



Charlotte Regional Realtor® Association

Charlotte Regional Realtor® Association Member Benefits

Association Staff

Charlotte Regional Realtor® Association is a professionally managed association with a full-time staff available Monday-Friday, 8:30 a.m.-5 p.m., to help with any member needs. The Carolina Multiple Listing Services, Inc. (CMLS) Help Desk is also available by phone on Saturdays, 8:30 a.m.-3 p.m.

The association's CEO is an ambassador on local, state and national levels for the interests of Realtors®. The association members gain the visibility of membership in a large, regionally recognized trade association. The association also has a professional public-relations staff that works with local and regional media to create maximum positive exposure for our Realtor® members.

Broker-in-Charge Briefings

These meetings are designed to inform the association's Designated Realtors®/Member Participant about important association and MLS issues.

Carolina Multiple Listing Services, Inc. (CMLS)

As a member of a Realtor® association, including Charlotte Regional Realtor® Association, members can join CMLS. CMLS is the private cooperative Realtors® use for access to tens of thousands of residential listings in a 10-county service area, including the high-growth Charlotte area, as well as listings outside this service area.

Charlotte Regional Realtor® Association Housing Opportunity Foundation

The Housing Opportunity Foundation, a charitable 501(c)(3) organization, is the heart, soul and conscience of the association. The foundation is dedicated to funding, education, advocacy and leadership programs that are focused on fair and affordable housing and workforce-housing initiatives. The foundation serves to empower Realtors® as leaders and advocates who affect a better quality of life in the region.

Diversity Council

The mission of the Diversity Council is to strengthen, encourage and increase

diverse members' participation and leadership within the association. Members will include all constituencies within the association's community with a focus on constituencies underrepresented in leadership.

e-Headlines and Broker-in-Charge News

Weekly e-mail newsletters are sent to members as a quick way to disseminate important industry and association information, as well as to remind members of billing and event-registration deadlines.

Equal Opportunity/Fair Housing

Equal opportunity and fair housing information is easily accessible to members on the association's Web site, as well as through other association publications. The association works closely with other agencies that have similar fair-housing goals.

Foundation's Workforce Housing Certificate Program

The Workforce Housing Certificate Program's purpose is to educate Realtors[®] about the special needs of first-time buyers, and those needing financial assistance and homeownership education. Participants must attend the five educational events of the program within two years to earn the local designation of *Workforce Housing Specialist*. Through the certificate program, the public is able to more readily identify Realtors[®] who have acquired the education and skills to handle real estate transactions in the workforce-housing market.

Free Computer Training

Free computer classes are offered to all CMLS Subscribers and association Realtor[®] members. Classes are available on Microsoft Word, Excel, Publisher, PowerPoint, Comparative Market Analysis (CMA) Wizard, Client Gateway, Realist Tax System, TEMPO and Courthouse Retrieval Tax System (CRS).

Free Member Events

Special events such as the annual Holiday Luncheons (Charlotte and northern region), Installation & Awards Gala, Charlotte Regional Realtor[®] Association Candidate Fish Fry, Realtor[®] EXPO and others offer excellent networking opportunities.

Government Affairs and Political Advocacy

Political clout is one of the benefits of our tireless lobbying efforts on the regional and state levels. Our government-affairs staff protects members' interests locally, as well as in Raleigh and Washington, D.C., and serves as a voice in crucial issues such as environmental legislation, zoning changes, tax initiatives, transit and road issues, and restrictive-growth policies.

Each September, members can meet local candidates at the annual association Candidate Fish Fry. By contributing to the Realtors[®] Political Action Committee (RPAC), members gain support of bipartisan candidates who are friendly to

Realtor® positions on legislative issues.

Members also can become active with lobbying on issues through the affiliated Real Estate and Building Industry Coalition (REBIC).

Members learn more about local issues and upcoming legislation through special events, RPAC/Government Affairs Committee meetings and articles in the association's Realtor® Reflections magazine.

Grievance and Mediation Services (Professional Conduct)

Association members are bound by the National Association of Realtors® Code of Ethics for conduct, which exemplifies the highest standards of the profession. The association provides a Grievance Committee and Professional Standards Committee that are trained in the code of ethics and arbitration so that all members are afforded due process. Complimentary mediation services are also offered.

Leadership Development Program (LDP)

LDP offers a select group of members the opportunity to learn more about themselves, their professions and the communities they serve. The program grooms Realtors® to become future leaders at their offices, in the community and at the association.

The Mingle School of Real Estate

Mingle School offers a wide variety of continuing-education (CE) and professional-development choices, including mandatory updates, interesting and timely elective courses, broker education, professional-career training, general review courses, and exam preparation. Mingle also brings CE and broker classes to your neighborhood with classes in Cornelius, Matthews, Mooresville, Pineville and the University area. Many courses are available online.

Association members enjoy discounted registration fees for Mingle classes. Mingle also offers a 100 percent money-back satisfaction guarantee on all CE courses. Depending on the class time, members also enjoy a free continental breakfast and/or afternoon snack.

Mingle also offers advanced courses and designations to Realtors®. Realtors® can attain prestigious credentials, expand their skills and extend their markets. Mingle offerings include Accredited Buyer Representative (ABR), Certified Residential Broker (CRB), Certified Residential Specialist (CRS) and Certified International Property Specialist (CIPS).

New or Veteran Agent (NOVA) Training Program

The NOVA program is an opportunity for members to elevate their skills and excel in the real estate industry. Whether they are new to the industry or a veteran agent, NOVA will help maximize their potential and increase their chance

of success. The 11-course program covers a wide range of topics, from reviewing license law and N.C. Real Estate Commission rules, to building effective interpersonal communication skills. The program helps agents gain new understanding in the areas of business planning, setting financial and professional goals, developing marketing and advertising plans, building client relationships, providing a higher level of customer service to buyers and sellers, measuring results and much more.

Realtor[®] EXPO

This event offers many educational opportunities, great keynote speakers and a trade show to provide Realtors[®] with important information. This members-only event gives Realtors[®] the opportunity to network with other real estate professionals, enjoy great food and fun, and learn more about the real estate industry and ways to succeed in the profession.

Realtor[®] Reflections Magazine

Reflections is a professional, quality and award-winning magazine that is mailed bimonthly to Realtor[®] members. It is full of real-estate industry information and ideas to help Realtors[®] improve their businesses and stay on top of the latest real estate trends, technology issues, MLS updates and association news.

Realtor[®] Store

Your source for quality real estate materials and more. Discounts are available only to association members. The Store makes it easy for Realtors[®] to purchase real estate-related materials at competitive prices in our office or online.

Supra Electronic Lockbox System

This system is a convenient, secure and easy-to-use real estate tool. By leasing a Supra key, agents are able to gain access to numerous MLS listings to show potential clients. In addition, the electronic lockbox records all agent entries into a property, providing the listing agent with a clear picture of who has shown their property. Supra's secure system is a great way to keep your client safe and protected. Not only will you know who has entered a property, but Supra has designed their lockbox to operate on a timed-access restriction. Properties can be shown daily from morning into early evening and then will shut down, protecting the client from unwanted late-night entries.

Workforce-Housing Advocacy and Education

These are issues that the association takes very seriously. The foundation and Fair and Affordable Housing Advisory Council (FAHAC), made up of volunteer Realtors[®], strive to keep members aware of workforce-housing issues through education, programs and activities. The association makes every effort to be a workforce-housing information resource for the public and members.

CarolinaHome.com Web Site

Our Web site offers limited-online public exposure for all MLS listings and

association members. Updated nightly, www.CarolinaHome.com offers tools to search for agents and listings through the Find-A-Home and Find-A-Realtor[®] features. In addition, CarolinaHome.com offers a members-only area devoted to keeping members informed with up-to-date information and helpful tips. Members also can pay bills, register for events, enroll in computer classes, sign up for Mingle School of Real Estate classes and shop at The Realtor[®] Store online through our secure site.

Volunteer Opportunities

Members can put their knowledge, skills and interests to good use by volunteering on any of the numerous association committees. Committees meet on an as-needed basis. Beginning in September, members can go online to advise staff of their volunteer interests for the following calendar year.

Membership in the Charlotte Regional Realtor[®] Association is one of the simplest ways to enhance your potential for success and achieve your professional goals.