

WELCOME TO THE REALTOR® FAMILY!

Three-Way Agreement

NATIONAL ASSOCIATION - NAR

VIRGINIA ASSOCIATION - VAR

VIRGINIA PENINSULA - VPAR



NATIONAL ASSOCIATION OF REALTORS®



- ▶ [REALTOR.com™](http://REALTOR.com)
- ▶ <http://marketing.realtor.com/newagent/virginiapeninsula>
- ▶ [REALTOR.org™](http://REALTOR.org)
 - ▶ <http://www.realtor.org/user/login>
- ▶ **FIELD GUIDE TO BEING A NEW REALTOR**
 - ▶ <http://www.realtor.org/field-guides/field-guide-to-being-a-new-realtor>
- ▶ Information Central - 1-800-874-6500
- ▶ 8am to 6pm Central time – Mon. to Fri.

INFORMATION AT YOUR
FINGERTIPS



- ▶ Legislative Strength

- ▶ REALTOR® Party

- ▶ <http://www.realtoractioncenter.com/>

1.2 MILLION MEMBERS

REALTORS PROPERTY RESOURCE

<http://blog.narrpr.com/blog/>

<https://www.narrpr.com/>

<http://blog.narrpr.com/specialty/agent/>



RPR®

**REALTORS
PROPERTY
RESOURCE**

VIRGINIA ASSOCIATION OF REALTORS®



▶ **Legislative Advocacy**

▶ <http://www.virginiarealtorschoose.com/legislativeupdates/>

▶ **New Laws**

▶ <http://www.virginiarealtorschoose.com/2016-new-laws/>

▶ **Virginia RPAC**

▶ <http://www.virginiarealtorschoose.com/contribute/>

POLITICAL REPRESENTATION



- ▶ Legal Hotline
- ▶ Legal Tools
 - ▶ Legal Webinars & Videos
 - ▶ Legal Articles
 - ▶ New Regulations
- ▶ Ethics Center



LEGAL RESOURCES

- ▶ Commonwealth Daily
- ▶ Quarterly Commonwealth Magazine
- ▶ [VAREALTOR®.com](http://VAREALTOR.com)
- ▶ Home Sales Reports

COMMUNICATIONS AND INFORMATION



- ▶ Insurance
- ▶ Mobile
- ▶ Credit Union
- ▶ Forms Software
- ▶ Shiping
- ▶ <http://www.varealtor.com/benefits>

MEMBER DISCOUNTS



VIRGINIA PENINSULA ASSOCIATION OF REALTORS® (VPAR)

The Voice for Real Estate on the Virginia Peninsula

Our Mission:

To provide members with the education and resources that will enable them to conduct business ethically, successfully and professionally. We will promote the value of REALTORS® serving their communities. REALTORS® will be the leading advocates of the real estate industry, home ownership, private property rights and real property issues.



The Virginia Peninsula
Association of REALTORS®

The Voice for Real Estate™ on the Virginia Peninsula

▶ **Board of Directors**

- ▶ Andy Cohen, 2016 President
- ▶ Chandra Patterson, 2016 President Elect
- ▶ Carl Burt, 2016 Treasurer
- ▶ Dewey Hutchins, 2016 Past President
- ▶ <http://vpar.org/leadership/>

▶ **Governing Documents**

- ▶ <http://vpar.org/governing-documents/>

▶ **Committee Volunteers**

ASSOCIATION LEADERSHIP



Peninsula Real Estate School

- ➔ 8 HR Required & Elective CE Courses
- ➔ Legal Liability/Night Court/Contract Writing
- ➔ Lunch and Learn
- ➔ General Membership Meetings
- ➔ Broker Training Courses

EDUCATION



- ➔ Peninsula REALTOR® Digital Magazine
- ➔ www.vpar.org
- ➔ www.WeAreTheR-Peninsula.org
- ➔ Like Our Facebook page
- ➔ <https://www.facebook.com/VPAREALTORS>
- ➔ Member Service Center
- ➔ Staff Counseling

COMMUNICATIONS

- 🔑 Supra Bluetooth Ibox BT Lockbox Services
- 🔑 Active Key and Ekey Support
- 🔑 FREE Telephone Technical Support
- 🔑 On-Site Office Training
- 🔑 FREE E-Mail



TECHNOLOGY

➔ **Code of Ethics Enforcement**

➔ Ombudsman and Mediation Services

➔ Ethics & Arbitration Complaints Administration

➔ <http://www.realtor.org/code-of-ethics/code-of-ethics-pathways-to-professionalism-video-series>

➔ For Complaints or general Inquiry regarding same please contact **Jim Wetzel, CEO** at jimwetzel@vpar.org or call **757-599-5222 ext 304**.

PROFESSIONALISM



- ▶ Legislative Monitoring and Lobbying
- ▶ GASTON Group LLC
Legislative Consultant & Lobbyist

- ▶ Economic Development
- ▶ Involvement on Councils and Boards
- ▶ RPAC
- ▶ Preservation of Property Rights

PUBLIC POLICY



REALTOR® SAFETY

[HTTP://WWW.REALTOR.
ORG/TOPICS/REALTOR-
SAFETY](http://www.realtor.org/topics/realtor-safety)

A series of several parallel white lines of varying thicknesses, slanted diagonally from the bottom left towards the top right, set against a blue gradient background.

- ▶ Pre-qualify
- ▶ Request Identification
- ▶ Never meet someone at the property for the first time
- ▶ Open Houses
- ▶ Trust Your Instincts
- ▶ Develop Emergency Procedures

HOW DO YOU PROTECT
YOURSELF



- ▶ Excellent Communication Skills
- ▶ Quick Responder
- ▶ Compassion/Passion/Honesty
- ▶ Attention to Detail
- ▶ Being a sponge
- ▶ Consulting others before you leap
- ▶ Willing to say I don't know, but I will find out

WHAT MAKES A REALTOR®
SUCCEED!



YOU CAN SOAR!

Best Wishes for a
successful career!

