

MEMBER BENEFITS



**BENEFITS
THAT WORK
FOR YOU**

NJAR[®]
New Jersey Association of REALTORS[®]

Where Knowledge and Success Meet

YOUR KEY TO ACCESSING MANY MEMBER BENEFITS

NRDS number

Every member is assigned a unique National REALTOR® Database System (NRDS) number by the NATIONAL ASSOCIATION OF REALTORS®. Keep this number handy; it is your key to many of the services offered by NJAR® as well as the national and local boards/associations. For example, you will need your nine-digit NRDS ID to access online forms or to register for the Triple Play REALTOR® Convention and Trade Expo.

How to find your NRDS ID number

Membership card from the National Association

Mailing label of *REALTOR® Magazine* (between the slashes above your name)

Contact your local board/association

Contact NJAR®, (732) 494-5616

Go to <https://reg.realtor.org/roreg.nsf/retrieveID?OpenForm> (enter your last name and e-mail address or real estate license number)





NJAR[®]
New Jersey Association of REALTORS[®]
Where Knowledge and Success Meet

CONTENTS

Business Support – Benefits you can use every day 3

Advocacy – Protecting your livelihood and private property rights 6

Professional Development – Training that fuels success 9

Stay Informed – Electronic and print communications that keep you in the know 11

Recognition – Showcasing outstanding REALTOR[®] achievement 13

Professional Standards – Promoting superior ethics and conduct among members 15

Giving Back – NJAR[®] Foundations make an impact statewide 16



THE NEW JERSEY ASSOCIATION OF REALTORS[®]

Where Knowledge and Success Meet

You work hard to make your career in real estate a success. Your membership in the New Jersey Association of REALTORS[®] (NJAR[®]) is the pathway to “Where Knowledge and Success Meet.”

NJAR[®] seeks to protect your livelihood and the rights of private property owners across New Jersey through its legislative efforts in the state capital.

Through education and training NJAR[®] helps expand your potential to grow and prosper in the profession.

NJAR[®] helps you work more efficiently every day with forms right at your fingertips.

Take a few minutes to explore the programs and services available to you as a member of NJAR[®].

Business Support – *Benefits you can use every day*

Sometimes it seems there aren't enough hours in the day. We can all benefit from tools and tips to work more efficiently in the real estate world.

AN EVERYDAY SOLUTION FOR INCREASED PRODUCTIVITY

NJAR® Online Forms through MB Associates – This electronic version of the NJAR® standard forms lets you quickly and easily create contracts, leases and other forms from any PC computer with an Internet connection.

FEATURES

- *Company name prints on each page*
- *Forms are updated automatically*
- *Mathematical calculations are done for you*
- *Blank forms can be easily printed*
- *Files can be saved for printing or e-mailing*

Use your NRDS ID number to access the library and get started immediately.

Access the forms

www.njarforms.com

Technical Support: **(703) 349-6405**



ANOTHER OPTION IN ONLINE FORMS

ZipForm® – Available for purchase directly from ZipForm, both the desktop and online versions contain the complete library of NJAR® standard forms and contracts.

Order

(866) 693-6767 • www.zipform.com

HARD COPIES OF FORMS FOR PURCHASE

NJAR® Forms – If you prefer to work with hard copies, NJAR® also maintains a library of printed forms available for purchase.

Order

(732) 494-5616 • www.njar.com

ANTICIPATE INDUSTRY TRENDS

Statistics / Research

NJAR® regularly commissions market research studies and shares the data and analysis with members. These insights on the New Jersey housing market and real estate industry can be invaluable – and can help make you a real estate expert to your clients and customers. The housing statistics and research reports available on the NJAR® website include:

Quarterly home sales statistics since 2001.

New Jersey Member Profile

New Jersey Profile of Home Buyers & Sellers

Profile of New Jersey Real Estate Firms



LEGAL SUPPORT FOR MEMBERS

Legal Action Fund

NJAR® members or boards/associations involved in a lawsuit on matters affecting the rights of all real estate licensees or the real estate industry as a whole can apply for legal assistance from the Legal Action Fund. The Legal Affairs Committee evaluates requests for assistance on a case-by-case basis. The Committee makes recommendations to the NJAR® Executive Committee, whose decision must be approved by the Board of Directors. Assistance may be in the form of legal advice from NJAR® counsel, litigation intervention, or by financial contributions or loans. An applicant requesting assistance should procure a recommendation form from his or her local board/association.

Contact your local board/association

EVERY DAY DISCOUNTS MAKE GREAT BENEFITS

Affinity Partners

Here are several offers available exclusively to NJAR® members:

UPS Discounts – Special pricing to help meet all your shipping needs.
(800) 325-7000 x7325

Bank of America Credit Card – Show pride in your profession with the Bank of America Platinum Plus Visa Card, a card authorized to carry the NJAR® logo.
(800) 437-0180

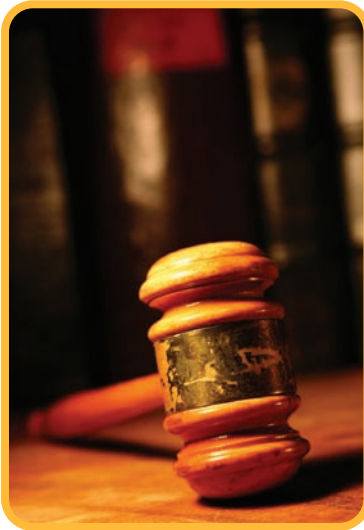
REALTOR.org Store Discount – Earn 10 percent off your entire purchase on orders placed through the REALTOR®.org Store or the National Association’s 800-number. Use promotional code **NJ2** to take advantage of the discount.

www.REALTOR.org/store • (800) 874-6500



Advocacy – *Protecting your livelihood and private property rights*

If you make a living in the real estate industry, you are affected by decisions made in the state capital. Following is a list of legislative achievements, as well as goals that NJAR® is working toward in this and future legislative sessions. Learn more about current legislative issues at www.njar.com.



Property Taxes

New Jersey has one of the highest property taxes in the nation. NJAR® believes that the public and private sectors working together can develop a plan to help alleviate the property tax burden on New Jersey's residents.

New Jersey Budget

Every year, NJAR® keeps a close watch on the state budget process. In past budgets, NJAR® has lobbied against legislation concerning an increase on the realty transfer fee, a tax on seasonal rental units, and an extension of the sales tax to professional services.

Eminent Domain

NJAR® is working to ensure that new eminent domain legislation protects the rights of New Jersey property owners and emphasizes both community education and public input during the redevelopment process to defend against eminent domain abuse.

Underground Storage Tank Law

NJAR® supported proactive legislation to provide grants and loans to homeowners and business owners to help finance closure and associated remediation of unregulated underground storage tanks *before* they begin to leak.

Megan's Law

NJAR® was successful in amending the legislation that created the Sex Offender Internet Registry. The amendment states that neither a seller or lessor, nor a real estate licensee, can be held responsible for the failure to investigate or disclose the information contained on the website.

YOU CAN MAKE A DIFFERENCE

NJAR® Action Center

Every member can make a difference when it comes to advocacy. State lawmakers are eager to hear from their constituents. When your help is needed NJAR® will issue an Action Alert. Visit the NJAR® Action Center, a web-based, grassroots lobbying tool, where you can send personalized letters to state officials with just a few clicks.

www.njaractioncenter.com



SUPPORT THE ELECTION OF PRO-BUSINESS, PRO-REAL ESTATE CANDIDATES

REALTORS® Political Action Committee (RPAC)

RPAC assists in the election of candidates at the federal, state and local levels who are supportive of private property rights and the free enterprise system. Voluntary funds contributed to RPAC from NJAR® members are used to make campaign contributions to political candidates at all levels of government. One hundred percent of your RPAC contributions support REALTOR®-friendly candidates, with 70 percent of RPAC funds allocated to support candidates for state and local offices and 30 percent being sent to the National Association to support congressional candidates.



Make a contribution through your local board/association

RAISE AWARENESS OF REALTOR® ISSUES

Issues Mobilization Political Action Committee (IMPAC)

IMPAC supports the work of local boards/associations to monitor and address local ordinances and/or legislation that are potentially damaging to the way we make a living. IMPAC finances public information campaigns on issues affecting the real estate industry and private property rights. IMPAC funding has been used for public advocacy positions involving issues such as rent control, building moratoriums, sign ordinances, and land use regulations. As of 2005, dollars necessary to fund IMPAC are gathered from a portion of NJAR® membership dues.

SUPPORT LOCAL CANDIDATES

PAC-Share

PAC-Share increases local board/association involvement in the political process by dedicating a portion of RPAC funds to support municipal and county level candidates who support REALTOR® issues. Local boards/associations can request funding to support candidates in their backyards.



Professional Development – *Training that fuels success*

The market changes rapidly and clients are becoming more and more savvy every day. The most successful REALTORS® are those who stay ahead of the curve, constantly learning and growing to more fully understand all aspects of the business. NJAR® brings you numerous educational opportunities to help you reach your full potential in the real estate business.

THE PATH TO GREATER REAL ESTATE KNOWLEDGE

Graduate REALTOR® Institute (GRI) Designation and Broker Courses

REALTORS® with the GRI designation are highly trained in many areas of real estate to better serve and protect their clients in this increasingly complex marketplace. The GRI designation is earned through three, 30-hour courses offered at several locations across the state only by NJAR®. The GRI Broker Courses are three supplemental courses that, along with the GRI designation, satisfy the education requirements for a New Jersey broker's license (providing all other requirements are met as set forth by the New Jersey Real Estate Commission).



BRINGING EDUCATION TO YOU

Regional Education Events

The desire to help our members learn more about industry trends, business practices, risk management and other business issues led to the creation of the regional education events program. Each of the five regions will receive funding from NJAR®, along with assistance in planning and marketing, to host an educational or networking event for its members. These regional events offer a great opportunity to develop your real estate skills right in your own backyard.

EXPAND YOUR KNOWLEDGE OR EARN A DESIGNATION

Educational Opportunities

NJAR® responds to market trends, changes in laws and regulations, and member requests to bring you the relevant training you need to maintain an advantage in the market. Some courses will also qualify for nationally recognized designations. Recent topics have included:

- Resort and Second Home Property Specialist (RSPS designation)
- Senior Real Estate Specialist (SRES designation)
- At Home with Diversity Certification
- Fair Housing

AN ANNUAL CONVENTION THAT'S THREE STATES STRONG

Triple Play REALTOR® Convention and Trade Expo

The REALTOR® associations of New Jersey, New York and Pennsylvania join forces each year to host a combined convention and trade expo in Atlantic City, New Jersey. The result is an unparalleled opportunity for networking, professional development, and to browse the latest products and services available to the industry. This annual conference is typically scheduled in December.

Details, registration

www.realtorstripleplay.com



Stay Informed – Electronic and print communications that keep you in the know

Staying informed is essential for every real estate professional. NJAR® strives to keep you informed through both print and electronic means.

DELIVERED STRAIGHT TO YOUR INBOX

Week in Review

Receive this weekly e-mail newsletter, which delivers information on state legislative issues, NJAR® news, educational opportunities and more, by providing your e-mail address to your local board/association. NJAR® does not rent or sell members' e-mail addresses.

Submit your e-mail address to your local board/association

A MUST-READ MAGAZINE

New Jersey REALTOR®

Published 10 times a year and mailed to every NJAR® member, the magazine offers a more in-depth treatment of the key issues, trends and tools impacting your business. Each issue features a message from the NJAR® president, legislative updates, a calendar of events and board/association news.

NEWS YOU NEED

Legislative Update

News about certain legislative and regulatory changes can't wait until the end of the week. Published and distributed on an as-needed basis, this e-mail newsletter details changes in laws and regulations that affect your daily work.

Submit your e-mail address to your local board/association



A 24/7 RESOURCE – WWW.NJAR.COM

Instant access to the wealth of information available from NJAR® is available with the click of a mouse. Log on to the members only sections of the website to access legislative news, NJAR® publications and resources exclusively for members.

UNDERSTAND ENVIRONMENTAL HAZARDS

Environmental Issues Book

Many home buyers are concerned about lead paint, carbon monoxide, mold and private well testing. Educate your clients and customers about many of the environmental issues that can impact a residential real estate transaction with this member-exclusive publication. The *Environmental Issues Book* is available for \$1.25 per book plus tax, shipping and handling.

Call for order form
(732) 494-5616



OBTAIN LISTS OF HOUSING ASSISTANCE PROGRAMS

Housing Opportunity Resource Guide

Working with a buyer who needs special housing assistance? Not just for low-income and first-time home buyers, this guide contains a comprehensive list of local, state and federal housing assistance programs, as well as those nonprofit and private entities that also specialize in helping buyers realize their dream of homeownership. Produced by the NJAR® Housing Opportunity Foundation, Inc., copies of this guide are complimentary. REALTORS® can request copies to have on hand for their clients, or consumers can order them directly.

Place order
(732) 494-5616



Recognition – *Showcasing outstanding REALTOR® achievement*

NJAR® takes great pride in rewarding outstanding member achievement each year.

RECOGNIZING SALES PERFORMANCE

The NJAR® Circle of Excellence Sales Award®

The NJAR® Circle of Excellence Sales Award® is a highly prestigious recognition for outstanding performance. Based upon gross real estate sales, this annual award measures monetary and industry transactions and is given at four levels: platinum, gold, silver and bronze. Applications are typically due to the local boards/associations in early January.



HONORING 10 YEARS OF ACHIEVEMENT

Distinguished Sales Club®

NJAR® members who have received the NJAR® Circle of Excellence Sales Award® or the Million Dollar Real Estate Sales Club award 10 or more times are eligible to apply for the Distinguished Sales Club Award. It is not necessary for award years to be consecutive. Applications are typically due to the local boards/associations in early January.

A SYMBOL OF PROFESSIONALISM

REALTOR® of the Year / REALTOR-ASSOCIATE® of the Year

Each year one REALTOR® and one REALTOR-ASSOCIATE® from among the local board/association winners are selected by an independent panel to determine the statewide winners. Nominees are evaluated on their contributions to community service, local board/association activity, REALTOR® spirit, state association activity, National Association activity, and business accomplishments.

THOSE WHO GIVE BACK

NJAR® Good Neighbor Award

This award is given to NJAR® members who demonstrate an outstanding commitment to improving the quality of life in their community. Each year's winners receive donations to the charity of their choice. Entries are due in September, with awards presented in December.

DEMONSTRATING A COMMITMENT TO THE INDUSTRY

Quarter Century Club

Recognition is bestowed upon members with 25 years or greater service.



Professional Standards – *Promoting superior ethics and conduct among members*

ENHANCING EVERY MEMBER'S IMAGE

NJAR® supports and reinforces ongoing efforts by the NATIONAL ASSOCIATION OF REALTORS® to educate members about the high level of professional and ethical standards expected among members. NJAR® also performs ongoing media relations to promote awareness and appreciation of these standards among consumers as well as community and government leaders.

THE PROFESSIONAL STANDARDS

REALTOR® Code of Ethics

The REALTOR® Code of Ethics is more important today than ever before. Home buyers and sellers confront real estate realities never envisioned when the Code was established 100 years ago, with disclosure requirements, environmental regulations, and an expanding universe of mortgage and financing options. Consumers choose to place their trust in a REALTOR® because they know he or she will act in a professional and ethical manner not only with them, but with other members of the public and other REALTORS®. Mandatory Code of Ethics training is required for all members every four years. Ethics courses are periodically offered by NJAR®.

THE MARK OF A TRUE PROFESSIONAL

The REALTOR® Trademark

Proper use of the REALTOR® trademark is critically important to distinguish members of the local boards/associations of REALTORS®, the New Jersey Association of REALTORS® and the NATIONAL ASSOCIATION OF REALTORS® from non-members. Proper use of this mark is a privilege that communicates adherence and support for the ethical and professional standards that members uphold. To advance your professional standing, make sure you understand how you can and cannot use this mark in communications and in paid advertisements.



Trademark guide

www.realtor.org/letterlw.nsf/pages/trademarkmanual

Giving Back – *NJAR® Foundations make an impact statewide*

NJAR® FOUNDATIONS MAKE A DIFFERENCE

Over the years, new endeavors have evolved from our mission to encourage homeownership and to act as the “Voice for Real Estate in New Jersey”. Three independent, non-profit foundations have been developed, each of which provides valuable resources across New Jersey in the communities where our REALTOR® members work and live.

SCHOLARSHIPS AWARDED TO NJAR® MEMBERS AND RELATIVES

The NJAR® Educational Foundation

NJAR® members and relatives of NJAR® members living in New Jersey are eligible to apply for a scholarship from the New Jersey Association of REALTORS® Educational Foundation. The Foundation was established in 1969 to foster education, promote knowledge, conduct research, and assist in the education of students pursuing a college or university degree. Scholarships are awarded to high school seniors who will be attending an undergraduate institution, students currently enrolled in undergraduate institutions and students pursuing graduate studies. The scholarship program is supported by NJAR® members and by the local boards/associations of REALTORS®. Awards are given annually in June, with applications available in December and the submission deadline in April.

PROMOTE HOME BUYER EDUCATION AND AFFORDABLE HOUSING SOLUTIONS

NJAR® Housing Opportunity Foundation, Inc.

New Jersey Association of REALTORS® launched the Housing Opportunity Foundation, Inc. in 2003 to help make the dream of homeownership come true for more New Jersey residents. The New Jersey Association of REALTORS® Housing Opportunity Foundation, Inc. (NJARHOF) is a 501 (c) (3) charitable organization that raises funds for housing opportunity and distributes these funds to other 501 (c) (3) organizations throughout the state that provide home buyer education, develop public awareness and create affordable homeownership options for New Jerseyans. REALTORS® can give back to

their community by supporting NJARHOF through tax deductible donations or by hosting or participating in a housing opportunity event in their area.

EDUCATE CONSUMERS ON POLICY ISSUES AFFECTING PROPERTY RIGHTS

NJAR® Governmental Research Foundation

REALTORS® have a responsibility to promote sound land-use practices and policies which create more livable communities. The New Jersey Association of REALTORS® Governmental Research Foundation (GRF) was formed in 1999 to raise public awareness of issues that impact residential and commercial property owners by researching public policy concerns and presenting practical solutions for New Jersey's future. Two recent studies released by GRF include:

- *The New Jersey Property Tax: Issues and Options*
- *An Economic Analysis of New Jersey's Realty Transfer Fee*

REALTORS® are encouraged to submit comments or to suggest any area of study that has a direct impact on private property rights.

NJAR® MISSION STATEMENT

THE NEW JERSEY ASSOCIATION OF REALTORS® EXISTS TO SUPPORT ALL SEGMENTS OF ITS MEMBERSHIP, IN CONCERT WITH THE LOCAL BOARDS AND ASSOCIATIONS OF REALTORS® AND THE NATIONAL ASSOCIATION OF REALTORS® (NAR), BY DEVELOPING AND DELIVERING PROGRAMS, SERVICES AND RELATED PRODUCTS WHICH ENHANCES THE ABILITY TO CONDUCT BUSINESS SUCCESSFULLY AND ETHICALLY, AND TO PROMOTE THE EXTENSION AND PRESERVATION OF THE RIGHT TO OWN, TRANSFER AND USE REAL PROPERTY.



New Jersey Association of REALTORS®

Executive Office: 295 Pierson Avenue, Edison, NJ 08837 | Mailing Address: P.O. Box 2098, Edison, NJ 08818
www.njar.com | Phone: (732) 494-5616 | Fax: (732) 494-4723

