

WELCOME TO THE REALTOR® FAMILY!

Three-Way Agreement

NATIONAL ASSOCIATION - NAR

VIRGINIA ASSOCIATION - VAR

VIRGINIA PENINSULA - VPAR



NATIONAL ASSOCIATION OF REALTORS®



- ▶ REALTOR.com™
- ▶ <http://marketing.realtor.com/newagent/virginiapeninsula>

- ▶ REALTOR.org™
 - ▶ <http://www.nar.realtor/user/login>

- ▶ **FIELD GUIDE TO BEING A NEW REALTOR**
 - ▶ <http://www.nar.realtor/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/>



REALTORS
PROPERTY
RESOURCE

VIRGINIA ASSOCIATION OF REALTORS®



- ▶ Legislative Advocacy
- ▶ <https://www.virginiarealtors.org/advocacy/>
- ▶ **Virginia RPAC**
- ▶ <https://www.virginiarealtors.org/advocacy/rpac/>

POLITICAL REPRESENTATION



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



LEGAL RESOURCES

- ▶ Commonwealth Daily
- ▶ Quarterly Commonwealth Magazine
- ▶ VirginiaRealtors.org
- ▶ Home Sales Reports

COMMUNICATIONS AND INFORMATION



- ▶ Insurance
- ▶ Mobile
- ▶ Credit Union
- ▶ Forms Software
- ▶ Shiping
- ▶ <https://www.virginiarealtors.org/for-members/resources>

MEMBER DISCOUNTS



The Virginia Peninsula
Association of REALTORS®
The Voice for Real Estate™ on the Virginia Peninsula

The Voice for Real Estate on the Virginia Peninsula

The Virginia Peninsula Association of REALTORS® is the voice for real estate on the Peninsula, representing nearly 1,100 real estate professionals active in all phases of real estate brokerage, development, and property management.

Our Mission:

We advocate for the benefit of Virginia Peninsula REALTORS® and our community.

Our Vision:

Virginia Peninsula Association of REALTORS® is the voice for real estate on the Virginia Peninsula.

Our Goals:

VPAR communicates effectively with its members, the public, and government entities.

VPAR will provide members with the education and resources that will enable them to conduct business, ethically, successfully and professionally.

VPAR engages members in advocacy by enhancing its role through promoting the value of RPAC.

VPAR educates and trains the members who in turn educate the consumer on the role and mission of the Realtor brand and its community relationships.

VPAR recruits and retains members and encourages engagement by showing value and relevancy of membership.

VPAR provides maximum benefits to our members while adhering to our fiscal responsibilities.

- ▶ **Board of Directors**
 - ▶ Chandra Patterson, 2017 President
 - ▶ Carl Burt, 2017 President Elect
 - ▶ Andy Cohen, 2017 Past President
 - ▶ Sandra Hood, 2017 Treasurer
 - ▶ <http://vpar.realtor/leadership/>
- ▶ **Governing Documents**
 - ▶ <http://vpar.realtor/governing-documents/>
- ▶ **Committee Volunteers**
- ▶ **Staff**
 - ▶ Cindy Anderson – Membership
 - ▶ Jo McNamara – Education & Events
 - ▶ Jim Wetzel, GRI, RCE – CEO

ASSOCIATION LEADERSHIP & STAFF

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.realtor

➔ 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

➔ <https://www.nar.realtor/code-of-ethics>

➔ 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

[HTTPS://WWW.NAR.REALTOR/TOPICS/REALTOR-SAFETY](https://www.nar.realtor/topics/realtor-safety)

A series of several parallel white lines of varying lengths and positions, all slanted diagonally from the bottom-left towards the top-right, located in the lower right quadrant of the slide.

- ▶ 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!

