

FORT WAYNE AREA ASSOCIATION OF REALTORS®

Membership pays for itself!

If you are not already a REALTOR® member, you're missing out on the following REAL DOLLAR BENEFITS!

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| One-time State application fee | \$100.00 | Indiana Association of REALTORS® membership fee |
| Local application fee | 0.00 | <i>\$100 FWAAR membership fee currently waived!</i> |
| National advertising assessment | <u>20.00</u> | NAR Public Awareness campaign fee |
| | \$120.00 | |
| 2-day 16-hour FWAAR Continuing Education (CE) package | <u>-78.00</u> \$42.00 | Non-members pay \$175.00! <i>SAVE \$78.00, pay only \$97.00!</i> |
| 2.5 hours Code of Ethics training for NAR | <u>-25.00</u> \$17.00 | <i>SAVE \$25.00, FREE at New Member Orientation</i> |
| Future Continuing Education classes | <u>-20.00</u> \$3.00 | <i>FREE \$20.00 gift certificate for future use!</i> |
| General Membership / Induction Lunch | <u>+\$10.00</u> \$13.00 | <i>FREE lunch at General Membership meeting!</i> |
| National Association of REALTOR® magazine | \$13.00 <u>+\$56.00</u> \$69.00 | <i>FREE subscription</i> |

(Values and calculations subject to change.)

Most importantly, becoming a REALTOR® member enables you to take advantage of many “intangible” benefits - programs that improve your business performance, enhance your professional image, and increase your profitability.

Membership Benefits

Locally, through FWAAR:

REALTOR® ROSTER LISTING

Become a FWAAR REALTOR® Member and you'll be included in our online "Find an Agent" search at www.fwaar.com, a useful search tool for people looking to engage the professional assistance of a REALTOR® to buy or sell property!

REALTOR® BROWN BAG LUNCHEES

Join us at the FWAAR office the third Wednesday of each month for a FREE session to help you be a better REALTOR®! The topics of discussion include technology tips to help make you more efficient, discussion of tax issues, financing, and new industry practices. All sessions are FREE, so grab a carry-out lunch and join us from 12:00 noon to 1:00 p.m.

NEWSLETTER

As a member of FWAAR, you'll automatically receive our print edition Newsletter, covering all the latest developments in the Association and Multiple Listing Service, plus member news, Calendar of Events, upcoming education offerings, news of current industry and Association events, and more! Plus, you'll have access to the electronic Newsletter archives via the website, at www.fwaar.com.

MEMBER DISCOUNTS

You will receive a discount card that fits conveniently in your wallet and enables you to enjoy discounts at several local retailers. Simply present the card and get the discount described on back of the card, up to 50% off! In addition to the discounts offered by presenting a Member Discount Card, a variety of discounted admission tickets and coupons for services are available from time to time through the FWAAR office. Examples include car wash discount books, movie passes, and attraction admissions.

MEMBERS ONLY WEB ACCESS

Additional local resources are available to members at www.fwaar.com, including access to the Calendar of Events, public records, computer support resources, broadcast bulletins, and many other industry resources.

FORMS

FWAAR members are entitled to utilize the industry's first real estate forms provider, ZipForm™. Choose from two options to create custom forms for nearly all real estate transactions. ZipForm™ solutions will make you more productive, more efficient, and more successful! "Local" forms are also available FREE to members, and feature language approved by the Allen County Bar Association. These forms are available *exclusively* to REALTOR® members and FWAMLS subscribers, and carry the REALTOR® brand, and are always in stock. Additional forms, such as Lead Base Paint Disclosures, are also available at a great cost savings!

INDUSTRY NETWORKING

FWAAR members enjoy a number of events and activities throughout the year that bring real estate professionals together, including the annual Golf Outing, and a variety of Association-sponsored community events such as theatrical productions and Habitat for Humanity building projects. The Association also hosts and organizes housing symposiums and political action fundraisers. You may also become involved in committee and/or task force activities that directly affect the organization and industry locally including Fair Housing, Professional Standards, the MLS, and Board of Directors.

Statewide, through IAR:

FREE TECHNOLOGY HELPLINE

As a member of the Fort Wayne Area Association of REALTORS®, you're also a member of the Indiana Association of REALTORS® (IAR), which brings a broader scope of services, including the FREE Technology Helpline! Call toll-free at 1-866-232-1833, use email, or log on to the Helpline website for technical assistance with applications such as Windows, MAC, Palm, Top Producer, MS Office, Internet Explorer, and all major hardware and peripheral brands! The Helpline is available Monday through Friday from 9 a.m. to 5 p.m. Eastern time.

MERCHANT & SERVICE DISCOUNTS

The IAR has partnered with yet more companies to offer discounts on products and services. ADT Security Systems, Global Holidays Travel Programs, AFLAC, UPS, and others offer a variety of services at special member discounts.

Nationally, through NAR:

(See NAR member benefits)

REALTOR® VIP ALLIANCE PROGRAM

As a FWAAR member, you're also a National Association of REALTORS® (NAR) member, which brings you member benefits galore! Enjoy the NAR's partnerships with national companies such as Hertz, Lowe's, Xerox, Dell, and more and save up to thousands of dollars annually!

PROFESSIONAL RECOGNITION

Now in its seventh year, the NAR's ongoing Public Awareness Campaign has resulted in a significant increase in consumer perception of the value REALTORS® bring to the home buying process, which increases your value in the marketplace. Members enjoy the full benefit of this effort only when they identify themselves as REALTORS®. Leverage the power of our national advertising by putting our logo on your business card and wearing your REALTOR® pin.

REALTOR® STORE

The REALTOR® Store online at www.realtor.org is the official online Real Estate resource offering publications direct from the NAR, plus the Real Estate Bookshelf, featuring other great products.

REALTOR® MAGAZINE

All members enjoy a FREE subscription (a \$56 value!) to REALTOR® Magazine, and have access to REALTOR® Magazine Online. Combined, these are dubbed "the business tools for real estate professionals"! Articles, columns, feature stories, website and book reviews, and a comprehensive suite of business tools and practical tips make up the print and online versions of these invaluable resources.

REPRESENTATION

Making sure that your voice is heard is one of the primary advantages of being a member. From lobbying to grassroots advocacy, the power of being part of over one million members works for you on Capitol Hill every day. The REALTORS® Political Action Committee is the largest and most influential of its kind in the nation!

EDUCATION

Both NAR and its affiliates offer professional designation programs acknowledging experience and expertise in various real estate sectors. REALTOR® University Online provides over 100 hours of real estate classes including NAR's Designation Courses. e-PRO® is an online certification course that will enhance your skills and abilities to help you succeed in this demanding high t-tech marketplace.

ANNUAL MEETINGS

Held in November of each year, the REALTORS® Conference & Expo features information sessions on industry trends and practical business topics as well as hands-on training. Held every May, the REALTORS® Midyear Legislative Meetings & Trade Expo is your chance to make your voice heard in the association and on Capitol Hill.

CODE OF ETHICS

The REALTOR® Code of Ethics provides a high standard for all REALTORS® to live up to as well as providing an important difference to consumers.