Care Foundation





rpcra.org/foundations/foundations/realtors-care-foundation.html



#### **RPCRA Website**





RPCRA.org serves as the central hub for real estate professionals, providing essential resources, education, and networking opportunities. It aims to support our members by offering access to industry-leading training programs, market insights, and legislative updates crucial for navigating the dynamic real estate landscape. Through our platform, members can connect, collaborate, and stay informed about the latest industry trends and best practices. The website serves as a gateway for prospective members, offering detailed information about membership benefits and the application process.

## RPCRA Involvement





#### **Global Business Council**



Royal Palm Coast Realtor® Association earned the National Association of Realtors® Global Business Council Achievement Program Gold Award. RPCRA Global Business Council (GBC) provides members business tools to help globalize their business through networking events, trade missions, and courses. These initiatives help to educate and inform members about the issues that impact international buyers and sellers.





#### **SWFL Commercial Alliance**



Commercial real estate is everywhere: your local coffee shop, industrial park, downtown main street, and even the office where you work. RPCRA.org equips commercial practitioners with a comprehensive suite of resources to deliver exceptional services to their clients and excel in their profession.



#### Affiliate Membership

Affiliate membership with RPCRA offers unique chances to connect with a diverse network of real estate professionals and showcase products/services to a targeted audience. Joining RPCRA opens avenues for strategic partnerships and business expansion. Whether you're a mortgage lender, home inspector, or technology provider, affiliation with RPCRA offers unparalleled visibility within the real estate community. Through sponsorship opportunities, networking events, and marketing platforms, Affiliate Business Partner can effectively engage with Realtors® and position themselves as trusted partners in the industry.



## Florida Gulf Coast Multiple Listing Service (FGCMLS)

The Multiple Listing Service (MLS) has long been recognized as a vital tool in the real estate industry, providing a comprehensive database of property listings for real estate professionals.





At its core, the MLS is designed to foster a cooperative environment where real estate professionals can share detailed information about property listings. This centralized system allows for efficient dissemination of property specifics, such as location, price, property features, and more. The collective sharing of this data ensures that all participating agents and brokers have access to a wide array of properties to meet the diverse needs of their clients. The MLS is a rich source of data, which is instrumental for conducting market analysis and making informed business decisions. Real estate professionals use MLS data to track market trends, perform comparative market analysis, and gauge property values. This information is crucial for advising clients on pricing strategies, investment opportunities, and market timing. Data from the MLS also helps in forecasting market conditions and planning future business strategies. Without the MLS, the collection and analysis of such comprehensive data would be significantly more challenging and time-consuming.



Virtual classes to teach you more about the resources available to you! Learn more about Agent 3000, Listing input, Offer Manager, ShowingTime+, and so much more. All MLS Monday's classes are offered FREE to Members. Register on the Member Portal.

#### Jason Jakus

Director of MLS & Technology jason@rpcra.org

## Joanna Rowell MLS Manager joanna@rpcra.org

## **FGCMLS Benefits**



#### MARKETING & LEAD GENERATION

This is an exclusive marketing suite to give you a competitive advantage. Produce several new reports, deliver area sales comparisons that you can post to Facebook. Create custom flyers to use with an info box on the property, create custom flyers to promote an open house. Create property websites, sign rider graphics, QR codes, track leads and much, much more!



BROKERCOMMAND.COM

**BROKER MANAGEMENT** 

Use Broker Command for efficient brokerage management. Spend less and do more than ever before with our new tool for Broker-Managers. Brokers can view critical data from the MLS to stay ahead of market trends and easily monitor and track their office performance, agents' progress, and profitability. Broker Command is a customized tool developed for Broker-Managers by the Association. Broker Command is a great new analytical tool for brokers, It helps brokers run their business better. Access to this tool will boost your productivity



**NEW HOME INVENTORY & MORE** 

BuildersUpdate.com is a comprehensive platform for homebuyers and real estate professionals, offering one-stop shopping for new home inventory, floor plans, and community information. Featuring a patented Buyer Registration tool, which ensures protection for buyers as the procuring cause. The site also provides a free New Home Spotlight™ tool, enabling agents to market new homes effectively, while offering a custom builder portal, giving members access to valuable contacts and essential information about builders.



## LIVE ESTIMATING PUBLIC & PRIVATE FLOOD INSURANCE ON MLS

As a free, easy-to-use tool that is integrated directly within every MLS listing, CartoFront offers near-instantaneous flood insurance estimates for Realtor® members and their clients. With a click of the CartoFront "raindrop" from within any Single Family Residential, Condo, and Townhome listing, Royal Palm Coast Realtor® Association members will receive a directionally accurate flood zone determination and estimated public (FEMA) and private flood insurance options.



#### FLOOR PLANS MADE EASE

Beautiful white labeled listing floor plans for your real estate marketing. Skip the pen and paper, and save hours of manual work! The inclusion of a floor plan can make a property more attractive, contributing to a higher sales price and faster closing time, and provide real estate agents and photographers, appraisers, mortgage lenders, home insurance carriers, homeowners, and homebuyers with a better experience throughout the home buying process.



#### **CUSTOM MARKET ANALYTICS**

In today's competitive market, it's essential for Realtors® to show the value they bring to every transaction through subject matter expertise. Your knowledge needs to be a mile wide and at least a foot deep. And that's a lot. Let us make your job easier. Domus Analytics dashboards are the most powerful, accurate and easy to use market stats tools available today. We do all the heavy lifting so that you can quickly zero in on your client's concerns, and be the expert they need.



## **FGCMLS Benefits**



## REAL ESTATE TRANSACTION MANAGEMENT SOFTWARE

An intuitive real estate transaction management solution that brings people and software together to save time and create a delightful customer experience. From your basic eSign needs with audit trails to closing deals on the spot with in-person signing.

### e**Property**Watch

#### **EPROPERTYWATCH.COM**

#### STAY IN FRONT OF YOUR CLIENTS

83% of agents are forgotten by clients when it's time to list their homes. More than ever, you need to stay in constant contact with clients to assure they remember you. ePropertyWatch is the home and neighborhood information email and web service that YOU sponsor. With over 50% open rates, ePropertyWatch is one of the most engaging ways possible to stay in front of clients for years. Never be forgotten

again



## REAL TIME IDENTITY INFORMATION IN THE PALM OF YOUR HAND

FOREWARN puts the power of knowledge into a real estate professional's hands by delivering instant identity information in an easy-to-use mobile app or desktop interface. FOREWARN is powered by leading-edge, Al/ML-driven technology and a massive data repository covering nearly 100% of the U.S. adult population. Using as little as an incoming phone number, FOREWARN can instantly verify identity, criminal history, property and vehicle ownership, financial data, additional phone numbers and address history.



#### INTERNATIONAL LISTING, NETWORKING AND MARKETING

The International MLS [IMLS]® is a global portal and products platform serving agents, brokers, MLSs, associations, developers, buyers, and sellers around the world. The IMLS has listings in 100+ countries available in 100+ languages and enables agents to have all listings for their own websites. The IMLS empowers all agents and brokers to display international property listings knowing commissions can be made on any sale generated by their own IMLS search through referral agreements with other agents around the world.



THROUGH DATA

#### EMPOWERING REAL ESTATE

The Broker in charge for each office can register online at no cost to use the service. The broker chooses the publisher sites, lead management settings, and where to drive consumer traffic, all from one platform. ListHub pulls the most up-to-date listing information and distributes according to the broker's settings. As new listings are added to the MLS, or as existing listings are updated, ListHub distributes the new and updated information automatically, ensuring that the broker's online marketing is MLS-ACCURATE.



#### MLS-TOUCH MOBILE APP

Available in the Apple App Store and the Google Play Store, MLS-Touch is exclusive to real estate professionals, and allows you to quickly access all active, pending, expired and sold listings directly on your phone or tablet. Search for listings by map, access live market stats, share listings with your clients by email or text and more. Download the MLS-Touch App at the App Store or Google Play Store.



## **FGCMLS Benefits**



MyFloodStatus

Members of the FGCMLS are able to order MyFloodStatus flood zone determination reports directly from the MLS at a discounted rate. This report is certified and insured and will establish if a dwelling is in or out of a special flood hazard area. Offered on a pay per use basis, our members pay a discounted price of \$25 per flood report. Accessing the MyFloodStatus service directly from the MLS can be achieved by simply clicking the raindrop icon within a listing or the MyFloodStatus link on your Clareity Dashboard.



#### OFFERMANAGER.SHOWINGTIME.COM

AI LISTING DESCRIPTIONS

Offer Manager, an additional feature ShowingTime, enhances from communication among throughout the offer process. This feature significantly elevates efficiency and communication in a vital aspect of real estate workflow. Moreover, it contributes to heightened industry professionalism and equips agents with the tools to better serve their clients. Its flexibility ensures compatibility with all buyer and listing agents, irrespective of their individual communication styles or electronic form providers.



ONEHOME.COM
DO MORE WITH VIRTUAL
COLLABORATION

OneHome™ simplifies the process with an A.I. enabled portal. It empowers you and your client through virtual collaboration, intuitively matches homebuyers with their dream home, and provides secure access to accurate property listings. Powered by CoreLogic's comprehensive property data intelligence, OneHome connects homebuyers, agents and sellers like never before.



## PROPERTY DATA SEARCH ENGINE INTEGRATED IN THE MLS SYSTEM

Realist® from Cotality® is a public record database that seamlessly integrates with any web based multiple listing service (MLS) system to provide in-depth property and ownership data, market information, street and aerial maps, as well as market trends to its users. Realist enhances the capabilities of your MLS system - giving the real estate professionals who rely on your system a data centric, easy to use resource that increases their competitive advantage.



REALREPORTS.AI

## PROPERTY DATA SEARCH ENGINE INTEGRATED IN THE MLS SYSTEM

RealReports™ is an Al-powered property intelligence platform for real estate professionals, offering comprehensive data on every U.S. home. It aggregates information from over 30 top providers, including permit history, valuations, flood risk, rental potential, and more. With Aiden, the Al copilot, users can instantly get answers to property questions, streamlining research and enhancing client value.



#### REMINE.COM

#### LEAD GENERATION AND MAP SEARCH MLS PLATFORM

Remine is an MLS solution that reimagines the digital real estate journey. Every product line and platform feature is dedicated to being the flexible partner to the real estate community. Our trainers and account managers take the time to get to know you and your needs, because no two clients are alike. Intuitive to use, elegant design, and powerful in practice. Remine has been designed and built as a modular MLS platform. Each component performs as a powerful stand-alone solution that elevates specific areas of MLS functionality



## **FGCMLS BENEFITS**



RENTSPREE.COM

## TOP-RATED, TRUSTED TENANT SCREENING

RentSpree's integration helps deploy technology to agents up to 3x faster than others by offering an array of simple integration options to collect a rental application and screen for future tenants. Featuring efficient turnaround time for credit, criminal, and eviction reports (including identity verification) all from TransUnion. Use the same application for multiple properties as the property address does not appear on the application. Soft-credit inquiry does not damage credit scores or leave a mark on reports. And so much more.



RESTB.AI

#### AI LISTING DESCRIPTIONS

If you've ever uploaded a listing to an MLS, you're aware of the 100's of listing fields you need to review and complete. While this can be time consuming, it's also a critical to provide the most accurate property data. Leveraging the listing details and visual insights from property photos, our cutting-edge Al generates unique and captivating listing descriptions, crafting intricate and imaginative content. Many style options are available to create descriptions that match your particular brand, all while the Al ensures the generated remarks remain FHA-compliant.



#### AUTH.NARRPR.COM

## COMPREHENSIVE DATA, POWERFUL ANALYTICS, AND DYNAMIC REPORTS

Whether in your office or on the go, RPR provides easy access to detailed property and market information, leaving you at the center of the transaction...right where you belong. RPR is not just for agents; it is an invaluable tool for brokers, owners, managers and companies. The RPR Broker Tool Sets provides valuable tools focused on the support, promotion and market value of RPR. For agents, brokers, appraisers, commercial agents and brokers, link directly from the MLS.



#### COMPREHENSIVE COMMERCIAL DATA ALL IN ONE PLACE

Your one-stop-shop for comprehensive market data, allowing Realtors® specializing in commercial properties to save time and money. View demographic information overlaid in your defined area of interest, allowing you to see locations of interest with the highest concentration of the indicator. Select points of interest (POI) and examine sales volume and number of employees for businesses.



#### MANAGE SHOWING APPOINTMENTS

ShowingTime is the leading showing software and market stats service provider for the residential real estate industry. ShowingTime products automate the showing scheduling and management process for MLSs, associations, offices and agents; simplify the report generating process using MLS data; and deliver buyer leads generated from real estate websites.





## **FGCMLS BENEFITS**



## SHOWING ALERTS, PRODUCTIVITY TOOLS, LISTING ACTIVITY REPORTS

The latest Supra keybox, iBox™ BT LE, adds Bluetooth® Low Energy technology and communicates with newer smartphones without any additional hardware. A data record is created when a lockbox is opened, and the eKEY™ app immediately transmits that information to the Supra database so real estate agents can obtain real-time information about showings. Client questions can be answered quickly, and feedback from showing agents can be gathered while information is fresh in the showing agent's and client's minds.

## **Trestle**

#### TRESTLE.CORELOGIC.COM

#### SPECIAL PRICING IDX WEBSITES

From start to finish, Trestle provides everything you need to manage the licensing, distribution, and consumption of listing, property, and location insights data. Trestle is purpose-built to serve the needs of multiple listing organizations and all kinds of data consumers, from small brokers and local partners to the largest technology vendors and national aggregators.

## **FGCMLS Support Services**

Support services for Multiple Listing Service (MLS) are crucial to ensuring smooth operations and accessibility for real estate professionals. By ensuring reliable access and user-friendly experiences, MLS support services empower RPCRA members to effectively market properties, manage client relationships, and stay competitive in a fast-paced industry.

#### **FGCMLS Department**

Monday - Friday 8:30 AM - 5:00 PM 239-936-3537 mls@rpcra.org

#### Supra Systems

Daily 5:00 AM - 7:00 PM 1-877-699-6787

#### Matrix MLS Support

Available 24 / 7 833-753-0544







Scan the QR code to learn about all the tools, technology and much more available to you from the FGCMLS





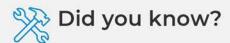
#### Florida Realtors®

As the state's largest trade association, Florida Realtors® has been working to meet the needs of the real estate community and Florida homeowners for more than 100 years, with the goal of bringing order, fairness and professionalism to the real estate business in Florida





Florida Realtors® has grown to become the largest professional trade association in the state with more than 238,000 members and the largest Realtor® organization in the country. It serves as the statewide organization for 51 local and regional Realtor® associations or boards in Florida. Membership is voluntary and consists of both residential and commercial agents and brokers, as well as appraisers, real estate counselors, property managers and many other real estate specialists and related industry affiliates. Membership certainly does have its privileges and benefits at Florida Realtors®. We deliver exclusive, no-cost and low-cost tools to grow your business and increase your bottom line. From educational courses to market research, advocacy for homeownership, free legal and tech support, along with news and marketing tips you can use today in your business, we mean it when we say, "Your success is our business!"



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Florida Realtors® Office of Public Policy
Florida Realtors® PAC
200 S. Monroe Street
Tallahassee, FL 32301-1824

- (0) 407-438-1400
- floridarealtors.org
- - @FloridaRealtorsTube

## Florida Realtors® Technology

Technology and good business go hand in hand. The free Tech Helpline, Form Simplicity, MLSAdvantage and IDX are at your fingertips. Tech Helpline: Monday - Friday from 9 a.m. - 8 p.m. and on Saturdays from 9 a.m. - 5 p.m. Just call (407) 587-1450 and have your membership information handy (either your Florida Real Estate license number or M1 ID number).



Florida Realtors® Form Simplicity is a web-based forms management tool offered as a free member benefit. If offers unique auto-population features such as MLS import prepopulated forms packages, synchronization features, a suite of broker tools and secure online storage.



**The MLSAdvantage** service allows participants to have mutual access to available listings in all those MLS's. With a single search you can find all listings that match your search parameters from MLS's across the state. Property information from listings can be autopopulated from MLSAdvantage directly into your contracts in Form Simplicity. This valuable search tool is only available to members of subscribing associations and MLS's, so call your local Association today to start saving money.



Internet Data Exchange (IDX) is also referred to as Broker Reciprocity. IDX allows brokerage firms that are in the MLS to display each other's listings on their own internet websites. IDX lead tracking tools improve your ability to obtain and maintain first contact with future buyers. Log in to your Florida Realtors® Account to access IDX.



Florida Living Network® Did you know that you have a free web page on Florida Realtors'® consumer website, Florida Living Network®? The benefits of using this free page are numerous: You control the design, the content and the links on your site, as well as which market areas to feature; which language to speak and which market specializations you want to list — giving the consumer even more of a reason to use you! Community information and Florida property listings (in nearly 30 languages) round out this public site. Contact the Florida Realtors® Tech Helpline to get your personalized web page set up



## Florida Realtors® **Continuing Education**

We believe that the more you learn, the more you earn. That's why we sponsor GRI courses, continuing education classes, the annual Convention & Trade Expo, and more. Find a GRI course or CE Express class that fits your schedule. Courses can be taken online or with a live instructor.



The CE Express program provides local associations with educational courses available through Florida Realtors®. The Florida Real Estate Commission (FREC) approves these courses for continuing education credit for real estate licensees. Check out the Education Calendar for a current list of CE Express courses.



Florida Realtors® iCE courses are offered for CE credit using live simulcast technology. Students take the course at their local associations and participate virtually with students in associations around the state. Check with your local association for availability of iCE courses. iCE virtual classes are also listed in the Florida Realtors® Education Calendar.



Florida Realtors® offers a wide variety of online education programs with its partner The CE Shop. Choices for discounted pricing courses include three- and four-hour CE programs, complete 14-hour CE renewal packages and industry specific programs for commercial real estate practitioners.



Florida Realtors® partners with NAR's Realtor® University to provide online educational programs. The Realtor® University is the exclusive provider of online courses leading to NAR's official designations and certifications — ABR, AHWD, BPOR, e-PRO, CIPS, GREEN, RSPS, SFR and SRES. Realtor® University also offers more than 400 hours of real estate and professional continuing education courses to help members build skills.



## Florida Realtors® Political Action Committee

Backing the Florida Realtors® PAC gives you a voice in our state capital — and protects your business interests. In politics, money talks, and the Florida Realtors® Political Action Committee (PAC) gives you a voice. When Realtors® speak through your PAC, Tallahassee listens. And the more money the PAC raises, the more we are heard. The Florida Legislature introduces more than 4,000 bills every year. Florida Realtors® monitors each one and, when appropriate, works to influence the bill's direction. Many times, Realtors® 'greatest victories receive no notice and little fanfare. An oppressive bill could die quietly in committee; an amendment that creates a tax on Realtor® commissions could be unceremoniously pulled. Florida Realtors® PAC isn't Republican; it isn't Democrat; it doesn't represent the independent voter; it doesn't buy votes. It is simply a strong voice — and sometimes the only strong voice — fighting in Tallahassee for our state's Realtors® and homeowners. Without Florida Realtors® PAC, your voice in Tallahassee falls silent.



committee efforts. RPAC represents the political efforts of the National Association of Realtors® (NAR). With regard to the actual financials, Florida Realtors® PAC and NAR's RPAC are the same federated group with contributions being split among local, state and national associations. Every dollar is split in the following manner:

- 30% to NAR RPAC
- 35% to Florida Realtors® PAC
- 35% to local associations

Scan the QR code to learn more about Florida Realtors® PAC, or visit:

floridarealtors.org/advocacy/pac/about



## **Business Discounts**







#### **ODPBUSINESS.COM**

#### SAVE TIME AND MONEY ON SUPPLIES

Your Florida Realtors® Office Depot® Member Benefits Program, previously Office Depot Business Solutions Division, has been rebranded to ODP Business Solutions™, a B2B focused company serving small, medium and enterprise level companies. You'll receive savings of up to 75% on the Best Value List of preferred products with free next-business day delivery or in-store and curbside pickup.

#### THEPAPERLESSAGENT.COM/FLORIDA

#### PUT MARKETING ON AUTO PILOT

The Paperless Agent is dedicated to helping Florida Realtors® build thriving careers through technology and training. As a member of Florida Realtors®, you get access to ongoing live training from industry experts, guides, and tools for FREE! Florida Realtors® can also try Paperless Agent's all-in-one marketing platform, Marketing Club, for just \$1 (and pick up \$100s in free bonuses when you do!)

#### SAVEWITHUPS.COM/FAR SAVE MONEY ON UPS EXPRESS DELIVERIES

Make the most of your Florida Realtors® membership and save with discounts on UPS® shipping. Florida Realtors® now have access to new and improved flat rate pricing with savings of 50% on Domestic Next Day/Deferred, 30% on Ground Commercial/Residential and up to 50% on additional services. Savings cover air, international, ground and freight services.





### Insurance



#### AFLAC SUPPLEMENTAL INSURANCE

Get cash benefits to help with expenses your health insurance may not cover. Your health insurance plan may cover most expenses, but not all of them typically. Aflac's insurance policies pay you cash directly (unless assigned) to spend however you choose and help cover outstanding costs if you have a covered sickness or injury. Available to Florida Realtors® members. Call (866) 679-6705 to get a quote Coverage is underwritten by Aflac. In New York, coverage is underwritten by Aflac New York



#### CAREFREEMD.COM/FAR

#### EXPERT MEDICAL ADVICE

Get expert medical advice for just \$12.95 a month. With Carefree M.D., you can talk to a board-certified doctor via live online video chat from the comfort of your home. And doctors are available 24/7. Cover your entire household for \$12.95 per month and there are no copays, bills, paperwork or waiting.



## FIND THE RIGHT MEDICARE PLAN FOR YOU

Florida Realtors® is proud to partner with eHealth to help provide the right Medicare plan for you! Plan types such as Medicare Advantage, Medicare Supplement Insurance, or Prescription Drug Plans are available all in one convenient location. Enroll in the Medicare Annual Election Period (AEP) each Fall, or as you age into qualification. eHealth is committed to finding Florida Realtors® members the right health insurance plan to fit your specific needs. Call (844) 691-6946 (code far7915000) to access free quotes or to explore options.



#### LIFESCREENING.COM/PARTNER/FRA

## AN EMPOWERING HEALTH SCREENING PROGRAM

Life Line Screening services are designed for early detection of potential health problems leading to stroke, aortic aneurysms, arterial disease and osteoporosis. Florida Realtors® Members have the opportunity to detect life-threatening conditions at an affordable cost of only \$135. To find a screening location convenient to you, call 866-895-3372. Monitor your health whenever you want, in the privacy of your own home.



#### LONG-TERM CARE IS ABOUT FAMILY.

Planning for one's own extended care need with long-term care insurance [LTCi] is an often-overlooked part of the financial plan. Did you know that LTCi premium may have tax advantages for business owners? Learn more about the benefits of our exclusive membership program today.



#### INFO.LTCRPLUS.COM/WEB-FLREAL

## YOU'VE CREATED A BRIGHTER FUTURE. WE WORK TO PROTECT IT.

Let us help find the right Long-Term Care insurance plan for you, so you can spend time on things that matter the most. Contact Long-Term Care Resources at (844) 582-7587



### Insurance



#### MEMBER-OPTIONS.COM

#### AUTO AND HOME INSURANCE PLUS MORE

Your Florida Realtors® Office Depot® Member Benefits Program, previously Office Depot Business Solutions Division, has been rebranded to ODP Business Solutions™, a B2B focused company serving small, medium and enterprise level companies. You'll receive savings of up to 75% on the Best Value List of preferred products with free next-business day delivery or in-store and curbside pickup.



#### REALCARE COMPREHENSIVE E&O COVERAGE

RealCare offers comprehensive E&O coverage and competitive pricing for Members of Florida Realtors®. They are also a Florida Realtors® Rewards Partner. As a real estate professional, you need to protect yourself from Errors & Omissions claims. RealCare can offer E&O insurance with important policy features like coverage for agent-owned property, legal assistance for disciplinary proceedings, coverage for undisclosed fungi or bacteria on a property, lock box incidents, and much more You may also qualify for a deductible reduction.



## RELIABLE INSURANCE FOR YOUR PETS

Life is full of surprises. Spot helps pet parents plan for the unexpected through easy and reliable pet insurance options that can be used at any licensed vet in the US or Canada. Get a Spot plan and get up to 90% cash back on eligible vet bills.



## TRAVELERS.COM/AFFINITY/ SPONSOR/FLORIDAREALTORS

## FLORIDA REALTORS® ARE ELIGIBLE FOR A MEMBER DISCOUNT

You could save on car insurance through the Travelers Auto Insurance Program for Florida Realtors®. Florida Realtors® are eligible for a member discount not available to the general public. Additional discounts could be available like the multi-policy discount or hybrid/electric car. Travelers also offers customizable coverage options and 24/7 claim reporting and customer service.



Florida Realtors® is proud to bring you special offers and savings on the products and services you need most.



## **Technology Tools**



## CONSTANTCONTACT.COM/PARTNER -OFFER?PN=FLORIDAREALTORS

## FLORIDA REALTORS® ARE ELIGIBLE FOR A MEMBER DISCOUNT

Constant Contact is built to simplify the complex and confusing task of marketing your idea, even if you're a beginner. Our award-winning team of marketing advisors are there for every customer, every step of the way, offering live, real-time marketing advice on the phone or online. Members of Florida Realtors® receive an additional 10% off the standard prepay discounts. That is 20% off six months, or 25% off the full year. Pre-payment is required for these member exclusive savings.



#### FOREWARN.COM

#### RISK ASSESSMENT DUE DILIGENCE TOOL

Provides users with search results WITHIN SECONDS, is available FREE to all Florida Realtors® members. Available both online and through a mobile application, Forewarn analyzes billions of data points and provides users with the ability to mitigate risks by verifying identities and validating information provided by potential clients—using just a phone number. Its services enable real estate agents to plan for showings with a higher level of confidence.



#### **IDENTITY THERFT PROTECTION**

What would you do if you discovered your identity had been compromised? Who would you turn to? More importantly, how would you fix it? Let ID Resolve take over for you! It's available to you as a member of Florida Realtors® and this important new service specifically focuses on cleaning up the mess leftover when your identity has been compromised by thieves.



#### SAVE ON LENOVO PRODUCTS

Save up to 50% of the everyday public web price, with access to special flash sales, at Lenovo.



#### YOURIDRESOLVE.COM/PP/FLORIDA-REALTORS

#### LONG-TERM CARE IS ABOUT FAMILY.

Florida Realtors® has teamed up with The National Association of Realtors® to offers its members a 15% discount on .realestate domains, which include a professional website. These domains help real estate professionals establish a credible online presence, drive traffic and connect with local markets. The websites allow customization with various templates and support hyperlocal marketing strategies to enhance SEO. This benefit helps Realtors® stand out and boost their online visibility in the competitive real estate market.



#### RENTSPREE.COM/PARTNERS/ FLORIDAREALTORS

## SIMPLIFY YOUR RENTAL PROCESS TODAY!

Simplify your rental process today! RentSpree streamlines the tenant screening process by providing you with a completed rental application that includes credit check, criminal reports and eviction-related proceedings for each applicant. Agents can start screening within minutes and results are available instantly. Applicants pay a \$39.99 fee directly to RentSpree to apply.



## **Technology Tools**



SmartMove MYSMARTMOVE.COM/FLORIDA REALTORS

COMPREHENSIVE BACKGROUND SCREENING

Perform easy, comprehensive and reliable tenant background checks for clients with TransUnion SmartMove. Just create an account online and send rental applicants a screening request. And as a member of Florida Realtors®, you can use the FARSOFF24 discount code and receive \$5 off the regular price per QuickCheck screening.



#### WISEAGENT.COM/?PARTNER=FAR

SAVE TIME & MONEY WITH AUTOMATED CRM

Florida Realtors® make more MONEY and save TIME by automating responses to leads, tracking all aspects of transactions and building relationships with marketing content using the Wise Agent CRM. With FREE training and support included, you'll be automating your business in no time! Capture and convert more leads into clients using Wise Agent's Landing Pages, Lead Management System, Social Enhancement, Marketing Drip Campaigns & Text Messaging tools. FREE for 14 days for all Florida Realtors®!



From essential tools that help you succeed at your business to advocacy that allows the industry — and the American Dream — to thrive, Florida Realtors® delivers for its members.



### Travel



#### BOOKINGCOMMUNITY.COM/ FLORIDAREALTORS

#### **EXCLUSIVE TRAVEL DISCOUNTS**

With BookingCommunity.com, you can get exclusive access to unpublished hotel room rates at over 800,000 hotels and 15,000 resorts worldwide. Because this is a member-only discount program, your rates can be up to 70% less than any other hotel direct website or travel websites such as Expedia, Travelocity, and Hotels.com. And you can book discounted flights and vacation rentals too.



#### BUDGET.COM/EN/ASSOCIATION/ B079585

#### **BUDGET CAR & TRUCK RENTAL**

Need a truck to help a client or handle your own move? Try Budget Truck Rental. Members of Florida Realtors® can save up to 15% off Sunday – Thursday and 10% off Friday – Saturday! Also, save up to 35% off Budget base rates plus get other sweet deals. Florida Realtors® members always save up to 35% off Budget Car Rentals base rates with BCD code B079585. Plus, get other great offers like dollars off, a complimentary upgrade, or a free weekend day. Book today by calling 1-800-527-0700



#### EMERGENCYASSISTANCEPLUS.COM/ PARTNER/FLORIDA-REALTORS/

#### SAVE ON LENOVO PRODUCTS

Accidents and medical emergencies can happen when you travel. Protect yourself and your family with the Emergency Assistance Plus Program for just pennies a day. You'll get emergency medical evacuation, transportation home, travel assistance, personal security services and many other benefits! As a Florida Realtors® member, you're guaranteed low group rates and cannot be turned down.



#### FLREALTORS.HOTELPLANNER.COM

## FLORIDA REALTORS® ARE ELIGIBLE FOR A MEMBER DISCOUNT

Florida Realtors® members can save up to 65% at over 2,000,000 hotels worldwide with our new partner, HotelPlanner. Whether you are booking a beach resort, mountain vacation or something along the way, HotelPlanner has a state-of-the art booking portal that aggregates discounted room rates from many sources. HotelPlanner offers over 2,000,000 lodging options with the most room inventory and available room categories, at hotels, condo rentals, bed and breakfast inns, corporate housing and rental homes.



to make a reservation.

#### AVIS.COM/EN/ASSOCIATION/ A672074

#### SAVE UP TO 35% OFF BASE RATES

As a Florida Realtors® member receive up to 35% off your car rental with Avis Car Rentals when you use AWD# A672074. Plus, enjoy additional offers like dollars off, a complimentary upgrade, or a free weekend day. Reserve today by calling: 1-800-331-1212





#### WHEATONWORLDWIDE.COM/MOVI NG-SERVICES/DISCOUNT-PROGRAMS/FLORIDAREALTORS LONG-TERM CARE IS ABOUT FAMILY.

Enjoy discounts on full-service moving and storage services for yourself and your clients from Wheaton World Wide Moving| | Bekins Van Line, Benefits include Discounted rates on moving and storage-in-transit, up to \$100,000 of free Full Replacement Value Protection, guaranteed on-time pick-up and delivery, backed by monetary compensation, one point of contact throughout your move, expedited settlement in the event a claim is filed.



### **National Association** of REALTORS®

As America's largest trade association, the National Association of REALTORS® is involved in all aspects of residential and commercial real estate.





The National Association of REALTORS® was founded as the National Association of Real Estate Exchanges on May 12, 1908 in Chicago. With 120 founding members, 19 Boards, and one state association, the National Association of Real Estate Exchanges' objective was "to unite the real estate men of America for the purpose of effectively exerting a combined influence upon matters affecting real estate interests." Our membership is composed of residential and commercial brokers, salespeople, property managers, appraisers, counselors, and others engaged in the real estate industry. Members belong to one or more of approximately 1,200 local associations/boards and 54 state and territory associations of REALTORS®. The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict Code of Ethics.



When your joining association/board, you automatically are a member of NAR. Visit nar.realtor for more information on your member benefits, and, after logging in, make sure to visit the "My Account" section to access your official NAR membership card.



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# NAR Designations & Certifications

The National Association of REALTORS® and its affiliated Institutes, Societies, and Councils provide a wide range of programs and services that help members increase their skills, proficiency, and knowledge. Designations and certifications acknowledging experience and expertise in various real estate sectors are awarded by NAR and each affiliated group upon completion of required courses. Real estate designations and certifications through NAR are specialized credentials for REALTORS®. Both designations and certifications are forms of real estate agent education that require real estate professionals to be active members of NAR. The difference between the two is that a designation requires annual dues, but a certification only requires an application fee without annual dues.

#### ACCREDITED BUYER'S REPRESENTATIVE (ABR®) DESIGNATION\*



The ABR® designation is the benchmark of excellence in buyer representation. The designation program establishes a foundation of training, skills and resources to help real estate professionals succeed as a buyer's representative.

#### AT HOME WITH DIVERSITY® (AHWD) CERTIFICATION\*



The AHWD certification is designed to present a picture of the changing face of the real estate industry. The course facilitates open discussion among students, creating an opportunity to think about clients with respect and sensitivity to their backgrounds and preferences.



#### CERTIFIED INTERNATIONAL PROPERTY SPECIALIST (CIPS) DESIGNATION\*

The CIPS designation provides real estate professionals with the knowledge, research, network and tools to globalize their business.

#### e-PRO® CERTIFICATION\*



The e-PRO® certification program helps real estate professionals master advanced digital marketing techniques and increase their ability to reach customers, expand their capabilities and build trust by safeguarding client information.



# NAR Designations & Certifications



#### GENERAL ACCREDITED APPRAISER (GAA) DESIGNATION

For general appraisers, this designation is awarded to those whose education and experience exceed state appraisal certification requirements and is supported by the National Association of REALTORS®.

#### **GREEN DESIGNATION\***



Through NAR's GREEN Designation, the GREEN REsource Council provides ongoing education, resources and tools to help real estate practitioners find, understand, and market properties with green features.

### **1 HFR**

#### **HOME FINANCE RESOURCE (HFR) CERTIFICATION\***

The HFR certification is designed to provide real estate professionals with foundational education to help them confidently explain key pieces of the loan origination process.

#### GRADUATE, REALTOR® INSTITUTE (GRI) DESIGNATION



REALTORS® with the GRI designation have in-depth training in legal and regulatory issues, technology, professional standards, and the sales process. Earning the designation is a way to stand out to prospective buyers and sellers as a professional with expertise in these areas.

#### MILITARY RELOCATION PROFESSIONAL (MRP) CERTIFICATION\*



The MRP certification program is designed to educate real estate professionals on how to work with current and former military servicemembers to find the housing solutions that suit their needs and help them take advantage of military benefits and support.



## **NAR Designations &** Certifications



#### PRICING STRATEGY ADVISOR (PSA) CERTIFICATION\*

The PSA certification is designed to help real estate professionals enhance their skills in pricing properties, creating CMAs, working with appraisers and guiding clients through home valuations.



#### RESIDENTIAL ACCREDITED APPRAISER (RAA) DESIGNATION

This designation signifies your advanced education and experience analyzing and developing valuations of residential property.



#### RESORT & SECOND-HOME PROPERTY SPECIALIST (RSPS) CERTIFICATION\*

This certification is designed for REALTORS® who facilitate the buying, selling, or management of properties for investment, development, retirement, or second homes in a resort, recreational and/or vacation destination are involved in this market niche.





The SFR® certification teaches real estate professionals to work with distressed sellers and the finance, tax, and legal professionals who can help them, qualify sellers for short sales, develop a short sale package, negotiate with lenders, safeguard your commission, limit risk, and protect buyers.



#### SENIORS REAL ESTATE SPECIALIST® (SRES®) DESIGNATION\*

SRES The SRES® designation helps real estate professionals understand what motivates the growing over-50 market and how to address their needs.



## NAR BENEFITS More Educational Resources



Tap into an array of commercialspecific resources, including property data and analytic tools through RPR®, research data, technology tools and more. Receive Edge Up and other communications that help keep you on top of industry news.

## REALTOR® MAGAZINE & Navigate with NAR

Stay informed on real estate best practices, news and trends through the award-winning REALTOR® Magazine. In print, online and now via podcast with REALTOR® Magazine's peer-to-peer Drive With NAR, chronicling real-life stories that will inspire your success. Also, get your daily snapshot of market news and views by subscribing to the Navigate With NAR newsletter.



Developing your business plans and budget can be challenging. Access webinars, tools and calculators, live events and even special offers from Morgan Stanley to achieve your financial planning goals through NAR's Center for REALTOR® Financial Wellness.



Check in with Right Tools, Right Now to get your hands on the most helpful resources carefully vetted just for REALTORS® and REALTOR® Associations. Each month, NAR will offer savings on select tools, products, and resources most beneficial for you and your business, and offer them for free or at a discounted price.



## NAR BENEFITS Insurance & Finance



#### IRARESOURCES.COM/NAR

**IRAR TRUST COMPANY** 

IRAR helps you maximize your retirement savings by allowing investments in assets in which you have expertise—real estate. We make it easy for you to save, build retirement wealth, and grow your business.



Liberty Mutual is NAR's exclusive auto, home, and renters insurance provider, offering customized coverage and expert advice. The Liberty Mutual Auto Insurance Referral Program™, lets you extend to your clients the same auto insurance savings and benefits that you have access to through NAR REALTOR® Benefits®.



#### NARCARD.ORG

#### NAR WORLD ELITE BUSINESS MASTERCARD

A credit card built for real estate professionals - up to 2.1% unlimited cash back on all purchases and 5% cash back on marketing expenses.



#### REALTORSINSURANCEPLACE.COM

#### **REALTORS® INSURANCE PLACE**

NAR's REALTORS® Insurance Place is an exclusive insurance shopping site created just for NAR members. It provides plans for you and your family, including health coverage options, group dental, group vision, and group life insurance, plus a variety of wellness solutions including 24/7/365 telemedicine – all with exclusive benefits just for NAR members. Plans for all stages of life, including an offering that even extends to your pets.



#### VICTORINSURANCE.COM

#### VICTOR (E&O INSURANCE)

Victor Insurance Managers LLC is one of the largest and most experienced underwriting managers of specialty insurance programs in the world. As an NAR member, you have access to exclusive cost savings on market-leading errors & omissions insurance.





## NAR BENEFITS Travel & Automotive





## NARTRAVELCLUB.COM NARTRAVEL CLUB

#### CAR RENTAL DEALS

Avis Rent-A-Car System LLC and its subsidiaries operate one of the world's best-known travel brands with 5,000+ locations in more than 165 countries. Visit:

#### avis.com/en/association/A009701

Budget delivers quality and value to your car rental that offers products and services for less, with great savings and exclusive benefits with every rental. Visit:

#### budget.com/en/association/Y490601

Hertz is a premier rental car company, offering travel perks and car rental savings at participating locations worldwide. Visit:

hertz.com/rentacar/rental-cardeals/narisit: Up to \$9,500 off the lease or purchase of specific Mercedes-Benz models.

MERCEDES-BENZ

A one-stop-shop for all NAR member travel needs, with exclusive access to discounted rates on hotels, rental cars, resorts, and more. Whether you're planning a business trip or a well-deserved vacation, NAR Travel Club saves you time and money on all your travel bookings. Join today and receive your welcome offer: 60 days of Premium Membership savings at no cost to you with code NAR60.



#### SIXT

The global leader in premium mobility services and the "Best Car Rental Company in North America" for the second consecutive year at the 2023 Business Traveler North America Awards.



#### SNOOPDRIVE.COM

#### NAR AUTO PROTECTION

SnoopDrive protects you from high auto repair costs with A+ rated auto warranties and protection products at an average of 50% off retail—all online, with no calls or sales pressure.





## NAR BENEFITS Home & Lifestyle

#### 1-800-GOT-JUNK?

#### 1800GOTJUNK.COM/US\_EN/NAR 1-800-GOT-JUNK?

1-800-GOT-JUNK? creates space and peace of mind when junk gets in the way. Whether you're preparing a home to stage, cleaning a property before handing over the keys, or passing on the discount for your clients to use during their move, let 1-800-GOT-JUNK? do the heavy lifting for you.

#### BOSSCAT

#### BOSSCATHOME.COM/PARTNER/NAR

#### **BOSSCAT HOME SERVICES**

BOSSCAT provides prioritized online repair estimates and full-scale repair, renovation, and maintenance services for homeowners and NAR members.

## chirpyest

### CHIRPYEST

Real estate agents and brokers are at the forefront of home and design trends, and every day shoppers are discovering the furniture, appliances, and decor in their listings. Chirpyest helps you monetize your listings through curated storefronts and sharing tools.



Curbio is the real estate agent's go to contractor for getting homes market-ready with staging, painting, and more – and sellers pay nothing until the house sells.



#### MYAPSTORE.COM/GESTORE/APPLIANCES/ REGISTRATIONNARAUTHCODE=NAREXT20

#### GE APPLIANCES STORE

Access to the family of GE appliances brands including Profile™, Cafe™, GE®, Monogram®, Haier, and Hotpoint® major appliances, along with the suite of small appliances.





## NAR BENEFITS Business & Marketing



#### ADVANTAGEMEMBER.VAN.FEDEX.COM /EN-US/2131/

FEDEX (OFFICE)

Save up to 20% on your most vibrant marketing materials, including promotional flyers, color copies, brochures, and up to 10% off eyecatching signs, banners, and more.



### ADVANTAGEMEMBER.VAN.FEDEX.COM

FEDEX (SHIPPING)

FedEx, NAR's exclusive shipping provider, offers a variety of discounts for all your shipping needs.

#### .REALTOR"

#### GET.REALTOR/?CID=DIS\_TLD1651

.REALTOR™

Your premier destination for revolutionizing your online presence. Top-level domains such as realtor and realestate, coupled with cutting-edge website solutions tailored to elevate your business to new heights.



## NARTEAMSTORE.REALTOR/REALTOR BENEFITS

REALTOR TEAM STORE®

REALTOR Team Store® is NAR's official supplier of REALTOR®-logo branded promotional products, offering a wide array of items, including lapel pins, bags, hats, shirts, decals, folders, jackets, and more. It includes a full line of "built to order" REALTOR®-logo branded garments.



RENTALBEAST.COM/PARTNERS/ REALTOR-BENEFITS RENTAL BEAST

Leading provider of rental monetization tools designed for real estate professionals. Members get free access to rental-centric tools and comprehensive rental education.





## NAR BENEFITS

## Technology



Dell is an American multinational computer technology company and is one of the largest technological corporations in the world. Dell meets your personal and professional computing needs with both home and business class products.



#### DOCUSIGN.COM

#### DOCUSIGN

Docusign is the all-in-one technology solution for NAR members to streamline the transaction process. With Docusign, members can quickly access and fill out state and local association forms, obtain electronic signatures, and organize forms in one place—saving time and accelerating deals.



**LENOVO** 

Lenovo is a global technology leader, engineering innovative business class computing and software solutions for home or home office.



Rentredi is committed to transforming the property management landscape through innovative technology and exceptional service. Designed to help real estate professionals and landlords maximize their profits while streamlining how you manage your rental properties.



#### NAR.SECURUSID.COM

#### SECURUS ID

Powered by Experian, Securus ID provides industry-leading identity theft protection plans which include fully managed restoration services. By virtue of their very public personas, real estate professionals can be prime targets for scammers, making identity theft protection a key preventative measure members can take to safeguard themselves and their families.



#### SENTRILOCK.COM

#### SENTRILOCK

SentriLock is the leading electronic lockbox manufacturer and provider of property access management solutions. Operating in support of NAR members and the industry, offering an easy to use, reliable and secure system.



# Realtors® Political Action Committee & Realtor® Party



Since 1969, the REALTORS® Political Action Committee (RPAC) has promoted the election of pro-REALTOR® candidates across the United States. The purpose of RPAC is clear: voluntary contributions made by REALTORS® are used to help elect candidates who understand and support their interests. These are not members' dues; this is money given freely by REALTORS® in recognition of the importance of the political process. As a member of the REALTOR® Party, you act when called upon to support the REALTOR® Party at the local, state and national levels. Recognizing the importance of REALTORS® speaking with one voice, participating in national and state Calls for Action allows our collective voice to be heard from Capitol Hill to the statehouse. In addition, participating in community outreach projects and activities sponsored by your state and local associations are great ways for REALTORS® to establish themselves as valuable community assets.











## THANK YOU FOR BEING A REALTOR® MEMBER. WE'RE PROUD TO BE A PART OF YOUR REAL ESTATE JOURNEY

