

New Member Orientation

BAYEAST
ASSOCIATION OF REALTORS®





Agenda

- 1-1:30pm REALTOR® Overview
- 1:30-2pm Q&A and Networking
- 2-2:30pm MLS Overview

WHAT IS THE REALTOR® ASSOCIATION?

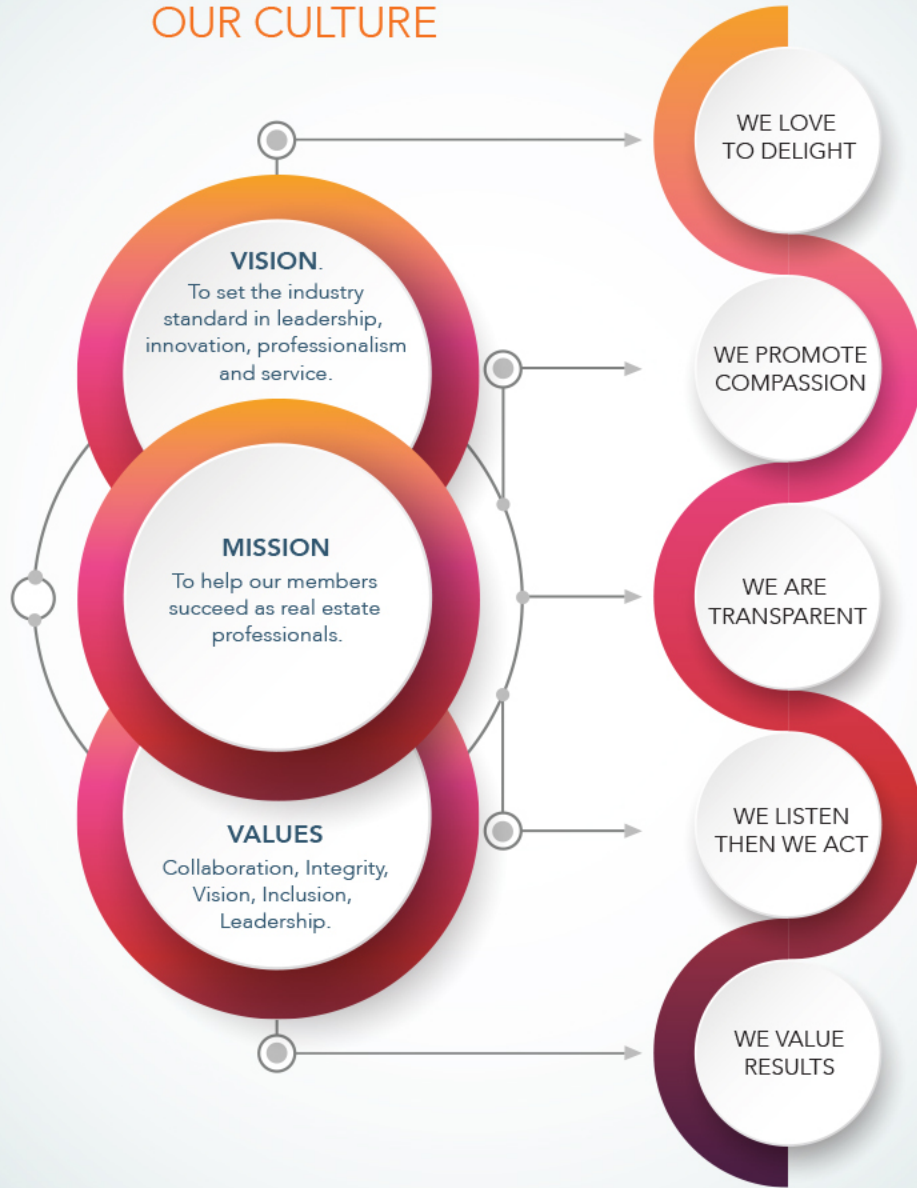


NATIONAL
ASSOCIATION *of*
REALTORS®



CALIFORNIA
ASSOCIATION
OF REALTORS®

BAYEAST
ASSOCIATION OF REALTORS®



BAY EAST 2020 BOARD OF DIRECTORS



BAYEAST
ASSOCIATION OF REALTORS®



EDUCATION OPPORTUNITIES

Grab n Go
Videos

C&EX

COMMITMENT TO
EXCELLENCE



NETWORKING OPPORTUNITIES

MARKETING MEETING GROUPS



BAYEAST PLATINUM AFFILIATE

1031 EXCHANGES
ACCOUNTING SERVICES
APPRAISAL SERVICES
ATTORNEYS
BUSINESS SERVICES
INSPECTIONS



BAYEAST
ASSOCIATION OF REALTORS®





PRODUCTS AND SERVICES

zipForm® Plus 

TRANSACTIONS

C.A.R. HOTLINES



RPR®

REALTORS
PROPERTY
RESOURCE

PROFESSIONAL STANDARDS

REALTOR® SAFETY

DISCOUNTS
NAR'S MVP



**The
Holman
Group**
Managed Behavioral Healthcare Services

GROUP RATES
ON INSURANCE

FINANCIAL
WELLNESS



**MEMBER
SAVINGS**



Bay East Advocacy and Public Affairs Programs

The Voice for Real Estate



GOVERNMENT INVOLVEMENT IN YOUR TRANSACTIONS

Preparing to do Business:

Real Estate License
Broker License

Your Listing:

Zoning Ordinances
School District Performance
Rent Control Ordinances
Assessment Districts
Utilities and Services

Marketing Your Listing:

Sign Ordinances

Purchase Financing:

Fannie, Freddie and FHA
Homebuyer Assistance
Programs
Appraisal Requirements

Offer and Contract:

Seller Disclosures

Closing:

Point-of-Sale Inspections
Flood Insurance
RESPA Requirements
Your Commission

For more information and to get involved:

David Stark

Public Affairs Director

Bay East Association of REALTORS®

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Email: davids@bayeast.org



TIPS TO GET STARTED RIGHT AWAY

Part 1

realtor.com®

Your website through .realtor domain

Be present on social media

 houselogic



TIPS TO GET STARTED RIGHT AWAY

Part 2

Community Info & Statistics

Share housing stats with your clients from data within Paragon

Watch housing market weather report

Learn the MLS



BAYEAST
ASSOCIATION OF REALTORS®



COMMUNICATIONS AND WHERE TO GO NEXT



THE
INSIDER

BAYEAST
ASSOCIATION OF REALTORS®

brokerCENTRIC



BAYEAST
EDUCATION

BAYEAST

GOVERNMENT AFFAIRS / Weekly Report



REALTOR®
SUCCESS
PROGRAM



Bay East New Member Resources
bayeast.org/new-member-resources

C.A.R. New member tool kit

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