



“What do I get for my dues?”

Following is an exhaustive list of member benefits at the local, state, and national levels (HRRRA, VR, and NAR, respectively). There’s a reason for every dollar of your annual dues!

1. You pledge yourself to abide by a strict Code of Ethics and professional standards, raising your profile as one who goes above and beyond.
2. The Hampton Roads REALTORS® Association (HRRRA) is the largest REALTOR® trade association in Southeastern Virginia with over 3,500 REALTOR® and over 600 Affiliate members.
3. You are part of a long tradition of service and leadership stretching back to 1886 when the predecessor of HRRRA was founded.
4. You have access to the signature “I am one®” REALTOR® pride and awareness campaign.
5. You are part of the esteemed Center for Real Estate Professionals.
6. You have access to ever-present and ongoing resources for continued professional development.
7. You have the resources to stay on the cusp of latest marketing trends.
8. You gain tools and resources from the three powerhouse real estate associations (HRRRA, VR, and NAR) to enhance your ability to achieve business success.
9. You have automatic membership in the National Association of REALTORS® (NAR), the largest professional trade association in the country with over 1.3 million members.
10. You have automatic membership in the Virginia REALTORS® (VR), the largest of all trade associations in the state.
11. You have access to FREE legal advice at the monthly REALTOR®/Lawyer Forums. Members report that the value of this alone far exceeds the annual dues amount.
12. As a member of HRRRA, VR and NAR, you are an industry influencer.
13. You dignify yourself as more than just a real estate licensee. You gain esteem as a REALTOR®.
14. You raise the bar of standards in the industry by being a REALTOR®.
15. You have the distinction as a REALTOR® of being a person who goes the extra mile to demonstrate professional excellence.
16. True success starts with trade association membership.
17. You get a timeline for what to do in your first month of real estate to build a foundation for success.
18. You receive guidance for what to do in the first three months of your real estate career to add stability to your career.
19. You receive a breakdown of steps to take during your first six months of real estate to create a funnel of success for your bottom line.
20. You receive a list of all that you should accomplish in your first nine months in real estate to establish your presence as a true professional in the industry.
21. You balance business success with strong ethical practices.
22. You gain the top show of professionalism in the industry with membership, education and advocacy.
23. You have the opportunity to “be the difference” in the real estate industry.
24. You join in the important work of building a stronger, more effective industry.
25. In the minds of consumers, abiding by the Code of Ethics is a prominent reason for utilizing the services of a REALTOR® instead of a non-member agent.
26. All have access to all the tools you need for real estate success from the start of your career to retirement where you can finish on top.
27. You instantly connect to a network of the top industry professionals in property management.
28. You instantly connect to a network of the top industry professionals in real estate sales.
29. You can get training to become a broker.
30. Every month the *Hampton Roads REALTOR®* magazine is sent to the homes and offices of all members to keep you well informed of industry trends and association activities..
31. An archive of *Hampton Roads REALTOR®* magazine past issues is also available online only to HRRRA members.
32. You share the influence that comes from HRRRA’s history of election endorsements.
33. You benefit from a variety of helpful and instructional videos from all three associations.
34. HRRRA provides active Government Relations staff at the local level.

35. HRRRA and VR provide active Government Relations staff at the state level.
36. NAR provides active Government Relations staff at the federal level.
37. HRRRA provides a trained and certified staff administrator for Ethics and Arbitration.
38. HRRRA staff includes two Certified Public Accountants (CPAs) to ensure that association funds and assets are handled with best practices.
39. HRRRA staff includes an attorney.
40. HRRRA also retains outside legal counsel.
41. HRRRA is audited every year by an outside CPA firm.
42. HRRRA's education staff offers a variety of professional development, designations, certifications and continuing education sessions for your every need.
43. HRRRA's education staff stays engaged with the Virginia Real Estate Board so that HRRRA has the very best courses that members can find.
44. HRRRA's education staff delivers both classroom and online products.
45. HRRRA's graphics staff delivers timely print and digital communications so that you stay informed.
46. HRRRA's member services staff assists dozens of members every day with a wide variety of requests.
47. HRRRA's public relations staff garners media recognition for REALTOR® activities in print, broadcast and online media.
48. HRRRA's experienced staff plans dozens of member meetings and events every month.
49. HRRRA's staff supports dozens of volunteer leaders who are working for the benefit of every member.
50. Distance learning that allows you to gain knowledge and increased experience from the comfort of your home or office.
51. You are allied with the protection and preservation of private property rights.
52. You benefit from mentorship from fellow members, including the most successful real estate professionals locally.
53. You have access to ever-present resources for continued professional development.
54. You stay at the cusp of latest marketing trends.
55. You have free access to a portfolio of standard forms and contracts that you can easily search and put to use for your business.
56. As a member of the trifecta of three REALTOR® associations, you automatically become an industry influencer.
57. You stay up to date on the latest legal updates that impact our industry and businesses.
58. Membership includes opportunities for regular contact with an existing list of other REALTORS®.
59. You have ample opportunities to advocate for and empower your success, as well as protect your opportunities.
60. You gain what you need to know to continue to minimize risk.
61. You keep your fingers on the pulse of our area's REALTOR® scene with the monthly *Hampton Roads REALTOR®* magazine.
62. You can download and use the professionally-produced "I am one®" video and other HRRRA marketing tools to explain what you bring to the table as a REALTOR®.
63. You can track the latest changes in tax codes with the latest tax laws.
64. You have constant information to update and run an influential and continuous marketing game.
65. You receive weekly industry insights in the eREALTOR® email sent out to all subscribing HRRRA members.
66. As a HRRRA REALTOR®, you have a strong, unified presence among city councils, planning commissions, the General Assembly and with legislators.
67. NAR recently created the Center for REALTOR® Financial Wellness, a program to help you be financially solvent and independent in both your career and at retirement. Learn more at FinancialWellness.realtor.
68. Benefit from the helpful and instructional videos from all three associations: HRRRA, VR, and NAR.
69. Experienced guidance to a thorough education to become a champion negotiator.
70. Cultivate relationships with other industry professionals and peers through travel around Virginia.
71. RPAC supports efforts to elevate awareness of issues that impact the way the industry operates.
72. Be published for free in HRRRA's "REALTORS® on Call" on the first Saturday of each month in the Home + Living section of The Virginian-Pilot and on Pilotonline.com. (Want to contribute? Email vhecht@hrrra.com.)
73. Be published for free in HRRRA's "REALTOR® Q&A" on the second Saturday of each month in the Home + Living section of The Virginian-Pilot and on Pilotonline.com. (Want to contribute? Email vhecht@hrrra.com.)
74. Be published for free in HRRRA's "Condo Conversations" on the fourth Saturday of each month in the Home + Living section of The Virginian-Pilot and on Pilotonline.com. (Want to contribute? Email vhecht@hrrra.com.)
75. Be a featured REALTOR® in HRRRA's "I am one®" ad on the third Saturday of each month in the Home + Living section of The Virginian-Pilot and on Pilotonline.com. (Contact your rep at Pilot Media to reserve your spot.)
76. Star in teaser videos for HRRRA's councils, committees and advisory group events to grow your comfortability in front of the camera—a skill that can benefit your own business marketing! (Want to star? Email vhecht@hrrra.com.)
77. Enjoy at least 120 free lunches, breakfasts and dinners annually if you attend HRRRA's council, committee and advisory group meetings, which are held monthly, bimonthly or quarterly.
78. BONUS! Not only will you feed your stomach when you attend these gatherings noted in No. 77, but you'll feed your mind as well!

79. And did we mention the door prizes at these events in No. 77? Always so many door prizes thanks to our generous Affiliates.
80. Need a new water bottle? How about a cup whose lid stays on even if you drop it? How about a great coffee mug? Our “I am one[®]” campaign has all the swag you need to share your REALTOR[®] pride AND help keep you hydrated.
81. Speaking of hydrated, have you checked out our fabulous new combination water fountain/water bottle refill station? Avoid soda and drink good old cold H₂O. Help the environment and hydrate, too. Are YOU getting your eight glasses a day?
82. Or, if you need something a little stronger than water, the coffee pots are always brewing for you at HRRRA. Just steps from the water-bottle station are pots of free, energy-boosting caffeine!
83. Speaking of nifty free stuff, did you know there’s a shoe-polishing machine between the bathrooms in the HRRRA lobby? Step out in style with a nice shine. Just insert foot (in shoe), turn on and buff!
84. And speaking again of free stuff, why buy stickie notes, notepads and other office supplies? Our generous Affiliates distribute these types of promotional materials at meetings and forums. Heck, they have koozies, mini-flashlights, great nail files, tiny tool kits and more that they routinely give away. Thanks, Affiliates!
85. Want EVEN more free stuff—stuff you can give potential clients? HRRRA’s YPN and other committees/councils advisory groups occasionally do pop-by workshops sponsored by our generous Affiliates. Load up!
86. Want to learn about and try out the newest smartphone apps to help your business? YPN holds education sessions with step-by-step instructions and live demos.
87. While we’re talking about apps, have you downloaded RPR[®] Mobile yet? It’s free ONLY to REALTORS[®] and has up to 166 million listings nationwide.
88. Want to elevate your profile to potential clients as a data expert? Check out NAR’s Realtors Property Resource, or RPR[®], at www.narrpr.com.
89. Help folks in other markets (parents in another state looking for a home, for example) find a home by using RPR[®], which gives you access to 166 million listings nationwide.
90. RPR[®] is an invaluable member benefit offered exclusively to REALTORS[®] at no additional cost. RPR[®] services every segment of the real estate industry: Residential, Commercial, Brokers, Appraisers, Associations and MLSs.
91. No third party or public access—guaranteed—with RPR[®]. The only way a non-REALTOR[®] has access to the data in RPR[®] is through an RPR[®] report that has been created, branded and sent by a REALTOR[®].
92. RPR[®] was created by NAR for the sole purpose of providing REALTORS[®] with the data they need to meet the demands of clients.
93. RPR[®] offers exclusive access to analytics and custom-branded reporting tools that can be printed, emailed or texted from anywhere at any time.
94. Did you know that RPR[®] has a “new user” series at blog.narrpr.com/agents/new-user-series/?
95. Better yet, did you know that HRRRA offers in-house training for beginner and advanced RPR[®] users, usually once per month?
96. Did you know that HRRRA operated Alpha College of Real Estate, with campuses in Chesapeake, Newport News and Virginia Beach?
97. Did you know that HRRRA’s Alpha College of Real Estate offers both day and night classes to accommodate any type of schedule?
98. HRRRA’s free RPR[®] classes are taught by a successful local broker, proud HRRRA member and RPR[®]-certified instructor. Sign up today at HRRRA.com!
99. RPR[®] will even bring the classes to YOUR office! Just contact instructor Doug Wolfe.
100. With RPR[®] you can add your own notes and photos to any property. They’re private to you, but you can easily include them in your reports.
101. RPR[®] gathers all available data on a property and organizes it for your benefit. Add your local market knowledge and you’re set.
102. According to NAR’s RPR[®], “From MLS/CIE and public records to mortgage history and school attendance zones, RPR[®] has the data your clients want.”
103. RPR[®] is continually expanding to help make it easier to do your business. Check this out: “RPR’s newest integration offers yet another time saving benefit for REALTORS[®] rattled by the need to jump from one platform to another when creating sales forms. Now, REALTORS[®] who use zipForm[®] can go directly to RPR[®]’s Property Details page from zipForm[®], and vice versa, via one simple click. The integration also allows REALTORS[®] to create new zipForm[®] transactions using public records information from RPR[®].”
104. Schools sell homes. Use RPR[®] to help you with school data. An important feature is ratings, test scores, enrollment, student/teacher ratios, and nearby property listings within the attendance boundaries of a school district or geography. Dive into the Advanced Search with filter options such as elementary, middle and high school or the ability to search by school name.
105. Speaking of schools, this RPR[®] feature makes the grade! RPR[®]’s new School Report summarizes student population, testing outcomes, parental reviews, ratings and contact information about a public or private school. You can compare schools within a district or a specified radius, and/or select up to 20 nearby listings to include in a report.
106. Did you know you can create a property flyer with RPR[®]? According to RPR[®] “A handy tool for open houses, buyer’s tours and even that new lead that you want to respond to right away, the new Property Flyer is a quick and easy way of marketing any property.”

107. RPR®'s "Broker Tool Set" has a variety of resources just for brokers, owners, managers and companies. You can begin by branding RPR® and all related reporting for your agents, then dive into market metrics via the Data Tools, and promote preferred affiliated service providers.
108. As a broker, RPR® can help you make your job easier. Customize RPR® to reflect your organization's unique brand, which reinforces a consistent image and value to your agents.
109. As a broker, with RPR® you can create customized market activity reports that include productivity, listing, sales and market share metrics. You can even compile stats across multiple MLSs for a true picture of your company's performance.
110. Give your Affiliates a helping hand. Through RPR® you as a broker can promote mortgage, title, home warranty, insurance, or other specialized services to agents on your branded RPR® platform and in reports presented to clients.
111. Check out the RPR® Broker AVM. Display a customizable AVM on your website or Intranet. It loads quickly and is easy to set up.
112. RPR® offers helpful online tutorials for brokers on its broker-g geared services.
113. RPR® helps commercial pros generate persuasive, decision-making data and reports for all types of clients with RPR® Commercial. It's a "one-stop-shop" for comprehensive market data and analysis.
114. RPR® Commercial's reports help agents and business owners match the best location with the most suitable target audience by using demographic, psychographic and spending-data information.
115. RPR® knows that bridging the gap between target audiences (whether consumer or labor) and business owners is critical to the success of an enterprise. Practitioners can use RPR®'s Best Business Report to pinpoint the over- and underrepresented business types in a specific geography.
116. RPR® Commercial has thematic maps to view demographic information overlaid in your defined "area of interest." It allows you to see locations of interest with the highest concentration of the indicator. You can even select points of interest to examine sales volume and the number of employees for businesses.
117. RPR® offers helpful tutorials for those considering going commercial or already in the commercial sector.
118. Appraisers can use RPR®, too! Check out the Sales Comparison Analysis and Valuation Workbook, which helps appraisers create in-depth reports using advanced analysis and property valuation best practices.
119. RPR® has a great video tutorial about "geographic farming" at blog.narrpr.com/video-learning/rpr-guide-geographic-farming/ for members who use the free, wonderful resource that that is RPR®.
120. There is also a fantastic tutorial video for RPR® users called "The RPR® Guide to Working With Buyers." Check it out at blog.narrpr.com/video-learning/rpr-guide-working-buyers/.
121. HRRRA's Government Affairs Committee and its forums bring movers and shakers to you. Where else are you able to hear from all of South Hampton Roads' superintendents of schools in one setting and engage in Q&A with them?
122. HRRRA's Government Affairs Form brings legislators to HRRRA while the General Assembly is in session or right before session (or even on break from session) to bring you the latest legislative news directly from the source.
123. Meet MULTIPLE legislators at once (and share your concerns about real estate) during HRRRA's annual Wine & Cheese Social.
124. Bonus: When you attend the Wine & Cheese Social, you get great food and drinks but also the chance to win door prizes galore and even take part in a silent auction.
125. Speaking of socials, HRRRA can help you learn your way around Hampton Roads geographically while you grow your network. WHY? Because YPN's socials are held all across Hampton Roads at restaurants, wineries, breweries and other venues. Discover new places while meeting new people.
126. YPN's socials often include games, so you can get your game on with some friendly competition. How's that for getting to know other REALTORS® and Affiliates and growing your network?
127. HRRRA's YPN Tides Baseball Outing allows you to enjoy our hometown team along with your REALTOR® and Affiliate friends, family and other colleagues for a discounted ticket price.
128. HRRRA's annual Tides Baseball Outing is held in conjunction with Harbor Park's throwback-pricing night...all hot dogs, soda and popcorn for just 50 cents each. Feed the whole family for \$5!
129. HRRRA is always on hand at the Tides Game Outing to share "I am one" REALTOR® price swag, take photos and create video. You can be a star, so ham it up! And who needs the park's T-shirt cannon anyway? We've got lots of great HRRRA stuff for all.
130. While we're on the topic of YPN and sports, YPN also offers REALTOR® Night at the Rink at Norfolk Scope in support of the Admirals. Enjoy discount tickets through HRRRA while supporting the home team.
131. HRRRA's REALTOR® Night at the Rink also coincides with throwback-pricing night. More cheap food and drinks. SCORE!
132. HRRRA's REALTOR® Night at the Rink is a great way to get out of the house when you're tired of being cooped up for the winter...and you get to mix and mingle with your HRRRA friends. And, hey, if you're lucky, you'll see one of those legendary hockey fights! ("I went to a fight and a hockey game broke out." LOL.)
133. Let's talk about a full day of education, networking, special speakers and swag! Have you attended HRRRA's Member Expo each spring? This event is your one-stop shop as a REALTOR®.

134. Let's talk about that Expo. In addition to playing games, meeting the booth vendors and learning about Hampton Roads' new homes communities, you'll score so much free swag from all the booths that you will fill up a big tote bag. Hey, HRRRA provides the tote bag, too!
135. Bonus: When you attend HRRRA's Member Expo, you have the opportunity to win tons of door prizes. Each booth generally has a nice giveaway.
136. Did we mention you'll score free lunch, a coffee bar and countless snacks at the Expo to keep you fueled?
137. You need to know your REALTOR® safety. HRRRA's Member Expo also offers a free safety demonstration. Safety should always be top of mind!
138. NAR has a wealth of safety tips, techniques and resources at nar.realtor/safety. Safety first!
139. Let's storm the Hill! Seriously, HRRRA is proud to take part in Virginia REALTOR®'s annual Economic and Advocacy Summit (virginiarealtors.org/events/2018advocacysummit/), formerly known as REALTOR® Day on the Hill, in Richmond to meet Virginia legislators *en masse* and share your real estate concerns.
140. HRRRA offers a free bus to Richmond and back for the annual Economic and Advocacy Summit, formerly known as REALTOR® Day on the Hill.
141. On the bus to Richmond you'll enjoy free breakfast on the way to the Economic and Advocacy Summit, plus you'll enjoy free snacks on the way back, all thanks to our generous Affiliates.
142. Did we mention HRRRA's free bus to the Economic and Advocacy Summit bus has Wi-Fi? You can work while riding back and forth to Richmond. Or, chat up your fellow passengers. Or, just have a snooze!
143. HRRRA's annual Chili Cook-Off & Tailgate Party is one of the association's most popular events, and it's free, too. Sample the competitors' chili recipes, enjoy a cool drink, groove to live music and win prizes while networking with Affiliates and your fellow REALTORS®. It's a great evening, AND you won't have to make dinner.
144. Have a competitive spirit? Like to strut your athletic stuff? Build team spirit within your own company and as REALTORS® or Affiliates in general by taking part in the annual REALTORS® vs. Affiliates Kickball Tournament each spring. It's free, too. Bonus: The players get their photo in *The Virginian-Pilot* and other publications. Bragging rights and publicity? Double score.
145. Have a creative side? HRRRA's annual PaintFest® lets you put your talents to use by helping not one, but two, local charities.
146. PaintFest® also includes great food and beverages (another free meal), music, door prizes and fantastic networking in a relaxing environment. It really is a soothing way to find your Zen.
147. You receive a subscription to *Virginia REALTOR® Magazine*, which publishes resources for members.
148. You can be an active part of protecting and preserving private property rights.
149. You get the knowledge to help you explore the depths of the market to understand how changes directly affect you AND your clients.
150. You learn the means to adapt to the fluctuating changes in the market.
151. You have instant access to top technology to make your job easier and more effective.
152. You have access to all you need to show clients your commitment to them and their best interests which distinguishes you from the competition.
153. You gain what you need to provide better customer service to every client.
154. You cultivate lasting business and community connections.
155. You connect to a network that will help you build solid and productive relationships.
156. You declare your passion for excellence in our industry as an official REALTOR®.
157. Your membership shows you're willing to go above and beyond what is merely required by law.
158. You gain an understanding of what real estate laws really mean for you, your clients, and your business.
159. You benefit from the confidence that you know how to represent what is your client's best interests.
160. You are part of an institution that is time-tested for supporting this area for well over a century.
161. The REALTOR® association invests in ongoing research and development of new programs, products, and services that enhance your success.
162. You benefit by being included as part of our impressive record of accomplishment of service to both the community and the real estate industry.
163. You have access to VR's products and services just for brokers to help you raise the standards of the profession and also your earning potential.
164. You have a personal impact in how the association continues to evolve to meet the needs of the membership change and grow.
165. You get the pre-made content messages you need to demonstrate your value as a REALTOR® to help you convert prospects to clients.
166. You can get involved in improving life across the region, through volunteer efforts as well as charitable donations.
167. You have access to resources to arm you with all you need to know—past, present and future—about industry advancements.
168. VR's free Legal Hotline provides vital answers to questions about Virginia real estate law, as well as timely information on legal and regulatory issues concerning the real estate industry.
169. You have access to ready-made and customizable marketing materials behind "Members Only" at HRRRA.com to distinguish you from the competition.
170. You can let your voice be heard on legislative issues that affect us as homeowners and real estate industry professionals every day.
171. You join the collective work REALTORS® do to protect private property rights.
172. You help educate lawmakers on matters of importance to the real estate industry.

173. You can be an active part of keeping the American Dream of home ownership alive.
174. You stay abreast of the latest innovations on home staging.
175. You can get in front of your target audience through advertising and sponsorship opportunities.
176. HRRRA helps you stay relevant on issues regarding Fair Housing.
177. You receive a subscription to the *Commonwealth* publication, which includes resources for members.
178. Did you know that writing for HRRRA's monthly magazine is a wonderful way to score free PR for your business and promote your expertise? Savvy writers share their HRRRA articles on their social media and websites. The HRRRA magazine, *Hampton Roads REALTOR®*, gives you the venue as a REALTOR® or Affiliate to tour your expertise. And it's free!
179. Ditto No. 177 by writing for HRRRA's monthly "REALTORS® on Call", "REALTOR® Q&A" or "Condo Conversations" features in *The Virginian-Pilot* and on *Pilotonline.com*. It's free, and you'll reach an audience of hundreds of thousands of people. Email vhecht@hrra.com for details. Then, share away and away and away!
180. Interested in building your portfolio of skills and customer base? Learn more about commercial real estate with HRRRA's Commercial Alliance and its "Discovering Real Estate" course and other commercial-related courses.
181. Like to get dressed up? Want to be recognized for achieving sales excellence? HRRRA's Circle of Excellencesm awards offers the opportunity for a great night out in a fine venue celebrating YOU and your achievement over dinner and dancing. And you'll have a plaque to hang and wonderful program to remember your special night. It's a great party!
182. Your Circle of Excellencesm achievement is recognized on HRRRA.com through the "Find a REALTOR®" feature.
183. Speaking of the "Find a REALTOR®" feature, potential clients can search for you based on your designations. Thinking of getting your MRP or SRS, for example? This is a great reason to do so!
184. HRRRA offers the licensed "Dick and Jane" learning series behind "Members Only" at HRRRA.com. Check it out and build your business.
185. Share your REALTOR® pride—and help potential clients better understand your commitment to the serving them under a strict Code of Ethics—by downloading the professionally-produced "I am one®" videos at HRRRA.com/councils-and-committees/iamone-advisory-group.html or on HRRRA's Facebook page at facebook.com/hrrarealtors/. It's pinned to the top for easy downloading or sharing.
186. Schedule a free, swag-filled "I am one®" presentation in your office to get one-one-one coaching of what it means to be a REALTOR® and receive a bevy of campaign resources and swag to invite the "I am one®" conversation with potential clients.
187. HRRRA is the perfect outlet for your volunteerism spirit. Become active in the Resale Council/I am one® REALTORS® Have a Heart (and Affiliates Have a Heart for REALTORS®) quarterly volunteer projects across Hampton Roads. Learn more at HRRRA.com/about/community-involvement.html.
188. You'll make new friends and gain a greater appreciation for your life (and those who give back) by lending your time and talents to REALTORS® Have a Heart.
189. You'll also break bread with your fellow Have a Heart volunteers thanks to our generous Affiliate sponsors. Another free meal!
190. Have a Heart volunteer efforts are routinely featured in the local media. While you are giving back to the community, you can also be recognized for your service!
191. HRRRA also seeks to help the community through the HRRRA Foundation, a channel for the charitable and community service energies of the professional real estate industry. The money donated to this foundation is directed to meeting the charitable needs of the community and for education of the public and the real estate industry. Make your donation, or ask questions, by emailing foundation@hrra.com.
192. Make an impact on local nonprofits by donating to HRRRA's ongoing drives that benefit organizations like the Foodbank of Southeastern Virginia, St. Mary's Home, CHKD, Seton House and Samaritan House, among others. It feels good to give!
193. You become a better human by assisting HRRRA's REALTORS® Have a Heart and collection drives. Why? Because you're donating of your time, talents and resources and making a real, tangible impact on those in our region.
194. Habitat for Humanity is an Affiliate member of HRRRA, and often times HRRRA community service efforts benefit this humanitarian organization that makes homeownership a reality for those who might not otherwise have the opportunity.
195. Those who volunteer for REALTORS® Have a Heart receive a free volunteer T-shirt in their size to wear to all volunteer activities. These shirts are sponsored by our generous Affiliates.
196. Build your leadership skills with HRRRA. By becoming active in HRRRA's leadership through participation in committees, councils and more, you grow your confidence, which reflects in your business. HRRRA's leaders have gone on to leadership roles at the Virginia REALTORS® and National Association of REALTOR® levels, including president of NAR and numerous presidencies of Virginia REALTORS®.
197. HRRRA is a champion for Fair Housing and is holding activities all through 2018 in recognition of the 50th anniversary of the Fair Housing Act.
198. Download Fair Housing-related materials at nar.realtor/fair-housing/fair-housing-makes-us-stronger-commemorating-50-years-of-the-fair-housing-act.

199. Advocacy, advocacy, advocacy. HRRRA is the Hampton Roads' unified voice for property rights and the real estate industry.
200. HRRRA has a multi-step process to vet candidates for local offices before issuing endorsements.
201. Be part of the advocacy process by serving on HRRRA's Government Affairs and HRRPAC committees. You can help be active in our local market's issues and help determine endorsements for those who shape policy and laws.
202. Learn the latest techniques to optimize your social media program with resources through NAR and social media-themed education classes/meetings at HRRRA.
203. You can make lifelong friendships by active membership in HRRRA. If you become an ongoing participatory member, you'll be amazed at the friendships and support network you'll build.
204. By joining HRRRA, you can become a part of its very active HRRRA Facebook user group, a complement to the official HRRRA Facebook page. Post your open houses, seek advice, share real estate-relevant news and more in this active user group. It's a great resource for association news and activities, but YOUR postings as a member, too.
205. HRRRA Facebook user group members are vetted. Only HRRRA members are allowed in the group. No social media spam!
206. Take advantage of the Office Max discount to HRRRA members. Log onto to HRRRA.com and go to "Members Only."
207. Get REALTOR®-exclusive access to dental, vision and other health insurance options; as well as member-only savings on auto, home, and renters insurance. See the full list at nar.realtor/realtor-benefits-program/personal-insurance.
208. Stay current—and save money—with the latest in tablet, laptop, PC, printer, and smartphone technology from industry leaders and receive exclusive pricing on the hottest tech and mobile services. Discover the discounts at nar.realtor/realtor-benefits-program/electronics-mobile-technology.
209. Save time and money on the road with discounted pricing and special offers on the purchase or lease of select new vehicles or rentals. See the full list of discounts at nar.realtor/realtor-benefits-program/travel-automotive.
210. Protect your dwelling, plus minimize your business risk, with super savings on home warranties and errors and omissions policies. Learn more at nar.realtor/realtor-benefits-program/risk-management.
211. We all need shipping services and office products. Save big bucks on the things you need to keep your business running smoothly. Go to nar.realtor/realtor-benefits-program/office-supplies-services.
212. Enjoy special marketing resources just for you as a REALTOR®. Go to nar.realtor/realtor-benefits-program/marketing-resources for info on print and copy services, REALTOR®-logo branded items, special offers on real estate websites, and automated social media marketing to help grow your business.
213. Get your own REALTOR® domain. Only qualified members of NAR or the Canadian Real Estate Association are eligible to get .realtor™ domains.
214. DocuSign offers transaction management services and is NAR's official and exclusive eSignature provider. NAR members receive special pricing off select services. Learn more at nar.realtor/realtor-benefits-program/transaction-management.
215. You can enhance your real estate knowledge and skills, plus receive special pricing on select online courses, through the Center for REALTOR® Development. Learn more at nar.realtor/realtor-benefits-program/educational-tools.
216. NAR recognizes outstanding members for their work in the community and for the betterment of the real estate industry through the Distinguished Service Award, 30 Under 30, National Commercial Awards, Good Neighbor Awards Program, and REALTOR® of the Year, among others.
217. NAR funds the betterment of the real estate industry through assistance provided through the REALTORS® Political Action Committee (RPAC), Legal Action Program, Smart Growth Grants and Commercial Innovation Grants, as well as provides support for those affected by tragedy through the REALTORS® Relief Foundation.
218. HRRRA and its members enjoy great working relationships with the Tidewater Mortgage Bankers Association, the Institute for Real Estate Management's local chapter and the National Association of Residential Property Managers.
219. HRRRA members are invited and encouraged to take part in the annual Tidewater Mortgage Bankers Association charity golf tournament. Build relationships while enjoying a round of golf, lunch, dinner and prizes. Fore!
220. Learn from the best as a new REALTOR®! HRRRA's new member orientations are taught by some who have either served as president of Virginia REALTORS® or chairman of HRRRA (or both!) or received the Ethics Award from HRRRA, among other accolades.
221. Must love dogs! HRRRA has hosted two dog-themed events within the past year.
222. HRRPAC Major Investors enjoy a special reception just for them at one the region's finest venues. Past locations have included The Main, The Cavalier and River Stone Chophouse, among others.
223. HRRPAC donors at all levels are recognized in the HRRRA magazine's monthly feature "HRRPC Spotlight." Thank you to our generous donors!
224. HRRRA's Affiliates, including its annual very generous Partners, are recognized in the HRRRA magazine's monthly feature "Affiliate Spotlight." We love our Affiliates!
225. HRRRA's social media—three Facebook pages, Twitter and LinkedIn—keeps you active, engaged and up to date on all HRRRA activities and real estate issues.

226. You'll know what's important in real estate, and can play a part in shaping policy, by taking part in Calls to Action. Every voice counts; there is power in unity.
227. NAR is the largest professional trade association in the country! That is one powerful voice.
228. Virginia REALTORS® is the largest professional trade association in Virginia.
229. Master the ins and outs, as well as industry changes, when it comes to contracts.
230. Become part of the exclusive Circle of Excellencesm.
231. Relevant and accurate resources to avoid falling into real estate pitfalls.
232. Resources to learn expert information on Short Sales and Foreclosures.
233. Constant options to assist you in reach your commercial real estate leasing and sales goals.
234. As a REALTOR® you help to set the standard for professional ethics in real estate.
235. The "I am one[®]" awareness campaign works hard for you. HRRRA continuously promotes awareness to the public that all real estate agents are not REALTORS®.
236. Though NAR, Virginia REALTORS® and HRRRA you have access to all you need to really help everyday people realize the American dream of homeownership.
237. Access all of the latest marketing reports for Virginia from Virginia REALTORS®.
238. Knowledge to understand marketing reports how the latest market impacts your business.
239. Strategies to apply market understanding to be a better REALTOR®.
240. Proficient tech support is available to members through the VR Tech Hotline at virginiarealtors.org/for-members/resources/tech-hotline/.
241. You receive a complimentary subscription to Inman Select from the VR.
242. Be part of improving the affordability of housing.
243. The opportunity to gain public relations exposure by being featured regularly in local print (and sometimes broadcast) media.
244. You can actively take part in the commitment to develop and preserve Hampton Roads' housing stock.
245. Be part of encouraging officials and local government planning and zoning staff to constantly consider affordable housing options in their comprehensive plans and zoning guidelines.
246. Help advocate for affordable housing that is aesthetically pleasing and doesn't overburden the locality's infrastructure.
247. Explore available opportunities for members to volunteer with the state association, local associations, and communities.
248. A great benefit of membership is the access to great education in your own backyard, no travel required. Alpha College of Real Estate offers designation courses that other, smaller associations cannot afford to offer.
249. Stand with us in support of the Chesapeake Bay Preservation Act and the balance between a strong, viable economy and protecting our natural resources.
250. Help advocate for localities to raise revenue to address critical infrastructure needs, particularly for school construction.
251. Learn next-level professional ethics that need to be taught and will take you to that next level.
252. Join us in work for a balanced transportation system that effectively moves people and products throughout the Commonwealth is vital to the economy and a high quality of life for Virginians.
253. Exclusive access to loads of information on events and other Association news as well as the many services provided by HRRRA in the "Members Only" section.
254. Unlimited access a collection of the most commonly asked legal questions and answers on a broad range of industry topics.
255. Help make the regions housing stock available to the widest range of our areas population.
256. Access to the RPAC Honors publication that is free for members.
257. A built-in network of industry professionals to help you advance your career.
258. Accelerate your start as an industry leader with NAR's New Agent Career Guide.
259. Be part of a community that celebrates your achievement and helps you overcome defeat.
260. Learn what you need to become an expert at prospecting for leads.
261. Gain confidence in the best ways to cultivate strong relationships with clients.
262. Master knowledge in negotiating the sales process.
263. Learn what you need to guide a transaction smoothly to the closing table.
264. The *REALTOR® Magazine's* Rookie Tool Kit helps build a solid foundation to your career.
265. Access to NAR's Rookie Toolkit to strengthen your foundation and ensure you're getting the best start in your career.
266. Stay up to speed on Virginia's housing market with monthly home sales reports.
267. Automatic leads from clients that learn through our media work to ask for actual REALTORS®.
268. Understand all there is to know about how to choose a brokerage.
269. Find out how to begin generating a constant flow of business.
270. Stream of practical tips that can help you through whatever challenges you face.
271. Be part of setting the latest trends in the business.
272. The REALTORS® Benefits Program provides fantastic discounts and offers available exclusively to NAR members.
273. Develop your repertoire of experience on the vast and different areas of real estate.
274. Become an expert in making, accepting, or declining offers, with knowledge of how and when to do each.
275. Our own REALTOR® store is loaded with marketing materials, merchandise, resources and more.

276. The Virginia Leadership Academy is an elite program designed for emerging and established REALTOR® leaders who are committed to excellence in their careers and communities.
277. Get classes that engage deeply with REALTOR® leadership at the state and national associations.
278. You receive n-depth education on all issues that could affect your ability to buy, sell or rent property.
279. You have access to a collection of videos from attorneys about laws, regulations, and best practices.
280. You have the built-in support of other local associations.
281. You get public recognition for your achievements.
282. You get satisfaction knowing your membership is essential to cultivating trust as a professional guide through a complicated process.
283. REALTORS® are indisputably the leaders of the real estate industry.
284. You get experienced advice for maintaining a successful work and life balance without losing business progress.
285. You have unparalleled access to the best minds in the business through REach®.
286. You get the latest industry best practices to adjust to changes in the market each New Year.
287. HRRRA's Government Affairs activities have result in the defeat of numerous anti-growth measures and proposals to increase transfer taxes.
288. You will know that you are part of an association involved in helping to protect Oceana in the last BRAC review.
289. In 2014, the REALTOR® organization was successful at the General Assembly in protecting agents from unreasonable accusations of misconduct and in improving the VRLTA.
290. HRRRA worked with NAR to maintain and extend the Mortgage Interest Deduction and the Mortgage Forgiveness Tax Relief Act.
291. HRRRA participated in legislative discussions about flood insurance, FIRM revision, and recurrent flooding.
292. We continue to monitor City Councils, Planning Commissions, and the General Assembly to protect the real estate industry.
293. Access to Legal Podcasts that provide the most up-to-date information from the Virginia REALTORS® Legal Team.
294. Rookies benefit from the new agent-training program, QUICKSTART©.
295. HRRRA members have access to 3 hours of Ethics CE/PL at no cost.
296. A weekly email sent out to all subscribing members, eREALTOR® outlines upcoming events, classes and meetings for HRRRA.
297. A collection of how to's, checklists, and worksheets to help your buyers and sellers know what to expect during the real estate purchasing experience.
298. HRRRA maintains multiple social media vehicles for online interaction, including Facebook, Twitter, and LinkedIn.
299. HRRRA routinely features members in promotional videos posted to social media, which equals more exposure for you and your business.
300. While a non-member agent may care about closing the transaction, REALTORS® go beyond their own bottom line to stay current with any and all updates to laws, regulations, contracts, and practices so that you are protected from repercussions.
301. Stay up to speed on Virginia's housing market with monthly home sales reports.
302. By dividing into specialty councils, HRRRA is better equipped to build programs and services that specifically meet the various needs of its members.
303. HRRRA's councils reflect the current diversity that exists in the real estate marketplace.
304. You have the advantage of our local political action committee supporting and electing REALTOR®-friendly candidates.
305. The networking and education provided through council meetings, advisory groups and other events are valuable assets for many members.
306. Member support staff are available at HRRRA headquarters from 9 a.m. - 5 p.m., Monday - Friday, to answer questions.
307. Member support professional individuals are also available on call to present items of interest to members through sales meetings and other gatherings.
308. Member support helps conduct research, and generally assist members in a variety of ways.
309. You have access to legal articles that contain insights on the legal information that has the highest impact on your business.
310. Built-in consumer confidence that the REALTOR® logo has come to mean professionalism and excellence in real estate services.
311. Directly benefit from our work with the news media to encourage positive and informative reporting about the real estate industry and the fact that REALTORS® adhere to a Code of Ethics.
312. RPAC facilitates the attention that we bring to regulations and policies that affect homebuyers and property rights.
313. Arbitration, Mediation, Ethics, and Professional Standards: HRRRA promotes ethical business practices with a forum for complaints and recourse for satisfaction, if justified. This service saves members thousands of dollars in legal costs arbitrating business disputes.
314. Ever-growing abundance of services that help you in your career.
315. Control to pick and choose the programs and services that make the most sense for your business.
316. Confidence of knowing you're equipped with everything you need to handle whatever ever real estate may throw at you.
317. Have intimate knowledge on how to select optimal location.
318. Use REach® to find top companies with robust business solutions across multiple industries to help you execute those solutions within real estate.

319. Access to the VR Tech Helpline that offers support for hardware, software, networking and digital devices via phone, email, or online chat.
320. While a non-member agent may care about closing the transaction, REALTORS® go beyond their own bottom line to stay current with any and all updates to laws, regulations, contracts, and practices so that you are protected from unexpected shifts.
321. Demo Days are centered around the industry's largest events to unveil you to your marketplace.
322. Gain the knowledge you need to help people feel confident when they make what will probably be the most expensive purchase of their life.
323. Know you're among the elite members who are accepted through a competitive application process that prioritizes commitment to association and industry leadership and to personal and professional development.
324. Be influential at the local, state, and federal level, our elected officials are making decisions that have a tremendous impact on the bottom line of REALTORS® and the housing market,
325. Strength from the REALTOR® Party brings REALTORS® across America to come together and speak with one voice about the stability that a sound and dynamic real estate market brings to our communities.
326. Get a constant stream of information and influence that will make a difference in your bottom line.
327. We gather the latest news and industry updates for you and publish them and bring them directly to you. That saves you time on becoming a top expert in the industry.
328. Fun events to network and build relationships with industry-leading professionals.
329. Our events come with networking opportunities, important industry connections, and tools that help improve your business.
330. Gain visibility in community through high-profile charitable opportunities.
331. Learn how to channel charity efforts into sales and reputation building. Leverage events.
332. Education to help you navigate the market and optimize your reach.
333. Members can access QUICKSTART© classroom courses for 30 hours of post licensing education credit with the VREB. These five days of intensive, information-packed topics are designed to enable the newly-licensed agent or assistants to produce more in a shorter period of time.
334. Statistics and studies prove that REALTORS® with professional designations earn more income over those without. Many professional designations can only be used by REALTOR® members.
335. The Accredited Buyer's Representative (ABR®) designation is designed for real estate buyer agents who focus on working directly with buyer-clients at every stage of the home-buying process.
336. The esteemed Accredited Land Consultants (ALCs) are the most trusted, knowledgeable, experienced, and highest-producing experts in all segments of land. Conferred by the REALTORS® Land Institute, the designation requires successful completion of a rigorous LANDU education program, a specific, high-volume and experience level, and adherence to an honorable Code of Conduct.
337. The Certified Commercial Investment Member (CCIM) designation is commercial real estate's global standard for professional achievement, earned through an extensive curriculum of 200 classroom hours and professional experiential requirements. CCIMs are active in 1,000 U.S. markets and 31 other countries and comprise a 13,000-member network that includes brokers, leasing professionals, asset managers, appraisers, corporate real estate executives, investors, lenders, and other allied professionals.
338. The CIPS designation requires completion of five full-day courses focusing on the critical aspects of international real estate transactions. CIPS designees are connected to an influential network of over 3,500 professionals who turn to each other first when looking for referral partners.
339. CPM designees are recognized as experts in real estate management. Holding this designation demonstrates expertise and integrity to employers, owners, and investors.
340. The Certified Real Estate Brokerage Manager (CRB) is one of the most respected and relevant designations offered in real estate business management and is awarded to REALTORS® who have completed advanced educational and professional requirements. CRB Designees are better positioned to streamline operations, integrate new technology and apply new trends and business strategies. Join today and discover a new approach to enhancing knowledge and leveraging opportunity.
341. The CRS designation is the highest credential awarded to residential sales agents, managers, and brokers. On average, CRS designees earn nearly three times more in income, transactions, and gross sales than non-designee REALTORS®.
342. The Counselors of Real Estate® is an international group of recognized professionals who provide seasoned, expert, objective advice on real property and land-related matters. Only 1,100 practitioners throughout the world carry the CRE® designation. Membership is by invitation only.
343. General Accredited Appraiser Designation. For general appraisers, this designation is awarded to those whose education and experience exceed state appraisal certification requirements and is supported by the National Association of REALTORS®.
344. Through NAR's Green Designation, the Green Resource Council provides ongoing education, resources and tools to help real estate practitioners find, understand, and market properties with green features.
345. REALTORS® with the GRI designation have in-depth training in legal and regulatory issues, technology, professional standards, and the sales

- process. Earning the designation is a way to stand out to prospective buyers and sellers as a professional with expertise in these areas.
346. The Performance Management Network/PMN designation is unique to the REALTOR® family designations, emphasizing that in order to enhance your business, you must enhance yourself. It focuses on negotiating strategies and tactics, networking and referrals, business planning and systems, personal performance management and leadership development.
 347. The REALTOR® Association Certified (RCE) is the only professional designation designed specifically for REALTOR® association executives. RCE designees exemplify goal-oriented AEs with drive, experience and commitment to professional growth.
 348. You or someone in your business may qualify for the Judith Lindenau RCE Scholarship toward the RCE Designation.
 349. For residential appraisers, the Residential Accredited Appraiser/RAA designation is awarded to those whose education and experience exceed state appraisal certification requirements and is supported by the National Association of REALTORS®.
 350. The Seller Representative Specialist (SRS) designation is the premier credential in seller representation. It is designed to elevate professional standards and enhance personal performance. The designation is awarded to real estate practitioners by the Real Estate Business Institute (REBI) who meet specific educational and practical experience criteria.
 351. The Society of Industrial and Office REALTORS®/SIOR designation is held by only the most knowledgeable, experienced, and successful commercial real estate brokerage specialists. To earn it, designees must meet standards of experience, production, education, ethics, and provide recommendations.
 352. The Seniors Real Estate Specialist®/SRES® designation program educates REALTORS® on how to profitably and ethically serve the real estate needs of the fastest growing market in real estate, clients age 50+. By earning the SRES® designation, you gain access to valuable member benefits, useful resources, and networking opportunities across the U.S. and Canada to help you in your business.
 353. Learn to work effectively with—and within—today’s diverse real estate market. The At Home With Diversity/AHWD certification teaches you how to conduct your business with sensitivity to all client profiles and build a business plan to successfully serve them.
 354. The Certified Real Estate Team Specialist/C-RETS certification is designed to improve team development, individual leadership skills, and financial performance. The courses provide the tools, strategies, and knowledge that are required of today’s real estate professionals who are either considering or currently operating in a team environment. It is for team leaders, team members, those looking to start a team, and those who simply want to sharpen their management skills.
 355. NAR’s e-PRO® certification teaches you to use cutting-edge technologies and digital initiatives to link up with today’s savvy real estate consumer.
 356. NAR’s Military Relocation Professional/MRP certification focuses on educating real estate professionals about working with current and former military service members to find housing solutions that best suit their needs and take full advantage of military benefits and support.
 357. Enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values with NAR’s PSA (Pricing Strategy Advisor) certification.
 358. The Real Estate Negotiation Expert/RENE certification is for real estate professionals who want to sharpen their negotiation skills. The RENE certification program gives REALTORS® the tips and tools they need to be skillful advocates for their clients.
 359. The Resort & Second-Home Property Specialist/RSPS certification is designed for REALTORS® who facilitate the buying, selling, or management of properties for investment, development, retirement, or second homes in a resort, recreational and/or vacation destination are involved in this market niche.
 360. The Short Sales & Foreclosure Resource®/SFR® certification teaches real estate professionals to work with distressed sellers and the finance, tax, and legal professionals who can help them, qualify sellers for short sales, develop a short sale package, negotiate with lenders, safeguard your commission, limit risk, and protect buyers.
 361. Access to the exclusive VR’s member resources that are also used for research and development of new programs, products, and services that enhance members’ success.
 362. Association: not everyone can be associated with NAR’s \$4.5 billion brand. Are you up to the challenge?
 363. Gain expertise from the Advanced Administrative Concepts Course on Professional Standards.
 364. Materials at iamone.com are available for all HRRRA members to use in their own marketing and promotions.
 365. Ability to deflate issues which could have had a negative impact on your business through the coordinating efforts of Real Estate Issues Mobilization Committee (RIM).
 366. Stay on the leading edge of advancements in the industry.
 367. Raising the bar higher by working with a community that is working towards common goals.
 368. Download the NAR Legislative App for advocacy materials and schedules for legislative meetings to be ready for the REALTORS® Legislative Meetings & Trade Expo.

369. The annual REALTOR® Legislative Meetings & Trade Expo provides the opportunity for members to be a force that advances the real estate industry, public policy, and the association by gathering in Washington D.C. each year.
370. The NAR REALTOR® Store is packed with must-have books, customizable print and brochures, merchandise, and online courses. This online resource is also a MVP Program that provides rewards and discounts.
371. Never miss a thing with the weekly email sent out to all subscribing members, eREALTOR® outlines upcoming events, classes and meetings for HRRRA.
372. Like to grow your mind with reading? NAR's REALTOR® Store has an opportunity for authors and publishers to add their works to the store's selection.
373. Gain the latest updates, outlooks, and industry information on commercial real estate from NAR's Commercial Update center.
374. Gain new buying and selling expert content from HouseLogic.
375. Access to the largest online real estate library.
376. NAR's annual REALTORS® Conference & Expo offers educational opportunities, the real estate industry's largest trade show, and tours/attractions to enjoy the host city with other members.
377. Every five years NAR partners with the Canadian Real Estate Association to present a join AE Institute in a premier professional development event for local and state REALTOR® association staff.
378. The Get REALTOR® campaign aims to define REALTOR® brand value among the hyper-connected consumer audience, and particularly among up-and-coming generations of home buyers, sellers, owners and investors.
379. Come together with chief staff executives of state and local associations to make lasting connections to the REALTOR® community each year at The Leadership Summit.
380. The REALTOR® Broker Summit offers an incredible two days of learning, exclusive insights, and networking opportunities with industry leaders each year.
381. NAR's Tech Edge events provide members the latest innovations to help their business grow.
382. The Communication Directors Institute provides REALTOR® organization communication staff information, skills building, and resources to enhance member and consumer communications.
383. The Real Estate Innovation, Opportunity, and Investment Summit brings REALTORS® and innovators together for the next century of opportunities.
384. Other NAR meetings throughout the year are available to help advance your career and business.
385. Gain the ability to deflate issues that could have had a negative impact on your business through the coordinating efforts of the Real Estate Issues Mobilization Fund, RIM.
386. Young REALTORS® have the chance to be distinguished with the honor of being named part of NAR's 30 Under 30.
387. Each year NAR presents the Distinguished Service Award to recipients at their annual Board of Directors Meeting. This is another chance for members to earn awards for excellence.
388. The National Commercial Awards are presented by NAR each year to honor accomplishments of REALTORS® in commercial real estate.
389. The Good Neighbor Awards Program from NAR offers more opportunity for national recognition by making extraordinary commitments to improving the quality of life in their community.
390. NAR, VR and HRRRA all name a REALTOR® of the Year annually.
391. NAR also offers awards, recognition and scholarships specifically for state and local association executives.
392. The AE Leaders of Tomorrow award recognizes up to two association executive young professionals who have fostered greater involvement and increased professionalism among their YPN AE peers and REALTOR® members.
393. If you get involved on the executive level of NAR, you could be eligible to be honored as part of the Dr. Almon R. (Bud) Smith, RCE, AE Leadership Society.
394. Members could be eligible to win the Terry McDermott Community Leadership Award that honors an AE whose commitment to community is unsurpassed and therefore may not be awarded annually.
395. There is another scholarship opportunity in the William D. North AE Institute Scholarship to further the REALTOR® association management profession by funding three AEs who exhibit financial need and an initiative to pursue professional growth opportunities, to attend the Association Executives Institute.
396. The William R. Magel Award of Excellence is presented annually to an individual who has truly excelled in his or her role as an association executive of a REALTOR® association. That could be you!
397. NAR funds the betterment of the real estate industry through assistance provided through the REALTORS® Political Action Committee, Legal Action Program, Smart Growth Grants, and Commercial Innovation Grants, as well as provides support for those affected by tragedy through the REALTORS® Relief Foundation.
398. REALTORS® Own It! 2018 President Elizabeth Mendenhall's rallying cry challenges us to find answers and create solutions that will drive change in the industry. For example, the Commercial Innovation Grant program provides local and state REALTOR® associations with funding for innovative programming to improve the value and benefits for commercial members. 20 local associations from the Winter 2018 application period received funding.

399. NAR's Legal Action Committee provides financial assistance to support litigation of significance to the Association, including matters relevant to the practice of real estate, the operation of real estate associations, ownership and use of real estate, and private property rights.
400. Gain the ability to directly help provide housing-related assistance to victims of disasters with the REALTORS® Relief Foundation.
401. NAR's Smart Growth Action Grants support a wide range of land-use related activities. To be considered, activities should support the core purpose of NAR's Smart Growth Program: to support REALTOR® engagement in land-use related issues with the primary goals of affecting public policies that support a more sustainable development paradigm while raising the profile of REALTORS® as community leaders and enhancing REALTOR® relationships with elected officials.
402. The Placemaking Grant's goal is to transform underused or unused public spaces into vibrant gathering places accessible to everyone in a community. Grants are available to REALTOR® associations to help them plan, organize, implement and maintain Placemaking activities in their communities. Grant awards go up to \$3,000.
403. The Get REALTOR® campaign aims to define REALTOR® brand value among the hyper-connected consumer audience, and particularly among up-and-coming generations of home buyers, sellers, owners and investors.
404. You can complete your real estate education at NAR's REALTOR® University.
405. REALTOR® University provides a unique level of practical and applied knowledge specific to the real estate professional. You can earn a master's degree in real estate.
406. Choose from five concentrations at REALTOR® University to discover your niche and increase your competitive edge, while building a better business.
407. Richard J. Rosenthal Center For Real Estate Studies from REALTOR® University offers timely, scholarly, and practical research for the real estate community.
408. Broaden your exposure, reach, and experience with our Affiliated Organizations.
409. Benefit from the REALTOR® Benefits Program is your official member benefits resource, bringing you savings and unique offers on products and services just for REALTORS®.
410. Learn about legislation allowing licensees to refer a client to a translator and not be held liable if the translator makes a mistake.
411. Passage of legislation to clarify that a landlord only has to give one notice of acceptance of rent with reservation during an eviction process.
412. Legislation to prevent Virginia Beach from requiring a Conditional Use Permit for short-term rentals in Sandbridge.
413. Legislation allowing brokers to disburse earnest money in accordance with the terms of contract.
414. Stopping legislation that would have created a liability for property owners if a third party committed a crime on the property.
415. Stopping legislation that would have prohibited affiliated business relationships.
416. Stopping legislation that would have subjected landlords to liability for making the business decision not to participate in Section 8.
417. You can help defeat legislation designed to make it easier for localities to enact inclusionary zoning schemes.
418. Full-throated advocacy in support of the mortgage interest deduction.
419. Government Affairs forums that connect members with important decision makers.
420. REALTOR®/Lawyer forums that help members navigate the regulatory/legal minefield.
421. VR's Issues Mobilization Fund provides support on important local issues. HRRPAC supports local candidates who support the real estate industry.
422. Constant monitoring of local governments by members of the Government Affairs Committee.
423. HRRRA's New Homes Council addresses important issues related to new construction.
424. Annual lobbying trips to Richmond to carry the industry's voice to policymakers at the state level.
425. Annual lobbying trips to Washington, D.C., to carry the industry's voice to policymakers at the federal level.
426. An opportunity to serve others through the HRRRA Foundation.
427. The ability to propose legislative changes via the VR Public Policy Committee.
428. Daily emails with the latest in news affecting the real estate industry.
429. A free call to the VR legal hotline.
430. The ability to grow your network as you build your real estate career through YPN.
431. Specialized networking, education, and advocacy for property managers is offered via the Property Management and Leasing Council.
432. NAR Calls to Action that make sure your voice is heard in Washington.
433. VR Calls to Action make sure your voice is heard in Richmond.
434. Vigorous advocacy in support of renewal of the National Flood Insurance Program.
435. November's Chili Cook-off and Tailgate Party.
436. Professional lobbying team in Washington that monitors Congress and the Executive Branch every day.
437. Professional lobbying team in Richmond that monitors the General Assembly and the Executive Branch every day.
438. Professional lobbying team that monitors localities in the Hampton Roads area.
439. Receive the Virginia Home Sales Report.
440. Explore the Virginia Real Estate Economic Impact Analysis.
441. Dive into legal videos, webinars, and podcasts to help you "stay legal."

442. Your investment in RPAC at the national level supports candidates who support us in Washington.
443. Your investment in Virginia RPAC supports candidates who support us in Richmond.
444. Your investment in HRRPAC supports candidates who support us locally.
445. HRRRA's Affiliates provide special discounts for HRRRA members.
446. Benefit from the members-only resources on the HRRRA website.
447. Benefit from the members-only resources on the VR website.
448. Benefit from the members-only resources on the NAR website.
449. Daily Inman headline delivered to you.
450. Access to transaction and brokerage forms.
451. You can attend local political events on behalf of RPAC of Virginia.
452. You can attend local political events on behalf of HRRPAC.
453. You have opportunities to collaborate with other local REALTOR® associations on issues of mutual interest.
454. You have opportunities to work with local and regional partners in the business community on issues of mutual interest.
455. Despite what Milton Friedman says, there is such a thing as a free lunch...at HRRRA!
456. You'll explore special emphasis on issues related to HOAs and COAs via the CIC forum.
457. The Virginia REALTORS® Convention is frequently held in Hampton Roads.
458. Advocacy on the issue of sea-level rise and recurrent flooding.
459. HRRRA has a Government Affairs vice-chair for each that locality the association covers.
460. Comprehensive in-person orientation for new members.
461. HRRRA is an association of seasoned agents ready to mentor new agents.
462. The Ethics Roadshow is taught by outstanding instructors.
463. You receive important Call to Action alerts via text message from NAR.
464. You'll find great networking and fun at HRRRA's Member Expo!
465. Myriad councils and committees are available to address issues of importance to you.
466. The annual VR Economic and Advocacy Summit offers the latest info on the economic impact of real estate and the issues affecting your bottom line.
467. At the YPN Committee Fair, you can "speed date" with all of HRRRA's committees, councils and advisory groups. Find your seat at the table by chatting with the leaders and members of these active groups!
468. HRRRA offers an Appraisers Council to create value for appraiser members and provide a forum to address appraisal related issues.
469. An Affiliates Council to help affiliate members network with REALTOR® members.
470. HRRRA offers a Commercial Alliance for REALTORS® who specialize in commercial real estate.
471. HRRRA offers a Common Interest Community Forum for members who work with HOAs, POAs and COAs, or who live within these types of communities.
472. HRRRA offers a Grievance Committee to ensure fair consideration of complaints submitted to HRRRA.
473. HRRRA offers the Global Real Estate Advisory Group for agents who serve foreign nationals.
474. HRRRA offers an "I am one®" Advisory Group to guide HRRRA's signature public awareness campaign.
475. HRRRA offers a New Homes Council to foster growth in the new construction arena through networking, education, and social events throughout the area.
476. HRRRA offers an Owners/Managers Council for owners and sales managers.
477. HRRRA offers a Property Management and Leasing Council to address issues important to property managers.
478. HRRRA offers a REALTOR®/Lawyer Committee that discusses housing trends, legal issues and forms, bringing in area attorneys to speak and answer questions. Check it out! It's always packed.
479. HRRRA, through its REALTOR®/Lawyer Forum, offers a fascinating case each month via Legal Corner.
480. HRRRA offers a Resale Council to provide programming for REALTORS® who specialize in resale.
481. HRRRA offers Your Professionals Network to help members network and grow in the industry.
482. The ability to submit state legislative proposals directly for consideration by VR.
483. VR has legal videos that address issues of concern.
484. A top-notch Legal FAQ's section on the VR website.
485. Check out legal podcasts from VR on issues important to you.
486. Check out legal webinars from VR to help keep you legal.
487. The Virginia Leadership Academy for emerging and established REALTOR® leaders who are committed to excellence in their careers and communities.
488. Buyer and seller handouts for your clients.
489. Check out the VR Tech Hotline for members only.
490. Enjoy VR Broker Resources specifically designed for them.
491. Attend the VR Broker Conference that covers trends and other items of interest to brokers.
492. Attend NAR Tech Edge events that teach REALTORS® the latest business technology skills and trends changing the real estate industry.
493. The NAR Broker Summit offers an incredible two days of learning, exclusive insights and networking opportunities.
494. The NAR Leadership Summit allows volunteer leaders an outstanding opportunity to hone their skills!
495. NAR's "Get REALTOR®" campaign helps define the value of using a REALTOR®.

496. The Real Estate Business Institute provides members with the educational, informational and networking resources necessary to compete and succeed in the real estate marketplace.
497. The CCIM Institute provides professional development for commercial REALTORS®.
498. The Residential Real Estate Council provides members an opportunity to earn the CRS designation.
499. You have a membership opportunity in Counselors of Real Estate for real property advisors.
500. The REALTOR® organization has an affiliation with IREM® for those who manage property.
501. The Real Estate Buyers Council focuses on buyer agents.
502. The REALTORS® Land Institute serves practitioners who specialize in land transactions.
503. The opportunity to earn the SIOR designation from the Society of Industrial and Office REALTORS®.
504. The Women's Council of REALTORS®' mission is to advance women as professionals and leaders in business, the industry and the communities they serve.
505. NAR has Smart Growth Grants to encourage balanced land-use policies.
506. The NAR Commercial Innovation Grant program provides local and state REALTOR® associations with the opportunity to receive funding to provide new commercial services or programs to members.
507. The NAR REALTORS® Relief Foundation provides housing-related assistance to disaster victims.
508. NAR's Legal Action Committee provides financial assistance to support litigation of significance to the Association, including matters relevant to the practice of real estate, the operation of real estate associations, ownership and use of real estate, and private property rights.
509. NAR's Real Estate Innovation, Opportunity & Investment Summit: debate, discuss and collaborate on real estate's most pressing technology issues.
510. Scores of research reports are available on housing-related topics.
511. NAR produces housing statistics on the national, regional, and metro-market level where data is available. All current data produced by NAR is available on nar.realtor.
512. Monthly existing-home sales data from NAR.
513. Monthly pending homes sales data from NAR.
514. Housing Affordability Index data from NAR.
515. The REALTORS® Affordability Distribution Curve and Score for each state.
516. Quarterly statistics on metropolitan area housing affordability and metropolitan area median home prices.
517. Data on county median home prices and monthly mortgage payments.
518. There are numerous commercial research publications.
519. NAR's analysis of economic indicators provides its members with the tools to interpret economic trends and apply that knowledge to their business.
520. Each year, HRRRA recognizes professionals who have given exceptional service to the Association at the Installation Luncheon.
521. Liberty Mutual discounts for NAR members.
522. REALTORS® Insurance Marketplace which includes plans for medical, dental, vision and short-term disability insurance.
523. Take advantage of NAR's starter plan with Back at You Media. This allows you to promote your listing and business on Facebook, LinkedIn and more with this social media automation service.
524. Discounts with FedEx on shipping, print, copies and banners.
525. Obtain a free professional real estate website with Placester.
526. Look to the REALTOR® Team Store for discounts on all your branded needs.
527. Discounts through American Home Shield home warranties.
528. Protect yourself from potential liability with NAR's preferred provider of Errors and Omissions Insurance.
529. Access the industry's most advanced technology at a competitive price through NAR's official lockbox solution, SentiLock.
530. Save with member-only pricing and close transactions faster with selective services from DocuSign.
531. Leverage your NAR Transaction Management Benefit with zipLogix.
532. Enjoy reduced pricing on more than 25,000 items, including free shipping and no order minimums with Office Depot.
533. Organize your finances and make tax prep easy. Enjoy exclusive savings on QuickBooks Self Employed.
534. Also take advantage of discounts on TurboTax Deluxe, Premier and Self-Employed editions.
535. Save up to 40% on wide range of products, including notebooks, tablets and accessories from Dell.
536. Save up to 35% from Lenovo, a global leader in the PC market.
537. Receive up to 18% off select regularly priced Sprint monthly data service and 20% off select accessories.
538. Receive preferred-level pricing on Xerox products and solutions.
539. Enjoy up to 25% off base rate on car rentals at Avis.
540. Save up to 25% off base rate on care rentals at Budget.
541. Take advantage of an extra \$500 cash allowance on the purchase or lease of select Fiat Chrysler vehicles.
542. Receive service benefits such as two years of free oil changes and more with your purchase or lease through Fiat Chrysler.
543. Save up to 25% off base rates on car rentals worldwide through Hertz.
544. Enjoy free rewards with the Member Value Plus program.
545. Customize your client experience with Print on Demand through the NAR store.

546. Enjoy up to 50% savings on pamphlets and booklets from the REALTOR® Store on Association Resources containing information about fair housing and Pathways to Professionalism.
547. Save on pamphlets and booklets from the REALTOR® Store on Brokerage Management. Examples include Navigating Legal Risks and Managing a Successful Brokerage and Power Teams: The Complete Guide to Building and Managing a Willing Real Estate Team.
548. Enjoy huge savings on pamphlets and booklets from the REALTOR® Store on being a REALTOR®. Examples include Getting it Sold, It Pays to Work with a REALTOR® and Safety Rules to Live By.
549. Enjoy up to 50% savings on pamphlets and booklets from the REALTOR® Store on Association Resources containing information about fair housing and Pathways to Professionalism.
550. Obtain information through the REALTOR® Store on commercial real estate including Commercial Real Estate Investing, The Insider's Guide to Commercial Real Estate and An Introduction to Listing and Selling Commercial Real Estate.
551. Enjoy discounts on booklets and downloads from the REALTOR® Store on Legal Issues. Examples include RESPA Dos and Don'ts, A Brief Guide to Mold, Moisture and Your Home and The Green Guide for Real Estate Professionals.
552. The REALTOR® Store also includes information on Antitrust including Antitrust 101 for Real Estate Professionals.
553. Another not to miss item from the REALTOR® Store are the downloads on diversity and Fair Housing. Download the needed information at a greatly reduced rate and make sure you are aware of the most current laws and penalties.
554. Download the free NAR Home Buyer and Seller Generational Trends Report with insights into the differences and similarities across generations of home buyers and sellers.
555. Download the free NAR Profile of Home Staging.
556. Enjoy discounts on the latest real estate related books including How to Make \$100,000+ Your First Year as a Real Estate Agent and the Road to Recognition.
557. Take advantage of discounts on social media and marketing information such as Social Media for REALTORS®: 101+ Dos and Don'ts and How to Reach Millennials Through Instagram and Snapchat Webinar.
558. Discounts on Staging booklets and DVDs including 123 Sold! and Staging to Sell: The Secret to Selling Homes in a Down Market.
559. Enjoy discounted technology books and webinars, including "Best Apps for your Business."
560. NAR Leadership Academy.
561. Monthly featured eBook through NAR Library.
562. NAR Library has five librarians on staff with MLS degrees.
563. NAR Library has archives dating all the way back to the 1800s.
564. Take advantage of the research that already been done for you by the NAR Library. Reference tabs contain links to external articles, eBooks, websites, statistics and other material to provide a comprehensive overview of perspectives on each topic.
565. Use letter templates from the NAR Library on topics such as referral request, lead generation and prospecting.
566. Access to the Information Services blog which contains interesting facts and finds for REALTORS®.
567. NAR's library contains 4,500+ digital books, audiobooks and videos.
568. Access 6,000+ journals in digital format through NAR's library.
569. Peruse 500,000+ historical documents and images from the historical archives.
570. Access NAR's research services.
571. Mix and mingle at HRRRA's Wine & Cheese social. Get updates from Legislators, network and contribute to the local Food Bank.
572. HRRRA's Member Expo lets you network with REALTOR® peers and Affiliates to see what new products and service are available to you.
573. HRRRA Paintfest® lets you network with your peers while performing a community service.
574. HRRRA Kickball Tournament – engage in some friendly competition with local affiliates, network and raise donations for the local foodbank.
575. VR Standard Forms.
576. Extraordinary Educator Series.
577. VR REALTOR® Hall of Fame.
578. VR Code of Ethics Leadership Award.
579. HRRRA Code of Ethics Leadership Award.
580. VR George Rink Outstanding Real Estate Educator Award.
581. VR Manager of the Year.
582. Virginia CRS of the Year.
583. Women's Council of REALTORS® State Member of the Year.
584. VHDA Service to Virginia Award.
585. Access VR's Buyer Answer Book which contains a full customizable collection of how-tos, checklists and worksheets to help your buyer.
586. Access VR's Seller Answer Book – Help your sellers understand what to expect during the process.
587. Customize buyer handouts such as Prepare for House Hunting, Buying in a Tight Market and Tax Benefits of Owning.
588. Customize seller handouts such as Working with a Pro, What to Consider when Selling, and Checklist for a better Home Showing.
589. Access broker tools such as NAR Field Guides for Brokerages and sample Office Policy and Procedures manuals.
590. View sample Property Management Office Policy Manuals.
591. Review Sales Meeting Kits.
592. HRRRA Outstanding Service Awards presented every December.

593. HRRR Broker of the Year Award.
594. HRRR Rising Star of the Year Award.
595. HRRR Lifetime Achievement Award.
596. HRRR Volunteer of the Year.
597. HRRR Distinguished Property Manager of the Year.
598. HRRR REALTOR® Longevity.
599. HRRR Outstanding Rookies.
600. New Homes CSP courses.
601. Anatomy of a Home classes.
602. REALTORS® Property Resource.
603. Ask the Appraiser Workshops.
604. Blueprint Reading classes.
605. Discovering Commercial Real Estate classes.
606. Access to Chip Dicks VLRTA seminars.
607. ABCs of Commercial Contracts classes.
608. ALPHA's broker management classes.
609. Access to 3 hours of ethics free, often two times per month, at HRRR.
610. Legal update classes.
611. Real Estate Pitfalls classes.
612. Property Management Pitfalls classes.
613. Escrow classes.
614. Broker licensing classes.
615. Members who are 60 years old and have 40 years of consecutive membership with the National Association of REALTORS® are designated as REALTOR® Emeritus. National recognizes their membership longevity by eliminating dues and bestowing a gold pin and special plaque.
616. Members who are 60 years old and have 30 years of consecutive member membership with any association as designated as REALTOR® Life. These members do not pay state dues, but do pay a percentage of local dues and all of national dues.
617. HRRR offers the opportunity to members to pay a \$49 extension fee to extend their dues payment date until October
618. Members have access to real estate-related tenants in the same building as HRRR headquarters.
619. Dedication pays off! Achieve REALTOR® Emeritus (no dues!) after 40 years as a REALTOR®.
620. HRRR, VR and NAR also have very active social media to keep you engaged and connected.
621. REALTOR.com has great commercials featuring popular actors Elizabeth Banks and Ty Burrell to spread REALTOR® awareness.
622. NAR has launched a #GetRealtor consumer advertising campaign, partnering with New Yorker magazine on a series of eight custom-animated cartoons that illustrate the stages of the home-buying journey in a humorous, digestible way. It helps put the fun into real estate!
623. As part of the #GetRealtor consumer advertising campaign, NAR has partnered with Spotify to curate five playlists exploring all stages of the home buying process.
624. As part of the #GetRealtor consumer advertising campaign, NAR has partnered with digital media news and entertainment company Thrillist on a content series highlighting the best suburbs of nine major cities.
625. As part of the #GetRealtor consumer advertising campaign, NAR has partnered with Apartment Therapy, a popular lifestyle and interior design site, to highlight DIY projects and profile interior design influencers.
626. As part of the #GetRealtor consumer advertising campaign, NAR has partnered with VICE to create content aimed at consumers about the value of homeownership and the hardships millennials are currently facing to achieve the American Dream.
627. NAR, partnering with state and local REALTOR® association, aggressively lobbies to keep the National Flood Insurance Program alive in ongoing efforts for flood insurance reform.
628. NAR, partnering with state and local REALTOR® association, aggressively lobbies for the Mortgage Interest Deduction.
629. NAR teaches you how to make the most of search engine optimization. In fact, there's a whole series on it at nar.realtor/videos/search-engine-optimization-seo-video-series.
630. Need motivation as a new agent? NAR is your source for ongoing uplift and advice with articles galore. Check out this one for starters: magazine.realtor/sales-and-marketing/my-first-year/article/2017/07/5-things-to-remember-when-you-fail.
631. NAR members had an estimated 26 million experiences (and saved millions of dollars) with NAR's REALTOR® Benefits Program in 2017.
632. Time is money. You can save on both when you travel with Hertz Gold Plus Rewards through NAR. Go straight to your car with no waiting. Sign up with your NAR discount code (CDP# 182806).
633. Visit virginiarealtors.org/for-members/resources/buyer-seller-handouts/ for a plethora of handouts and resources to assist both you and your clients in the buying and selling process.
634. Visit virginiarealtors.org/market-reports/ for the latest market reports, offering trending data to help you plan and build your business.
635. You have access to the Residential Broker Office Policy Manual, and all kinds of helpful Q&A, at virginiarealtors.org/for-members/resources/broker-resources/broker-office-ppm/.
636. Property manager? You have access to the Property Management Broker Office Policy Manual at virginiarealtors.org/for-members/resources/broker-resources/property-management-broker-office-policy-manual/.
637. Are you a broker owner or managing broker? Those involved with NAR's Broker Involvement Program are part of a strong and united REALTOR® voice to Congress. The program has 17,000 broker owners and 470,000 agents.
638. NAR's Broker Involvement Program is a no-cost benefit to brokers: nar.realtor/programs/broker-involvement-program.
639. You have access to the NAR Field Guide for Brokerages at virginiarealtors.org/for-members/resources/broker-resources/nar-field-guides-brokerages/.

640. Find up-to-date information on the best practices for managing teams at virginiarealtors.org/for-members/resources/broker-resources/worksmart/teams/.
641. Find a succinct guide to the enactment of new laws and the ways that they may impact your business at virginiarealtors.org/for-members/resources/broker-resources/worksmart/2017-new-laws/.
642. Find a WorkSmart Kit covering a few of the more recent changes to regulations involving earnest money deposits, including when they can be released, who gets the interest and more, at virginiarealtors.org/for-members/resources/broker-resources/worksmart/earnest-money-deposits/.
643. NAR's Worksmart Kit at virginiarealtors.org/for-members/resources/broker-resources/worksmart/termination-vs-release/ contains all you need to know about when you should you terminate a contract and when you should release.
644. NAR's Worksmart Kit at virginiarealtors.org/for-members/resources/broker-resources/worksmart/antitrust/ contains all you need to know about antitrust, including the basics of what you can and cannot say when speaking with your competitors—and even other REALTORS® who are your friends and colleagues.
645. NAR's Worksmart Kit at virginiarealtors.org/for-members/resources/broker-resources/worksmart/truth-in-advertising/ contains what you need to know about truth in advertising, including general rules for using image editing software to improve your listing photos.
646. NAR's Worksmart Kit at virginiarealtors.org/for-members/resources/broker-resources/worksmart/seller-v-listing-agent-disclosure-obligations/ contains what you need to know about seller vs. listing agent disclosure obligations. It also discusses discuss seller disclosure requirements under the Residential Property Disclosure Act.
647. NAR's Worksmart Kit at virginiarealtors.org/for-members/resources/broker-resources/worksmart/unlicensed-assistants/ explores unlicensed assistants and highlights the dos and don'ts of unlicensed assistants.
648. NAR's Worksmart Kit at virginiarealtors.org/for-members/resources/broker-resources/worksmart/scope-real-estate-license/ provides all you need to know about the “scope of your real estate license.”
649. NAR's Worksmart Kit at virginiarealtors.org/for-members/resources/broker-resources/worksmart/top-5-violated-articles-code-ethics/ provides a treasure trove of info about the five most-violated Articles of the REALTOR® Code of Ethics.
650. HRRA's headquarters at 638 Independence Parkway in Chesapeake is centrally located near Interstate 64 and other major interstates, making on-site access to HRRA functions quick and easy.
651. Did you know that as a HRRA member you can rent out meeting and classroom space very affordably within HRRA's headquarters building?

(The door's open.)



Now you know that membership doesn't cost—it pays!



NETWORKING



EDUCATION



ADVOCACY



RECOGNITION



MARKETING



**ARBITRATION
& MEDIATION**

Learn more at HRRRA.com