

Hampton Roads **REALTOR®**

**MEMBER
BENEFITS**

APRIL 2024





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2023
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APRIL 27, 2024
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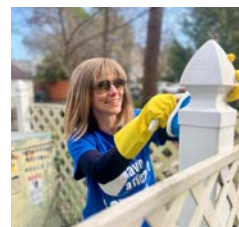


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KIM GEORGES: PRESIDENT'S MESSAGE

"At HRRR, our commitment to your success remains unwavering, and we are dedicated to providing you with the support and resources needed to thrive in today's dynamic market."

Dear Members,

As we embrace the arrival of Spring, I am thrilled to share with you some exciting developments and opportunities within our association. At HRRR, our commitment to your success remains unwavering, and we are dedicated to providing you with the support and resources needed to thrive in today's dynamic market.

This year, our focus is on enhancing professionalism within our industry, and education plays a pivotal role in achieving this goal. I am pleased to announce the expansion of our training programs, including the introduction of a LIVE Graduate, REALTOR® Institute (GRI) program. With monthly components led by national instructors, this comprehensive program offers you the opportunity to elevate your skills and expertise in a classroom setting. Additionally, our partnership with Dynamic Directions provides flexible online options to accommodate diverse learning preferences.

In our pursuit of greater professionalism, I am proud to share that your board has decided to bring Professional Standards Administration—including ethics, arbitration, and mediation—back in-house to HRRR. Recognizing the importance of local support, we are committed to equipping our members with the tools and resources they need for success.

Furthermore, recent changes stemming from the NAR settlement have prompted us to adapt and evolve. To navigate this new representation paradigm, we have enlisted the expertise of industry professionals to guide you through the transition. Mark your calendars for June 20-21, as we welcome

Adorna Carroll to lead the Real Estate Negotiation Expert (RENE) designation course. This invaluable opportunity will equip you with techniques to overcome objections and deliver maximum value to your clients.

In line with our commitment to continuous learning, I encourage all members to take advantage of the Accredited Buyers Representative (ABR) course offered online for FREE by NAR. Visit become.abr.realtor to access this valuable resource and enhance your expertise in buyer representation. Your input and feedback are invaluable to us, and I remain dedicated to serving you in any way possible. Together, we will continue to raise the bar of professionalism and excellence within our industry.

Warm regards,

Kim Georges

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20-21 JUNE | 9:00 a.m. - 5:00 p.m.

ADORNA CARROLL
DSA, CRB, ABR, SRS, GRI, SRES

Whether you're a seasoned agent or just starting, the RENE Designation equips you with the tools you need to succeed in today's ever-evolving real estate landscape. [Click here](#) to register today for \$299!



DR. DAWN KENNEDY: CEO BRIEF

Is Leadership a Benefit?

Dear HRRR Members —

As this is the benefits issue, your VP of Communications & External Affairs, Aubréa, and I discussed all the multiple benefits of belonging to all three organizations and tried to cull it down to a few of the best. While I know the buying cooperative is certainly a benefit to many, the [NAR membership guide](#) details the many discounts we receive from national companies negotiated through our sheer size. Then of course there is the education— everything from GRI to designations to on-the-job training to risk management. We bring in speakers from all over the USA to ensure you receive the absolute best instruction in what I like to call niche or micro-training, for example the Price Strategy Advisor (PSA) or Luxury Homes (LHC) certifications. Virtually every month here at HRRR there is some type of training going on— Government Affairs Forum, PMLC, REALTOR®/Lawyer, Candidate Institute and YPN. Our networking cannot be beat, and every event gives the opportunity to learn from each other and learn about what great deals our affiliates are offering on any given month.

As we talked about all the benefits of HRRR, there was one that came to mind that is not often thought of. This month I sat in on a task force with some of HRRR's best current and past leaders, and as I left that meeting, I thought how incredibly fortunate HRRR is to have the leadership it does, and the leadership it has had in the past. Almost every new member orientation, I point to Dorcas Helfant-Browning's photo on the wall, and I speak to how she broke the glass ceiling of national leadership for all of us women by becoming the first female President of NAR. I see on the top row of the photos all our members who belong to the RPAC Hall of Fame (giving \$25,000 or more in their career to

RPAC), and I think about the example they set and what it means to be a REALTOR®. It is much more than a combined voice of over 1.5 million and Professional Standards. To be a REALTOR® is to be the gatekeeper of the American Dream, to be the professionals that advocate for private property rights, and to be dedicated professionals willing to give back into the industry that supports us.

As I reflected on our current leadership, I thought, "Does HRRR membership really know and understand how they are led and how decisions are made? Do they not see the results, the benefits, of incredible leadership?" I have only been at HRRR a short time in comparison to its over 100-year history, but I have seen true leadership in so many forms here at HRRR. These people who serve often put their best interests behind the best interests of the membership. That is so incredibly hard to do, especially if one is personally experiencing a decrease in their own sales volume.

I think about the courage it took for our national leaders to settle the Sitzler/Burnett lawsuit, knowing full well that they were in the right. They knew the jury and judge did not understand how we earn a living and everything that we do. They did not know the great level of private property rights protection our members afford them through our advocacy. What the NAR leadership did see was an opportunity to protect most of its brokerages from copycat lawsuits. I hope that all of you will visit www.facts.realtor just once and read how the decisions were made or even just watch one or two videos on the page. The decision to settle was made to end litigation of claims brought on behalf of home sellers related to broker commissions. The agreement would resolve claims against NAR, over one million NAR members, all state/territorial and local REALTOR® associations, all association-

owned Multiple Listing Services (MLSs), and all brokerages with an NAR member as principal that had a residential transaction volume in 2022 of \$2 billion or below. The settlement is subject to court approval. As I write this article, I know that NAR has reached out to the FHA regarding the settlement and IPCs and the VA regarding its limitations on those using their programs to buy. NAR never stops advocating for you, neither does VAR, neither does HRRA. Why? Because we are led by you, not shareholders, not stockowners, not a board of directors comprised of elite businessmen, but a board of directors comprised of working REALTORS® just like you. That is perhaps the best benefit of all.

Happy Selling!

Dr. Dawn Kennedy



**THE FACTS
FOR REALTORS®**

A central resource for updates and materials about NAR's steadfast commitment to strengthen the association, defend REALTORS® and their immense value, and look to the future.

facts.REALTOR



**Does working with
dough make you nuts?
We can help.**

Financial Source Webinar Series from the Center for REALTOR® Financial Wellness

This resources is designed to help REALTORS® understand financial topics on a deeper level. Presenters include subject matter experts who will provide tips, planning options, and an array of valuable information for REALTORS®. No matter your career stage or level of financial planning, these webinars are helpful and informative to all members.

Register for the upcoming monthly webinars at **NAR.realtor/FinancialWellness/Webinars**.



THE BENEFITS OF ADVOCACY

You have probably heard that Advocacy is the lifeblood of the association. That is true. What you are probably more curious about is what that means to you and your business. To advocate means to publically support or recommend a particular cause or policy. Again, what does that mean to you and your business?

It means that advocating for the cause of the real estate industry strengthens your business through the legislative process. It means fighting for the policies of attainable housing and fair housing so that everyone has access to the dream of home ownership.

The Government Affairs Committee works to ensure that local, state, and federal legislation work together to protect the rights of REALTORS® to earn a living, while they help their clients live the American dream. The recent earthquake and unease of the NAR Settlement highlight the importance of advocacy on behalf of our industry. You can find answers on our [HRRRA NAR Settlement Resource page](#). This benefit demonstrates how the association works to educate, simplify, and guide you through complicated issues, and how you can remain confident of our fight on your behalf.

Advocacy is more than fighting — it is proactive community outreach. Establishing strong relationships with local governments on the Southside provides the benefit of goodwill and consideration in issues that promote housing growth and opportunity in our growing communities. Speaking of growth, Smart Growth education among elected officials has made it easier to communicate the needs of our agents and their clients. Smart Growth has helped community officials understand that asking a REALTOR® in their consideration of zoning ordinances, economic development, and planning is the key to community revitalization, growth, and prosperity. That benefits everyone!

The benefit of identifying REALTOR® Champions is part of the advocacy process. We are in the community looking for local officials and candidates who understand how Smart Growth is foundational to long-term community health.

We are not in it alone. We have built a coalition of officials, business leaders, and community organizations that work together to implement Smart Growth principles and create a sense of place and a sense of unity. We are leading the charge in the creation of stronger communities through cooperation and collaboration. When you stand with the association, you reap the benefits of a strong, unified voice advocating for private property rights and attainable living.

We are a citizen army that stands ready to protect the right to live where and how we desire without barriers, prejudice, or complicated rules that impede our right to the freedom of living well. We are warriors in the battle against unfair housing practices, unfair laws restricting the use and enjoyment of private property, unfair rules of conducting, and unfair rules of conducting business. The benefit of advocacy and association membership is strength in numbers, strength in purpose, and strength in action. That's who we "R," and that is the greatest benefit of all.

RPAC (REALTORS® Political Action Committee) plays a critical role in our efforts to get laws passed and in our efforts to elect candidates who understand the importance of protecting private property rights. That is where you come in. Your RPAC (REALTORS® Political Action Committee) contributions make the fight possible. Please consider joining the fight for you and our precious clients.

Please see the next page for our current RPAC campaign merchandise!

(Continued on next page)



**Want RPAC branded merch?
Click the links below to invest!**

["Policy, Not Politics" Quarter Zip Jacket](#)
["Policy, Not Politics" Full Zip Jacket](#)
["Policy, Not Politics" Long Sleeved T-Shirt](#)
[Virginia REALTORS® RPAC Baseball Cap](#)

RPR MOBILE™

Empowering REALTORS® Anytime, Anyplace™

Did you know you can take the power of RPR® with you wherever you go? RPR Mobile™, the new free app exclusively for REALTORS® from RPR®, delivers RPR's vast repository of property information and tools anytime, anyplace, to any iPhone or Android. Like all tools from RPR®, RPR Mobile™ is provided as a member benefit, at no charge.

Equipped with RPR Mobile™, you can use your phone's location to instantly view any property around you, and get listing, sales, valuation, assessment, deed, foreclosure, school, photos, maps, and market trend information. Create, customize, view, save, and send RPR's full library of report options, as well as add photos, audio, and text notes to properties all with RPR Mobile™.



Best of all, branding for companies currently using RPR's Broker Tools program is fully integrated. Users will automatically see their company branding in the app and on all reports – at no cost.

With RPR Mobile™, you'll have the confidence of knowing you can find the answer, whenever your clients ask the question.

Want to learn more? Visit [RPR's blog](#) for more information, or download RPR Mobile™ from the [App Store](#) or [Google Play](#) today.



PROFESSIONAL STANDARDS: A MEMBER BENEFIT

Association industry research shows that one top member benefit stands out: the code of ethics, or conduct (Community Brands, 2023). This association group found that the foundation for the member benefit can be defined in the following categories:

- Provides a common set of rules or standards for all in the profession to adhere to
- Defines best practices for the profession
- Provides a basis to meet compliance requirements for the profession
- Establishes a legal standard for the profession
- Provides a “seal of approval” that those outside the profession can look for when using or selecting services from the profession
- Helps to serve as a watchdog for the profession

Beyond the obvious member benefits above, the REALTOR® Code of Ethics stands as one of the very first professional codes of conduct for an industry. An item not mentioned above is that a Code of Ethics gives membership a reason to be proud. We can be proud that our code helps us to cooperate with each other as well as being a guideline for how we treat our clients and customers.

While all this “feel good” information helps to promote maintaining and administering a code of ethics, there are also some very real financial benefits to self-policing. When a REALTOR® agrees to be bound by the Code of Ethics, they agree to having a panel of their peers, a volunteer force, serve as judge and jury, saving members in-court costs and attorney’s fees. Particularly in the area of arbitration, legal fees could rapidly eat away at any commission one is trying to collect. The REALTOR® Code of Ethics requires that as an association we agree to offer and have available mediation for our members. This too can save thousands of dollars and often a compromise that does not damage future relationships.

Creating a culture where ethics rule is not an easy undertaking, however, the National Association of REALTORS® has a century-old tradition of doing so. It is easy to take this tremendous member benefit, built over time, for granted; perhaps because so many follow it, its administration and enforcement is not always top of mind. The code has significant value to clients and customers. When speaking to your clients, it’s important to emphasize that yes, many agents (who may or may not be REALTORS®) act ethically and professionally, but what the code brings to the consumer is the assurance that they are being served by the requirement that REALTORS® cooperate with each other in furthering the clients’ best interest.

Note: HRRR will be bringing its Code of Ethics administration back in-house in early June of 2024.



View NAR’s newest iteration of the That’s Who We R consumer ad campaign [here](#).

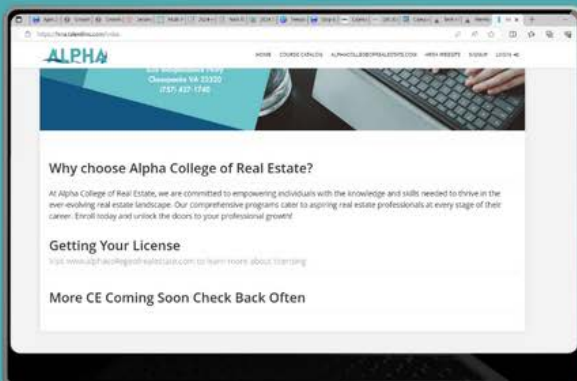
REMINDER

Don't forget! As required for REALTOR® membership, you must complete your *Code of Ethics* training by **December 31, 2024!**

Why wait? Visit nar.realtor/code-of-ethics-training to check your status and view training options today!



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Not finding what you need? Remember, we also have an agreement with The CE Shop for special pricing for HRR members if you use the Alpha-CE Shop website. Visit alphacollege.theceshop.com to view courses now!

WHY GRI?

The GRI program, offered through the state associations, but delivered locally, has often been referred to as the “Associate’s Degree of Real Estate.” While not a university degree, it brings to the new REALTOR® that well-rounded education we hear so much about from colleges and universities. The curriculum consists of 10 courses that each student must complete successfully to graduate and receive the designation. The program focuses on developing and increasing participants’ professionalism and skill set to strengthen both the value to consumers and the member’s bottom line. While licensing courses and most post-license education teaches you how to manage risk in your business and complete transactions, GRI offers you enhanced skills for ultimate success in a real estate career. This designation, unlike most others, does not require ongoing annual dues to maintain the certification.



Students working towards the GRI designation have the additional benefit of obtaining continuing education and/or post-license credit through their coursework. The course curriculum contains over 40 hours of continuing education credits and 30 hours of post-license (PL) credits. That adds up to a great value... first-year REALTORS® can complete their PL requirements and earn a designation at the same time. The coursework consists of Agency in Virginia, Sales Contracts, Business Planning, Working with Buyers, Working with Sellers, Risk Management, Ethics and Professionalism, Real Estate Law and Virginia Regulations, At Home with Diversity, and the Military Relocation Professional course.

There is no application needed in order to begin the program. Just pick your first class from our calendar and start learning! You can take them in any order



that works best for your schedule. Once you’ve taken a class, the Virginia REALTORS® membership system along with the HRRR CRM will start tracking your progress. After each class, the education team will send out completion certificates, updates on your progress, and exam grades. Once you’ve completed the program, we will notify you so you can apply to graduate. You can take the courses live here at HRRR, online or visit [VAR’s course calendar](#) to take courses all over the state, which helps to start building that quintessential referral network.

To earn the GRI designation in Virginia, you must complete the required coursework within five (5) years, receive a passing grade for each course, not miss more than 15 minutes of any module session, and hold membership in the National Association of REALTORS®. Once the criteria listed above have been completed you will receive an email requesting that you complete the application for graduation. HRRR brings in instructors from varying markets, the best in their field of business specialty, to deliver the program — instructors such as Adorna Carroll, Michelle Crumley, and Reggie Copeland, just to name a few.

Once you have completed all steps listed above, you may make use of the GRI designation on business cards, stationery, and other professional material. You can access the GRI marketing materials on NAR’s GRI graduate webpage. HRRR’s promise to you, our valued member, is to bring to you the benefit of increased professionalism and advanced education. The GRI program is a complement to our extensive designation program. For more information, visit hrrr.com/gri or contact designations@hrrr.com.

Reimagine your real estate experience.



A GRI has the power to help you realize it.

REALTORS® powered with the **Graduate, REALTOR® Institute** designation have pursued additional knowledge and skills to help guide you through any real estate transaction smoothly and easily. Whether buying or selling, experience more with a REALTOR® committed to providing the best professional service.

I'm your GRI professional. Contact me today:

PHOTO

Agent Name, GRI
Virtual Realty
123 Every Avenue
Anywhere, FL 12345
Office: 555.555.1234
Mobile: 555.555.5678
savvy@virtualrealty.com



NATIONAL
ASSOCIATION of
REALTORS®
Official Designation



GRADUATE,
REALTOR®
INSTITUTE

REALTORS® IN ACTION

Smart Growth for Portsmouth Forum, RPAC Major Investors Event, REALTORS®
Have a Heart x American Red Cross Blood Drive, New Member Orientation





ACCREDITED BUYER'S REPRESENTATIVE

TWO DAY DESIGNATION COURSE

23-24 APRIL 2024
9:00 AM -5:00 PM

Unlock New Heights in Your Real Estate Journey!

Are you a dedicated REALTOR looking to soar to new professional heights? Achieving the Accredited Buyer's Representative (ABR) designation is your key to success in the dynamic world of real estate!

REGISTRATION:

18 DEC - 30 JAN: \$229

31 JAN - 11 MAR: \$259

12 MAR - 22 APR: \$299

AT THE DOOR: \$325



FEATURING:

Adorna Carroll, DSA
*ABR/M, CRB, C-RETS,
RENE, GRI, SRES,
PSA, SRS, SFR, ePRO*

Take the Leap!

Invest in your career and take the leap towards excellence. Join the ranks of elite REALTORS with the ABR designation and witness the doors of opportunity swing wide open! Don't miss out on this chance to elevate your career and redefine your success in real estate. Act now and let the ABR designation be your passport to a brighter, more prosperous future!

Why ABR?

Specialized Expertise: Gain in-depth knowledge and expertise in buyer representation, setting yourself apart as a trusted advisor for homebuyers.

National Recognition: The ABR designation is nationally recognized, giving you a competitive edge and instilling confidence in your clients.

Business Growth: Position yourself for success by expanding your client base and capturing a larger share of the market.

Comprehensive Training: Benefit from a comprehensive curriculum designed to enhance your skills in negotiation, marketing, and client service.

Exclusive Resources: Access exclusive tools and resources to streamline your buyer representation process and elevate your service quality.

Professional Validation: Demonstrate your commitment to excellence and professionalism in the real estate industry.



TAKE YOUR EXPERIENCE TO THE NEXT LEVEL

C2EX, Your Member Benefit

In May of 2015, NAR's Board of Directors adopted the REALTORS® Commitment to Excellence, under which REALTORS® strive for excellence in a number of competencies, including the NAR Code of Ethics, the laws and regulations affecting real estate, and one's advocacy efforts on behalf of strong real estate markets and healthy communities. The Commitment to Excellence also extends to the way REALTORS® interact with one another and with consumers and to the need to maintain one's professional education. The Commitment also asks broker-owners and principals of real estate companies to maintain an environment that promotes excellent customer service.



To help oversee the Commitment, the NAR Board created an advisory board comprised of nine members, including three from the Professional Standards Committee. The board will continue to develop systems to ensure the competencies remain relevant and to provide the tools to administer the Commitment. The Program will offer each REALTOR® the opportunity to complete a C2EX Skills Assessment: a comprehensive, cutting-edge skills and personality identification system designed to measure a REALTOR®'s proficiency in the C2EX Competencies.

The C2EX Skills Assessment will produce a self-paced, facilitated path through a personalized education program, specific action steps, and tailored tools and resources based on the results of the C2EX Skills Assessment. This C2EX Journey would meet the individual needs of each

REALTOR® and maximize engagement by offering the products and opportunities identified as being of use and interest to a particular REALTOR®.

If a REALTOR® identifies in their C2EX Skills Assessment that they are a broker/manager, they will unlock a special C2EX Broker/Manager Path: a companion REALTOR® C2EX Journey for brokers and managers, offering Action Steps and Learning Prospects designed to engage their agents in pursuing increased professionalism through the Commitment to Excellence Program.

Once a REALTOR® completes the Action Steps and Learning Prospects in their REALTOR® C2EX Journey for a particular competency, they will be awarded one of the C2EX Excellence Badges: digital insignias provided as recognition of a REALTOR®'s high level of achievement in one of the REALTOR® C2EX Competencies. These success measures will allow REALTORS® to promote their progress and receive encouragement along the way. The C2EX marketing material will assist you in standing apart from nonmember agents, promoting your skills and commitment to excellence. (Reprinted from NAR)



TEAM UP WITH THE PROS!

Sharpen your skills and amplify your value with a C2EX Endorsement.

DOWNLOAD OUR APP.

Download on the App Store

GET IT ON Google Play

NAR **C2EX** REALTORS® COMMITMENT TO EXCELLENCE

REALTORS® Are Members of the National Association of REALTORS®.



MAY 16, 2024
4:00 P.M. – 7:00 P.M.

TOURNAMENT

JUNGLE GOLF

302 23RD ST, VIRGINIA BEACH

\$150 PER TEAM OF FOUR
REGISTRATION ENDS MAY 10
OR UNTIL 18 TEAMS ARE FILLED
(NO MORE THAN ONE AFFILIATE PER TEAM)

AFTER PARTY

the Shack
ON 8TH OUTDOOR ORNIS

712 ATLANTIC AVE, VIRGINIA BEACH

5:00 P.M. – 7:00 P.M.
EVENT OPEN TO REGISTERED
PLAYERS AND SPONSORS ONLY



REGISTER
NOW!

HRRR
REALTORS



VOLUNTEERISM: SUPPORTING THE COMMUNITY & BUILDING CONNECTIONS

REALTORS® and Affiliates have busy lives. It can be difficult to find extra time to volunteer while juggling professional and personal obligations. Volunteering takes many forms, whether it be manual labor or monetary donations. Finding the right fit can help you grow your connections, hone in your passions, and invest in the vibrant future of your community. Volunteering is inclusive; there are options for everyone regardless of limitations. Volunteering can be personalized depending on your skill set and time commitment. Some organizations prefer individuals or families, while others prefer big groups such as REALTORS® Have a Heart. Volunteerism is a collective effort to better the lives of volunteers and the organizations being served. Prioritizing selflessness by helping others will improve well-being, provide a sense of fulfillment, and even advance your business.



There are many benefits of volunteering, some more obvious than others. Charitable activities even improve physical and mental health. Active volunteering such as walking dogs at an animal shelter, lawn work, cleaning, and serving meals at a food drive will increase physical activity. Activities such as reading or tutoring children or playing games at a senior living facility increase mental stimulation. Volunteering is a great way to improve health without even thinking about it! People who spend time bettering the community will gain a sense of fulfillment. "The willingness to do what's needed in the moment no matter how humbling the task can put things in perspective and help grow



compassion for others while expanding our minds and worldview" (7 Mental Health Benefits of Volunteering - AbleTo, 2018). Individual values like self-confidence and commitment are congruent with group values. Volunteering can aid people in achieving optimal self-worth and happiness, thus creating better collaborative values such as common purpose and unity in group settings within charitable environments. Ultimately, the goal of volunteering is to strengthen communities.

Humanity, like the real estate industry, is bound by social connections. Giving back to the community is an efficient way to spread positivity and, hopefully, create a domino effect for those around you to do the same. Volunteering with others can advance your business by providing networking opportunities (Robinson and Segal). This is the perfect way to foster personal connections with your professional counterparts. Volunteers will quickly notice the symbiotic relationship; the more they involve themselves in their community, the more the community can benefit them. Exposure and rapport expand leads and spheres. Here are a couple of ways that HRRM members took advantage of 'volunteer networking': 1. Food Sponsorships: Our affiliates can be in-kind food sponsors at our events. They provide meals for our volunteers and give a short speech about their company before volunteering with their peers. 2. An affiliate who owned a pressure washing company offered their services free of charge to

one of our partner organizations after volunteering at an event.

Not sure where to start? Consider registering for a REALTORS® Have a Heart (RHAH) event! We handle the preparation and organization. All you must do is register and dedicate part of your day to volunteering and networking with fellow REALTORS® and affiliates. Warren Thrasher with Annie Mac Mortgage shares his reasons for volunteering, “RHAH helped me meet more people who want to give back to the community. I wanted to be more intentional with my time and who I surrounded myself with. I look forward to the endorphins I get from helping others.”

Would you like to find ways to give back? Here are some local resources:

[Have a Heart | HRR Foundation Projects | HRR Foundation volunteerhr.org/search](#)



References

“7 Mental Health Benefits of Volunteering - AbleTo.” AbleTo, Mar. 2018, www.ableto.com/resources/mental-health-benefits-of-volunteering/.

Robinson, Lawrence, and Jeanne Segal. “Volunteering and Its Surprising Benefits.” HelpGuide.org, 28 Mar. 2019, www.helpguide.org/articles/healthy-living/volunteering-and-its-surprising-benefits.htm.

HAPPENING SOON AT HRR



[Click here to view all our upcoming events and educational opportunities!](#)

Let's do more together.



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Let's get you there.

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Educating homebuyers,
Elevating real estate agents.

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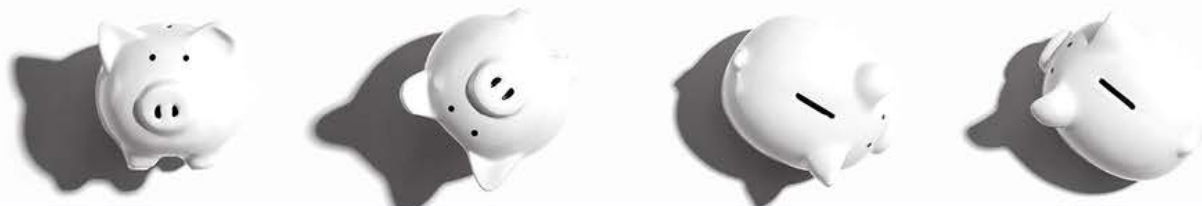


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THROUGH THIS PROGRAM!**

Here's how REALTORS® are saving

"I received my NAR Green Designation and used the discount code [on the course]! This has been an incredibly valuable tool for me to utilize to grow my real estate business. Also, I took advantage of the discount on car rentals through Avis®, Budget®, and Hertz® MULTIPLE times in the past two years. It helped fund two unforgettable road trips with my little sister two summers in a row! Thank you to NAR's REALTOR Benefits® Program! What a great resource!"

Sammi Cook-Kuehn
REALTOR® | Blaine, MN

"I have REALTORS® Dental Insurance and was pleasantly surprised at how great the coverage is compared to the plan I had outside of the program. Plus, the benefits specialists are so gracious and informative. I am grateful for this coverage."

Karen Villa Schweinfurth
REALTOR®, Broker | Everett, WA

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Contract Pitfalls

May 7, June 4, July 9
8:30 AM - 12:30 PM, \$70

Real Estate Pitfalls

May 7, June 4, July 9
1:00 PM - 5:00 PM, \$70

8 Hour Required Topics

April 23, May 21, June 18
8:30 AM - 5:00 PM, \$130

Broker Real Estate Law

April 15
9:00 AM - 1:00 PM \$300

Broker Real Estate Management 8 Hour CE

May 2
8:30 AM-5:00 PM, \$60

Designations & Certifications

Accredited Buyer Representative (featuring Adorna Carroll)

April 23-24
9:00 AM - 5:00 PM, \$299

Real Estate Negotiation Expert (featuring Adorna Carroll)

June 20-21
9:00 AM - 5:00 PM, \$229





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Awards of \$500 will be awarded to up to 3 new students to register for the Principles of Real Estate course. This includes the cost of the course and required textbooks.

DEADLINE

MAY 24, 2024 11:59 P.M.



tinyurl.com/HRRF-scholarship



Welcome, New Members!

Ahmad Fahmy - Iron Valley Real Estate Red Mill
Andrew Dekraker - RE/MAX Prime
Anthony Webb - Iron Valley Hampton Roads
Antionette Chambers - Hampton Roads Military Relocation LLC
Barbara Griffin- The Bryant Group
Berenice Garcon - Own Real Estate LLC
Brandon Simpson - 1st Class RE Coastal Breeze
Brandon Spinner - BHHS RW Towne Mt Pleasant
Brianna Neave - Creed Realty
Casajae Stuckey - World Class Property Management
Casey Bryant - AtCoastal LLC
Ceaira Tinsley - Howard Hanna Real Estate Services
Christian Hair - Better Homes & Gardens Real Es
Christopher Rhoads - Own Real Estate LLC
Craig Burton - Howard Hanna Real Estate Services
Danielle Adams - Swell Real Estate Co.
David Moose Sr - Weichert REALTORS®-KBL Companies, LLC
Dimas Rodriguez III - The Real Estate Group
Dominique Dickens - Iron Valley Real Estate Red Mill
Duane Brown Sr. - ERA Real Estate Professionals
Eduardo Garcia - Iron Valley Real Estate Virgin
Gavin Cahoon - LPT Realty, LLC
Grace Farah - Iron Valley Real Estate Virgin
Jana Locklear - GreenTree Realty INC
Jennifer Haeffner - BPRE
John Turner - Own Real Estate LLC
Joseph Daversa - Own Real Estate LLC
Laurie Seeley - Exit Realty Professionals

Lydia Shaffer - eXp Realty LLC
Michelle Wiggins - Creed Realty
Nicole Nowak - BHHS RW Towne Realty LLC
Nina Boyce - Exit Realty Central, DeztiyNi Consulting LLC
Ryan West - Triumph Realty Group LLC
Samuel Caviness Jr - Iron Valley Hampton Roads
Seba Walters - Coldwell Banker Now
Selena Sloan - Weichert Realtors-KBL Companies, LLC
Stephanie Leonard - Real Broker, LLC
Susan Reber - The Real Estate Group
Tracy McColgan - The Real Estate Group
Victoria Bairey - GreenTree Realty INC
Wendy Bates - Seaside Realty
Zynia Hampton - The Real Estate Group

NEW BROKER FIRM

LPT Realty LLC

NEW SECONDARY MEMBERS

Mary Celestin-Gaither - Century 21 Gold Market Realty
Monica Curry - Epique Realty
Thomas Karras - Vylla Home

NEW AFFILIATE COMPANIES

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The Closing Table



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