WHAT IS THE NATIONAL ASSOCIATION OF REALTORS®?

The National Association of REALTORS® (NAR) is America’s largest trade association, representing 1.4 million members, including NAR’s institutes, societies, and councils, involved in all aspects of the residential and commercial real estate industries.

WHAT IS NAR’S MISSION?

NAR’s mission is to empower REALTORS® as they preserve, protect and advance the right to real property for all.

WHAT IS NAR’S VISION?

NAR’s vision is to be a trusted ally, guiding its members and those they serve through the ever-evolving real estate landscape.

DID YOU KNOW?

When joining your local 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.
REALTOR® BRAND
The REALTOR® brand represents ethics and expertise.

TRADEMARKS
Distinguish yourself as a REALTOR® by using the REALTOR® trademark, one of the strongest brands in the world.

nar.realtor/Trademark

CODE OF ETHICS
The REALTORS® Code of Ethics is the cornerstone of the REALTOR® organization and a distinguishing characteristic of your membership.

nar.realtor/COE

FAIR HOUSING
NAR stands firm on the belief and commitment to equal opportunity in housing for all, and ensuring that REALTORS® do everything possible to protect housing rights in America.

nar.realtor/fair-housing

PROFESSIONALISM ENHANCEMENT INITIATIVE: C2EX
REALTORS® Commitment to Excellence (C2EX) is an award-winning, web-based program that focuses on 10 areas of industry professionalism and leads to an endorsement from NAR. Set yourself apart with this commitment to professional growth.

C2EX.realtor

TOP-LEVEL DOMAINS
Rev up your digital presence to compete in a rapidly changing industry and strategically reach and win clients with .realtor™ and .realestate top level domains. As an NAR member, your first .realtor™ web address is free for the first year.

Get.realtor | Get.realestate
CONSUMER-FACING PROGRAMS

These programs educate consumers on the value of REALTORS®, homeownership & more.

DRIVEN BY YOUR DREAMS. GUIDED BY A CODE OF ETHICS.

Ask me the difference between an agent and REALTOR®.

NATIONAL CONSUMER ADVERTISING CAMPAIGN
That’s Who We R, NAR’s national ad campaign, helps consumers understand that REALTORS® are real estate experts in their local communities, who fight for real estate dreams and property rights. The campaign also provides assets members can utilize.

That’sWhoWeR.realtor

EDUCATION & ADVOCACY PROGRAM
Collaborating with state and local associations, the Consumer Advocacy Outreach Program educates and engages 9 million consumers across the country on important real estate issues and legislation.

HomeOwnershipMatters.realtor

RADIO PROGRAM
Real Estate Today, the official radio program and podcast of NAR, educates consumers and positions REALTORS® as the number one resource for real estate activities.

Radio.realtor

(800) 874.6500 • nar.realtor
EDUCATIONAL OPPORTUNITIES

Expand your knowledge on an array of topics and in a variety of ways.

OFFICIAL REALTOR® DESIGNATIONS & CERTIFICATIONS

Many designations and certifications are available online for continuing education credit at the Center for REALTOR® Development.

OnlineLearning.realtor

ACCREDED BUYER’S REPRESENTATIVE (ABR®) DESIGNATION*

Gain an understanding of homebuyers’ needs and how to best serve them.

abr.realtor

AT HOME WITH DIVERSITY (AHWD) CERTIFICATION

The multicultural market is rapidly growing. Give yourself a competitive advantage by learning how to work effectively with all clientele.

nar.realtor/AHWD

CERTIFIED INTERNATIONAL PROPERTY SPECIALIST (CIPS) DESIGNATION

The CIPS designation prepares you to assist in all aspects of international business.

nar.realtor/Global

e-PRO® CERTIFICATION*

This program helps REALTORS® gain practical knowledge in advanced digital marketing techniques.

ePRO.realtor

GENERAL ACCREDITED APPRAISER (GAA) DESIGNATION

This designation signifies advanced education and experience in commercial, industry, and residential property valuation.

nar.realtor/Appraisal

*Get 10% off these courses. Visit nar.realtor/RealtorBenefits/Education for more information.
GREEN DESIGNATION*  
This program allows you to guide your clients towards making informed choices about the resource efficiency and performance of homes.

GRADUATE, REALTOR® INSTITUTE (GRI) DESIGNATION  
Stand out to prospective homebuyers and sellers as a REALTOR® who has gained in-depth knowledge on technical subjects.

MILITARY RELOCATION PROFESSIONAL (MRP) CERTIFICATION*  
This certification course focuses on working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support.

PRICING STRATEGY ADVISOR (PSA) CERTIFICATION*  
Enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through home values with this certification.

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  
Investment and vacation home sales have surged, and a Resort & Second-Home Property Specialist is the best resource for this demographic.

*Get 10% off these courses. Visit nar.realtor/RealtorBenefits/Education for more information.
EDUCATIONAL OPPORTUNITIES

SHORT SALES AND FORECLOSURE RESOURCE (SFR®) CERTIFICATION

This certification gives you a framework for understanding how to qualify sellers for short sales, develop a short sale package, and more.

REALTORSFR.org

SENIORS REAL ESTATE SPECIALIST® (SRES®) DESIGNATION*

Understand the motivations of buyers and sellers over the age of 50 as a Seniors Real Estate Specialist®.

SRES.realtor

*Get 10% off these courses. Visit nar.realtor/RealtorBenefits/Education for more information.

OTHER EDUCATIONAL RESOURCES

COMMERCIAL REAL ESTATE TOOLS

Tap into an array of commercial-specific resources, including property data and analytic tools through Realtors Property Resource® (RPR®), research data, technology tools, and more. Receive Commercial Digest and other communications that help keep you on top of industry news.

nar.realtor/Commercial

For a list of NAR Affiliate Designations and Certifications, visit nar.realtor/Designations.
MAGAZINE
Stay informed on real estate best practices, news, and trends through the award-winning REALTOR® Magazine, available in both print and digital formats.

REAL ESTATE LIBRARY
Access the largest real estate library collection in the world, borrow digital books, and get answers to your questions from NAR’s librarians through research requests.

SAFETY RESOURCES
The REALTOR® Safety Program provides extensive resources like webinars, videos, and more to help you establish protocols that will keep you safe on the job.

SUSTAINABILITY PROGRAM
Access tools supporting efficient and resilient homes and communities for state and local boards. There are resources on topics ranging from solar energy to smart homes.
NETWORKING OPPORTUNITIES

Grow your network of real estate peers globally.

ANNUAL CONFERENCES AND MEETINGS

The REALTORS® Legislative Meetings & Trade Expo is where about 9,000 NAR members come together in Washington, DC each year to advance the real estate industry, public policy, and the association.

[Legislative.realtor]

The REALTORS® Conference & Expo is the real estate industry’s largest annual event, where approximately 20,000 REALTORS® and guests come together for networking, education, motivation, and fun.

[Conference.realtor]

GLOBAL OPPORTUNITIES

Find the resources and connections you need to thrive in international real estate. Connect to the members of the more than 100 bilateral partners in over 85 countries.

[nar.realtor/Global]

YOUNG PROFESSIONALS NETWORK (YPN)

Join the dynamic YPN community, consisting of more than 20,000 REALTORS®, to become more successful in your career and gain leadership experience.

[YPN.realtor]
REAL ESTATE PRODUCTS & SERVICES

Become an expert in your community with exclusive tools and resources from NAR.

RIGHT TOOLS, RIGHT NOW PROGRAM
Each month, this program offers new resources for FREE or at a reduced price for REALTORS®, including business-critical webinars, toolkits, and more.

nar.realtor/right-tools-right-now

EASY ACTIONS. BIG REWARDS.

Sign up for the Member Value Plus (MVP) Program e-newsletter at nar.realtor/MVP to start earning products from the REALTOR® Store, gift cards, and exclusive offers for FREE.

New MVP Program offer released every two weeks on the 1st & 16th of the month.

Complete the action within the two-week time period. Most actions take 2 minutes or less!

 Redeem your rewards! It’s SO easy!

REALTOR® STORE

Your REALTOR® STORE is redesigned to help you find resources you can put into practice to set yourself apart, get ahead, and get results. Find best-in-class products with insider intel developed just for REALTORS®.

Store.realtor

(800) 874.6500 • nar.realtor
### REAL ESTATE PRODUCTS & SERVICES

<table>
<thead>
<tr>
<th>Product</th>
<th>Price</th>
<th>Availability</th>
</tr>
</thead>
<tbody>
<tr>
<td>The “Little Book” Series - 6 Pack</td>
<td>$28.75</td>
<td>Member Price</td>
</tr>
<tr>
<td>The REALTOR® Advantage, Is Your Agent a REALTOR® Brochure</td>
<td>$29.95</td>
<td>Member Price, Available in Spanish</td>
</tr>
<tr>
<td>What Everyone Should Know About Equal Opportunity in Housing</td>
<td>$29.95</td>
<td>Member Price, Available in Spanish</td>
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<td>The Conversion Code</td>
<td>$25.00</td>
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<tr>
<td>Real Estate Brokerage Essentials®</td>
<td>$32.95</td>
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<tr>
<td>21 Things I Wish My Broker Had Told Me</td>
<td>$19.45</td>
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REAL ESTATE PRODUCTS & SERVICES

- **Real Estate Office Management**
  - $36.75
  - Member Price

- **Power Teams - The Complete Guide to Building and Managing a Winning Real Estate Agent Team**
  - $24.95
  - Member Price

- **Exactly What to Say for Real Estate Agents**
  - $12.99
  - Member Price

- **Real Estate Marketing Playbook**
  - $12.95
  - Member Price

- **Listing Boss: The Definitive Blueprint for Real Estate Success**
  - $16.99
  - Member Price

- **7 Streams of Lead Gen Success Webinar**
  - $29.95
  - Member Price

(800) 874.6500 • nar.realtor
REAL ESTATE PRODUCTS & SERVICES

SOCIAL MEDIA

Social Media for REALTORS® – VIP 4 Pack
$32.95
Member Price

Social Media Marketing for your Business
$19.95
Member Price

#GetSocialSmart
$24.95
Member Price

Marketing Strategy & Lead Generation Toolkit – Download
$9.95
Member Price

RESEARCH

2020 Profile of Home Buyers and Sellers – Download
$19.95
Member Price

2020 Member Profile – Download
$14.95
Member Price
REAL ESTATE PRODUCTS & SERVICES

STAGING

Staging the Power That Sells Real Estate

$24.99 Member Price

Staging to Sell: The Secret to Selling Homes in a Down Market

$19.95 Member Price

Getting It Sold

$29.95 Member Price

Virtual Viewings: Using Technology to Show Properties Webinar

$29.95 Member Price

NEW BUSINESS BOOSTING TITLES

Secrets of Top Selling Agents: Habits, Mindsets, & Tactics of Real Estate’s Super Producers

$15.95 Member Price

Success Rate Marketing: How Small Businesses Can Leverage KPIs and Stop Losing Money

$24.95 Member Price

(800) 874.6500 • nar.realtor
REAL ESTATE PRODUCTS & SERVICES

NEW BUSINESS BOOSTING TITLES

2021 Technology Trends Webinar

How to Build Wealth From Your Existing Database Webinar

$29.95 Member Price

OHER RESOURCES

COMMERCIAL LISTINGS PLATFORMS
NAR has partnered with commercial listing platforms, ensuring commercial members get nationwide listings exposure. Members are also able to search available properties across the country, while receiving member-exclusive discounts on their services.

[Link] nar.realtor/CommercialTools

FINANCIAL WELLNESS TOOLS
Developing your business plans and budget can be challenging. Access webinars, tools and calculators, live events, and financial planning offers to achieve your goals through NAR’s Center for REALTOR® Financial Wellness.

[Link] FinancialWellness.realtor

LEGAL & RISK MANAGEMENT RESOURCES
NAR keeps members abreast of emerging risk management issues with a number of resources, including the Window to the Law monthly video series, hundreds of searchable legal case summaries, and the Legal Pulse quarterly report. Plus NAR’s Legal Action Program provides financial assistance for litigation of significance related to real estate.

[Link] nar.realtor/Legal
REAL ESTATE PRODUCTS & SERVICES

REAL ESTATE DATA & REPORTING: RPR®
Realtors Property Resource® (RPR®) provides REALTORS® data, tools, and reports so they can “wow” their clients, and close more deals. Use it on-the-go and in the field with any iOS or Android device.

narrpr.com

REALTOR.COM®
Post your listings with photos for free*, create a free professional profile, collect reviews, and more on realtor.com®, one of the most visited homes-for-sale sites.

Realtor.com

*To receive this benefit, you must be an MLS participant, and your MLS must be a realtor.com® data content provider.

RESEARCH & STATISTICS
NAR’s research team produces timely, data-driven market analysis and authoritative business intelligence to serve members and inform consumers, policymakers, and the media on the latest real estate trends.

nar.realtor/Research

TECHNOLOGY INVESTMENT PROGRAMS
NAR drives innovation in the industry by investing in technology companies through Second Century Ventures, NAR’s venture capital arm, and the global REACH accelerator, which seeks out the best emerging technology companies with business solutions geared toward helping REALTORS® in all sectors of real estate. Members can get exclusive access to test and use innovative products and services by joining the REACH Insight Panel. Sign-up at the REACH website below.

NARREACH.realtor

(800) 874.6500 • nar.realtor
MEMBER SAVINGS

Uncover meaningful benefits to meet your professional and personal needs.

Wondering how you can fully leverage the value of your REALTOR® membership? Look no further to NAR’s REALTOR Benefits® Program, your official member benefits resource. This Program was designed to deliver savings and unique offers just for REALTORS®. In fact, in one year alone, 800,000+ REALTORS® saved $74+ million through this Program! How will you save this year?

nar.realtor/RealtorBenefits

TECHNOLOGY SERVICES

NAR’s official lockbox system and leading provider of property access management solutions. More than just a lockbox, the easy-to-use SentriLock solution features flexible temporary access options and instant showing notifications.

nar.realtor/SentriLock

TRANSACTION MANAGEMENT

DocuSign

20% off electronic signature services and special plans from NAR’s exclusive eSignature provider.

For individuals and offices up to five users, visit nar.realtor/DocuSign
For offices of six or more users, call (877) 720-2040

Simplify real estate transactions with your comprehensive transaction management system provided by NAR, featuring Transactions (zipForm Edition), unlimited document storage, an exclusive NAR library of REALTOR® Forms & Templates, and access to the industry-standard forms engine – all at no cost.

NOTE: State and local forms libraries may also be available; some fees, set by state and local associations/boards, may apply.

nar.realtor/zipform

Program availability and eligibility requirements may vary by partner program. See partner websites for details, terms, and conditions.
MEMBER SAVINGS

PERSONAL INSURANCE

NAR’s official auto, home, and renters insurance provider. Your clients can also save through Liberty Mutual’s Auto Referral Program™, while you earn a referral bonus (where available).

nar.realtor/LibertyMutual

Provides plans for you and your family, including exclusive health, dental, vision, pet, and life insurance coverage - all with benefits for NAR members. Benefit specialists can help navigate options and identify cost-savings strategies.

RealtorsInsurancePlace.com

Program availability and eligibility requirements may vary by partner program. See partner websites for details, terms, and conditions.
MEMBER SAVINGS

REALTORS® INSURANCE PLACE  // WHAT YOU WILL FIND INSIDE

HEALTH

- Navigation and assistance with ACA-compliant major medical plans available through public exchanges.
- Major medical coverage which can last from 30 to 364 days.
- Guaranteed acceptance Limited Medical plan for everyday health care needs.
- Health care via phone, tablet, web chat, or email.
- Supplemental plan for out-of-pocket medical expenses due to an accident.
- Supplemental Medicare insurance options for 65+.
- A free discount prescription drug card.

LIFE

- Group term life insurance and AD&D insurance, underwritten by New York Life Insurance Company.

DENTAL

- 100% in-network preventive care and benefits for over 370 procedures.

VISION

- Exams, frames, lenses, and other eye health expenses.

PET

- Pet health insurance for cats and dogs.

Program availability and eligibility requirements may vary by partner program. See partner websites for details, terms, and conditions.
Dive into digital advertising and build your brand through hyper-targeted, personalized campaigns in your local area and sphere. Receive 15% additional impressions on newly purchased and renewing campaigns, which can be combined with other eligible discounts.

nar.realtor/Adwerx

Automate social media marketing for listings, content, and lead generation. Offers an exclusive NAR Starter Plan, plus member savings on advanced plans and an enterprise plan for Brokers.

nar.realtor/BackAtYou

10% to 20% off select print and copy services, including business cards, flyers, signs, binding, and more.

nar.realtor/FedExOffice

20% off professional real estate websites, which include IDX integration capability, advanced property search, multiple site designs, unlimited pages, and more.

nar.realtor/Placester

10% off your first order of REALTOR®-logo branded products, including pins, merchandise, and custom logo items. Now available: “That’s Who We R” merchandise.

NarTeamStore.realtor

Program availability and eligibility requirements may vary by partner program. See partner websites for details, terms, and conditions.
MEMBER SAVINGS

MARKETING RESOURCES (continued)

REFFERAL EXCHANGE

Manage your leads so you can focus on pursuing your best opportunities. LIVE by ReferralExchange utilizes licensed experts who validate your leads (from any source, such as social media, realtor.com®, and more) and connect you with potential clients who are ready to transact, in real time. Receive exclusive pricing and benefits, including savings of nearly $600 in the first year. See site for additional, limited-time bonus savings.

nar.realtor/ReferralExchange

ELECTRONICS & MOBILE TECHNOLOGY

DELL Technologies

Members-only pricing on laptops, desktops, electronics & accessories, servers, and more.

nar.realtor/Dell

Lenovo

Up to 45% off laptops, PCs, tablets, smart devices, and more.

nar.realtor/Lenovo

T-MOBILE FOR BUSINESS

IN DEVELOPMENT!

Sprint is now part of T-Mobile and new offers for NAR members to leverage are in development. Check site below for the latest updates.

nar.realtor/T-Mobile

Program availability and eligibility requirements may vary by partner program. See partner websites for details, terms, and conditions.
Program availability and eligibility requirements may vary by partner program. See partner websites for details, terms, and conditions.

OFFICE SUPPLIES & SERVICES

FedEx

Up to 26% off with NAR’s exclusive shipping provider, including FedEx Express® and FedEx Ground® services.

nar.realtor/FedEx

TRAVEL & AUTOMOTIVE

AVIS

Up to 25% off base rates on car rentals.

nar.realtor/Avis

Budget

Up to 25% off base rates on car rentals.

nar.realtor/Budget

Hertz

Up to 25% off rental base rates on cars and (newly available) cargo vans and pickup trucks.

nar.realtor/Hertz
Access member-only savings on GE Appliances’ full line of high-quality home appliances: refrigerators, freezers, icemakers, ranges, wall ovens, cooktops, washers/dryers, and more. In-home delivery, installation, and haul-away services are also offered, where available. Opt-in for email communications to receive notice about limited-time savings.

nar.realtor/GEAppliancesStore

$50 off select home warranties for your own home.

nar.realtor/AmericanHomeShield

Protect your business with a customized and comprehensive cyber liability insurance program created for REALTOR®-owned brokerages, designed to meet the unique needs of real estate professionals. Access premium discounts, specialized coverage, preparedness tools, and support to help restore your business if a cyberattack or fraud occurs. Plus, coverage extends to clients.

nar.realtor/CyberPolicy

Premium credits with NAR’s preferred provider of errors and omissions insurance.

nar.realtor/Victor

Program availability and eligibility requirements may vary by partner program. See partner websites for details, terms, and conditions.
Receive $100 off 100 Days to Greatness®, a unique video-based 14-week training program featuring industry-expert Brian Buffini. Aimed at newer agents or those returning to the business, this program provides a step-by-step approach with weekly specific action items, real-world role plays, dialogues and goals designed to build business success. Brokers can become certified and offer a companion program to help give agents a strong foundation.

[Visit nar.realtor/Buffini for more information]

NAR and Columbia College have formed an exclusive educational partnership. Apply and earn a degree in real estate and relevant certificates. Enrolled NAR members can receive a $100 scholarship*, per eligible course.

[Visit nar.realtor/nar-academy for more information]
DESIGNATIONS & CERTIFICATIONS

10% off*
select online designation & certification courses offered through the Center for REALTOR® Development. Visit nar.realtor/RealtorBenefits/Education for more information.

- Accredited Buyer’s Representative Designation
- NAR’s e-PRO® Certification
- NAR’s Green Designation
- Military Relocation Professional Certification
- Pricing Strategy Advisor Certification
- Seniors Real Estate Specialist® Designation

For more information on these designations and certifications, please see pages 8-10.

*May not be combined with any other promotion

Indicates companies in which NAR has invested directly or through Second Century Ventures. This relationship allows the association to nurture the technological advancement and continued success of the real estate industry.
REALTOR® PARTY

From city halls to Capitol Hill, the REALTOR® Party supports candidates and advances public policies that protect homeownership, promote a vibrant business environment and build strong communities.

REALTORS® POLITICAL ACTION COMMITTEE (RPAC)

RPAC is a nonpartisan, voluntary way to advocate on behalf of REALTORS® and real estate issues and have a voice in the future of the industry.

2001 NAR President Richard Mendenhall and 2018 NAR President Elizabeth Mendenhall join members on Capitol Hill.
GET INVOLVED!

WANT TO BECOME A LEADER IN THE REAL ESTATE INDUSTRY?
Volunteer to serve on a national REALTOR® committee to shape the future of the real estate profession.

nar.realtor/Committees

WANT TO BECOME A LEADER IN YOUR LOCAL COMMUNITY?
Take advantage of REALTOR® Party’s community outreach grants, training, and more to become a leader in your community.

RealtorParty.realtor/Community-Outreach

WANT TO GIVE BACK?
Donate to the REALTORS® Relief Foundation and help disaster victims.

nar.realtor/Relief

ALREADY GIVING BACK?
Apply for NAR’s Good Neighbor Awards, which recognize REALTORS® for extraordinary accomplishments in community service, or Volunteering Works, NAR’s program that helps REALTOR®-driven volunteer efforts grow by providing seed money and mentoring from past Good Neighbor Award winners.

nar.realtor/good-neighbor

NAR’s REALTORS® Are Good Neighbors program celebrates all acts of giving back and shines a spotlight on the impactful role REALTORS® play in the community. Join our movement by sharing your volunteer hours and tell us how you give back—big and small!

nar.realtor/rgn
GOOD NEWS!
REALTORS® ARE GOOD NEIGHBORS
#RealtorsAreGoodNeighbors
QUESTIONS ABOUT YOUR MEMBERSHIP

CONTACT NAR’S MEMBER SUPPORT TEAM FOR ASSISTANCE!

(800) 874.6500

CONTACTNAR@NAR.REALTOR

nar.realtor/HELP

CONNECT WITH US!

@nardotrealtor

@narealtors

@National Association of REALTORS®

NATIONAL ASSOCIATION OF REALTORS®

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