

Welcome to
**Sacramento Association
of REALTORS®**

NEW MEMBER ORIENTATION



Experience Extraordinary



Anti-Trust Policies

- Commissions are always negotiable and are set by and are only the business of each individual broker
- Respect all legal and ethical business practices
- Penalties for violation can run in the millions of dollars



Experience Extraordinary



What will we be talking about today?

- Benefits of REALTOR® membership
- Saving the industry through political advocacy
- Improving the community through REALTOR® outreach
- Educational opportunities
- REALTOR® Professional Standards
- SAR non-dues programs

No need to take notes as the Power Point will be available to you at sacrealtor.org



Experience Extraordinary



3 Tiered Membership

Consolidated dues collection

**National
Association of
REALTORS®
(NAR)**

**California
Association Of
REALTORS®
(C.A.R.)**

**Sacramento
Association Of
REALTORS®
(SAR)**



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NAR Benefits

- Members First (M1) Number – 1955.....
- Magazine
- Websites – www.nar.realtor, www.realtor.com,
www.commercialsources.com
- Information Central – 1 (800) 874-6500



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Industry News

- LATEST STATISTICAL RELEASE
 - Pending Home Sales Bounce Back in December
- TODAY
 - Consumers Will Compromise to Buy Homes
 - The 12 Best Places to Call Home in 2017
 - Expect More Gripes About Home Affordability
 - Loan Demand Buoyed by Slight Drop in Rates

Popular Links

- Code of Ethics
- Logos & Trademark Rules
- Commercial
- Brokers
- REALTOR® Magazine

Associations

- Association Executives
- State & Local Leadership
- Core Standards
- Directories

NAR Leadership

- National Leadership
- Board of Directors
- Committee Members & Liaisons
- Meet the 2017 Leaders

Maximize and Save This Tax Season



Don't miss out on potential deductions.

Buying Out of Reach for 40,000?



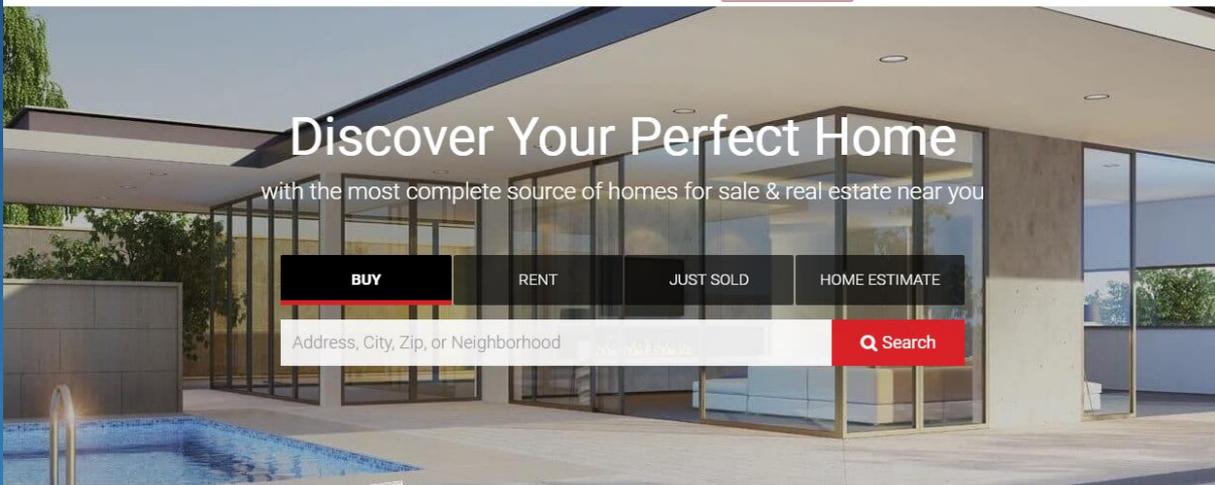
In one of its first actions, the Trump

Website Feedback



Experience Extraordinary

Be Ready to Buy - Get Pre-Approved by a Lender Now [Get Pre-Approved](#)



Discover Your Perfect Home

with the most complete source of homes for sale & real estate near you

- BUY
- RENT
- JUST SOLD
- HOME ESTIMATE

Address, City, Zip, or Neighborhood [Search](#)

ENTRYWAY TO **\$20K** SWEEPSTAKES. *Make your home dreams reality* [Enter now](#)

Brisbane, CA

[View All 3 New Listings](#)



\$695,000
684 Sierra Point Rd, Brisbane



\$738,000
433 Calippe Ct, Brisbane



\$1,288,000
49 Margaret Ave, Brisbane



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C.A.R. Benefits

- ZipForm®
- Bi-Monthly Magazine
- Legal Hotline – (213) 739-8282
- Website – www.car.org
- Conferences



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FEEDBACK

ACCESS zipForm

ACCESS NOW

FIND A REALTOR

SEARCH

LEGAL Hotline

GET HELP

The tools you need. Support you want.

CHECK OUT WHAT'S NEW

Asia Allen | Sacramento | Member Since 2011



Transaction Center

Time to bring it home. Find zipForm®, transaction tools, and all the closing resources you'll need. Except for the champagne — that's on you.



Learn & Thrive

Take your professional development up a few notches. Here you'll find educational materials, marketing tools, training videos, and more to keep you on top of your game.



Industry 360

We want you to feel like a champion every day. Find information on market data, government affairs, legislation, and trending industry issues.



Your C.A.R.

We're here to support you in every way possible. Learn more about your discounts, benefits and how your C.A.R. membership can help you succeed.

LATEST NEWS

Report urges policy changes to ease housing crunch

A new report issued by California's Dept. of Housing and Community Development warns lawmakers to consider serious policy changes so the state can build the project 1.8 million news homes needed by 2025.

[Read More](#)

December pending home sales and Market Pulse Survey

California pending home sales registered gains on a month-to-



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SAR Government Affairs Mission

- Protect Your Business Interests
- Protect Your Clients
 - Private Property Rights
 - Private Property Values
- Fight to keep your business interests heard
- Ensuring free enterprise and a responsible government



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The REALTOR® Action Fund

- Supported by mandatory and voluntary investments, not dues
- Supports candidates & issues friendly to you *and* your business
- \$49 mandatory investment paid by all members, \$148 additional voluntary investment encouraged for all REALTORS®
- You may contribute any amount, any time during the year
- For \$148 and larger amounts C.A.R. has a monthly payment program
- Strongly urge that every new Member contribute at least \$20 their first year



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TEN MINUTE BREAK



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SAR Benefits

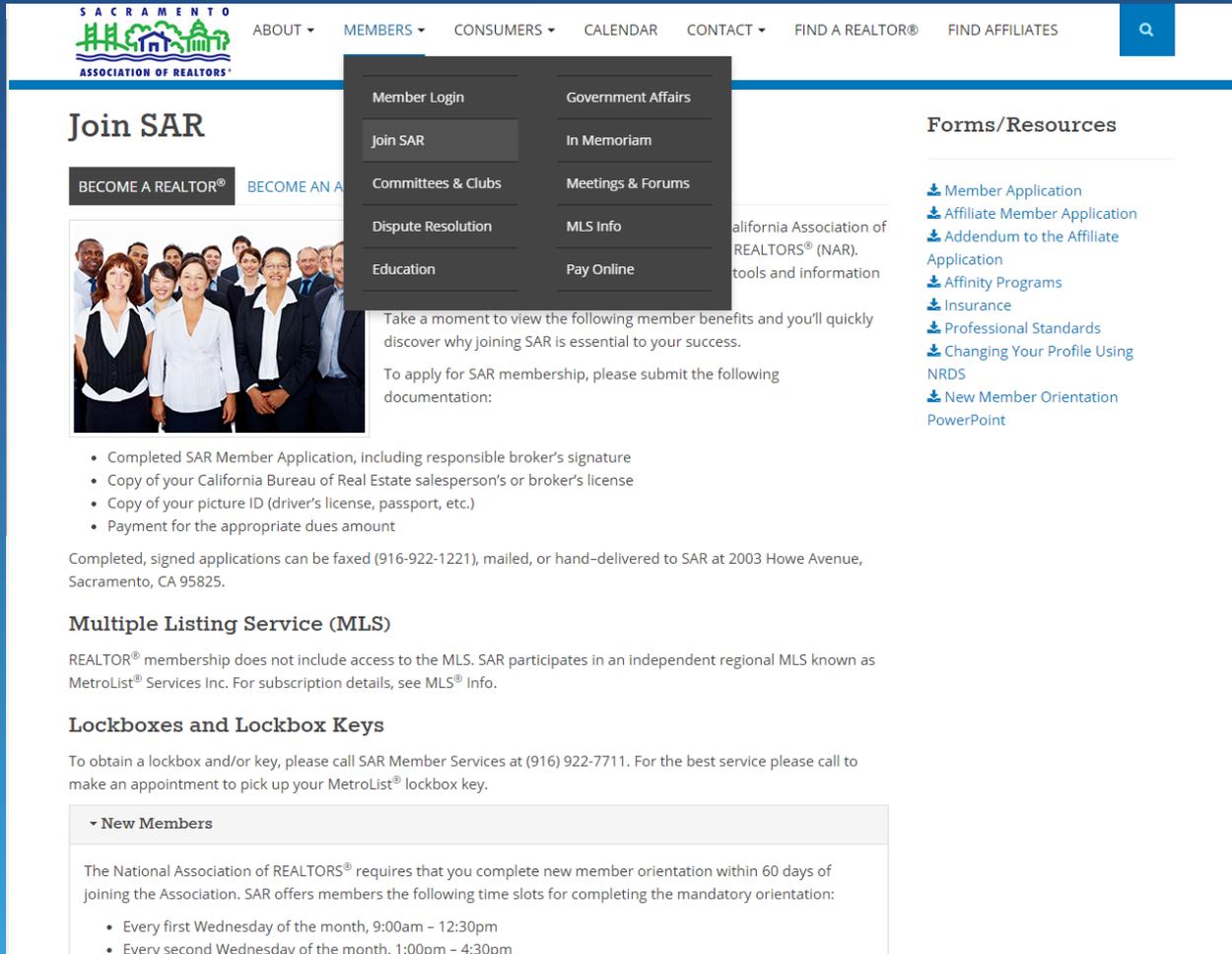
- Points of Entry
- Commercial Division
- Advocacy
- Education
- Networking Opportunities
- Retail Center Discounts
- Civic Events
- Leadership Development
- Communications Program
- Websites
 - sacrealtor.org
 - saccommercial.org
 - realtysupplycenter.com
- Insurance Programs



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Online New Member Guide



The screenshot shows the Sacramento Association of Realtors website. The top navigation bar includes links for ABOUT, MEMBERS, CONSUMERS, CALENDAR, CONTACT, FIND A REALTOR®, and FIND AFFILIATES. A search icon is located on the right. The main content area is titled "Join SAR" and features a "BECOME A REALTOR®" button. A dropdown menu is open, listing options such as Member Login, Government Affairs, Join SAR, In Memoriam, Committees & Clubs, Meetings & Forums, Dispute Resolution, MLS Info, and Education, Pay Online. Below the dropdown, there is a photo of a diverse group of realtors and a text block explaining the benefits of joining SAR and listing the required documentation for membership. A "Forms/Resources" section on the right lists various application forms and documents. At the bottom, there is a section for "New Members" detailing the orientation requirements.

Join SAR

BECOME A REALTOR® BECOME AN A

Member Login Government Affairs
Join SAR In Memoriam
Committees & Clubs Meetings & Forums
Dispute Resolution MLS Info
Education Pay Online

California Association of REALTORS® (NAR).
tools and information

Take a moment to view the following member benefits and you'll quickly discover why joining SAR is essential to your success.

To apply for SAR membership, please submit the following documentation:

- Completed SAR Member Application, including responsible broker's signature
- Copy of your California Bureau of Real Estate salesperson's or broker's license
- Copy of your picture ID (driver's license, passport, etc.)
- Payment for the appropriate dues amount

Completed, signed applications can be faxed (916-922-1221), mailed, or hand-delivered to SAR at 2003 Howe Avenue, Sacramento, CA 95825.

Multiple Listing Service (MLS)

REALTOR® membership does not include access to the MLS. SAR participates in an independent regional MLS known as MetroList® Services Inc. For subscription details, see MLS® Info.

Lockboxes and Lockbox Keys

To obtain a lockbox and/or key, please call SAR Member Services at (916) 922-7711. For the best service please call to make an appointment to pick up your MetroList® lockbox key.

▾ New Members

The National Association of REALTORS® requires that you complete new member orientation within 60 days of joining the Association. SAR offers members the following time slots for completing the mandatory orientation:

- Every first Wednesday of the month, 9:00am - 12:30pm
- Every second Wednesday of the month, 1:00pm - 4:30pm

Forms/Resources

- Member Application
- Affiliate Member Application
- Addendum to the Affiliate Application
- Affinity Programs
- Insurance
- Professional Standards
- Changing Your Profile Using NRDS
- New Member Orientation PowerPoint



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SAR Service Committees

Christmas CanTree

Commercial Advisory

Volunteer Coordinating

Education

Cultural Diversity/

Fair Housing

Young Professionals

Network



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SAR Major Events

- Main Meetings – most first Tuesdays
(except January, July and September)
- Officer/Director Installation – January
- CanTree Crab Fest – February
- Day at the Races – July
- Masters Club Golf Tournament – October



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The REALTOR® Safety Video



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Use Your **Phone** to stay connected



Opt into SAR's new text alerts and conveniently stay informed about SAR meetings, events and classes.

Text alerts will be limited in number - approximately 3-4 per month.

Text "saraalerts" to 545454 to receive texts about important meetings, events and educational courses

Text "sarsafety" to 545454 to receive texts about issues regarding REALTOR® Safety



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DIVE DEEP STAY EDUCATED

BENEFITS:

- Increased success
- Greater competence and confidence
- Risk management
- Connections with other agents
- Up-to-date info you can use



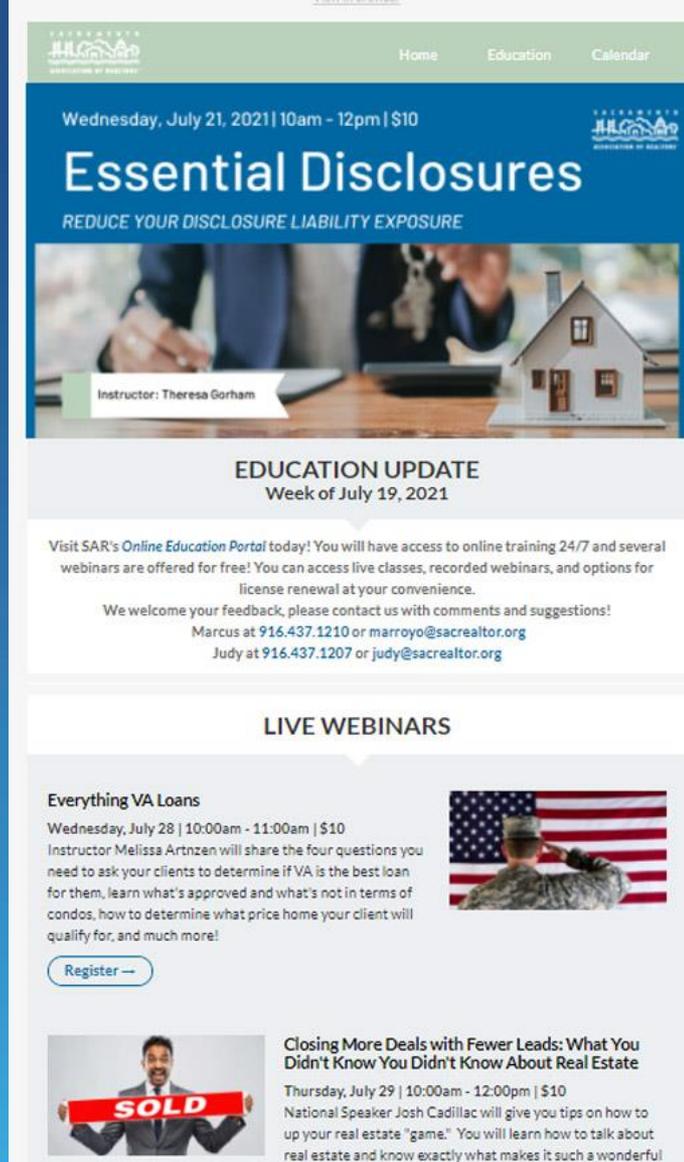
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SACRAMENTO

ASSOCIATION OF REALTORS®

Read SAR's Education Email each week

Classes will be offered
in person,
online or
hybrid style



The screenshot shows an email header for the Sacramento Association of Realtors (SAR). At the top, there are navigation links for Home, Education, and Calendar. The main subject is "Essential Disclosures" for Wednesday, July 21, 2021, from 10am to 12pm, priced at \$10. Below the title is the tagline "REDUCE YOUR DISCLOSURE LIABILITY EXPOSURE" and a photo of a realtor with a house model. The instructor is Theresa Gorham. The email body includes an "EDUCATION UPDATE" for the week of July 19, 2021, mentioning access to the Online Education Portal and contact information for Marcus and Judy. A "LIVE WEBINARS" section follows, featuring "Everything VA Loans" on Wednesday, July 28, and "Closing More Deals with Fewer Leads: What You Didn't Know You Didn't Know About Real Estate" on Thursday, July 29.

Home Education Calendar

Wednesday, July 21, 2021 | 10am - 12pm | \$10

Essential Disclosures

REDUCE YOUR DISCLOSURE LIABILITY EXPOSURE

Instructor: Theresa Gorham

EDUCATION UPDATE
Week of July 19, 2021

Visit SAR's *Online Education Portal* today! You will have access to online training 24/7 and several webinars are offered for free! You can access live classes, recorded webinars, and options for license renewal at your convenience.

We welcome your feedback, please contact us with comments and suggestions!
Marcus at 916.437.1210 or marroyo@sacrealtor.org
Judy at 916.437.1207 or judy@sacrealtor.org

LIVE WEBINARS

Everything VA Loans
Wednesday, July 28 | 10:00am - 11:00am | \$10
Instructor Melissa Artzen will share the four questions you need to ask your clients to determine if VA is the best loan for them, learn what's approved and what's not in terms of condos, how to determine what price home your client will qualify for, and much more!

[Register --](#)

Closing More Deals with Fewer Leads: What You Didn't Know You Didn't Know About Real Estate
Thursday, July 29 | 10:00am - 12:00pm | \$10
National Speaker Josh Cadillac will give you tips on how to up your real estate "game." You will learn how to talk about real estate and know exactly what makes it such a wonderful



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SACRAMENTO

ASSOCIATION OF REALTORS®

Education

While SAR is operating as a Virtual Association, classes will be offered as live or recorded webinars. Live webinars are listed on this page and on our [calendar](#). Visit our [online education portal](#) to register for live webinars and to view options for recorded webinars. If you have any questions please contact our Education Services Coordinator, [Marcus Arroyo](#).



SAR is committed to providing you with outstanding, comprehensive real estate education. Top producing REALTORS® have discovered that a key element to their success is knowledge. By taking full advantage of over 85 different classes we offer annually, you will boost your level of productivity and skillfulness.

Among the myriad of programs our full-service Education Department offers are courses to enhance and update your skills, gain tools as a new agent, and become certified in a specific area of the industry.

Don't hesitate to contact our education staff with questions regarding your renewal, a topic you wish to see presented, or any other education related issue. We're here to help you become a more successful REALTOR®.

Education Staff

Judy Shrivastava
Director of Education & Graphic Services
📞 (916) 437-1207
✉️ judy@sacrealtor.org

Marcus Arroyo
Education Services Coordinator
📞 (916) 437-1210
✉️ marroyo@sacrealtor.org



Upcoming Classes

Essential Disclosures

Wed Jul 21 @10:00AM - 12:00PM

Everything VA Loans

Wed Jul 28 @10:00AM - 11:00AM

Closing More Deals with Fewer Leads: What You Didn't Know You Didn't Know About Real Estate

Thu Jul 29 @10:00AM - 12:00PM

[View Full Calendar](#)



Experience *EX*traordinary

Keep Your Real Estate Business THRIVING

Enjoy online learning 24/7 and become the most knowledgeable real estate advocate your clients could ask for.

Live Webinars

On Demand Webinars

License Renewal

LIVE WEBINARS

Join Our Interactive & Impactful Trainings From The Comfort Of Your Home

[Click Here To See The Full List](#)



Everything VA Loans

July 28, 2021 | 10:00 - 11:00am

Instructor Melissa Artzen will share the four questions you need to ask your clients to determine if VA is the best loan for them. Learn what's



Closing More Deals with Fewer Leads: "What You Didn't Know You Didn't Know About Real Estate"

July 29, 2021 | 10:00 - 11:00am

National Speaker Josh Cadillac will give



Being Pro-Active and Thriving After the Time of Covid

August 4, 2021 | 10:00 - 11:00am

Instructor Barry Eisen will go over specific neuroscience hacks for dealing with today's isolated living stresses.



Experience *Extraordinary*

Education Opportunities At Your Convenience.

It has never been easier to level your education and business through our on-demand training. Pick a class and learn at a time best for you. The material is available 24/7.

Take Advantage of SAR's On Demand Webinars

Currently 40 available

Cost of webinars range from Free - \$15



Brian Buffini's Bold Predictions 2021: Mid-Year Update

Brian reviews his 2021 Market predictions with NAR Chief Economist Lawrence Yun. The two men will offer insights to help you finish your year strong in the new normal. Enjoy this FREE broadcast!

[Watch Now](#)



June Market Update with Ryan Lundquist

Ryan will take a deep dive into the market to help everyone understand how the market is moving, pick up tips for talking about the market with clients, and consider what future business might look like in the coming months.

[Watch Here](#)



Listing & Selling Tenant-Occupied Properties & Eviction Moratorium

Attorney Keith G. Dunningan with OPC Law Group along with his colleagues Laura Ferrer and Tanner Puryear discuss what to do and what NOT to do when listing/selling tenant-occupied properties in the current market.

[Watch Now](#)



Leading Female REALTORS® Share their Secrets to Success

Leading REALTORS® address the realities of being a leader, how they overcame their fears, and how being involved has helped grow their businesses.

[Watch Now](#)



How to get Leads and Listings From One Simple Email

Instructor Frank Kleitz, CEO and Co-Founder of Vyrat Marketing will help you get more referrals and repeat clients through your existing customer database.

[Watch Here](#)



UNLOCKING PURCHASING POWER - With a Reverse Mortgage

Sheryl Hanson, a top producing Reverse Mortgage Specialist with Finance of America, will take you beyond the basics of the purchase reverse mortgage.

[Watch Now](#)



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Don't Miss These Upcoming Webinars



July 28 | 10:00am - 11:00am

Everything VA Loans

Presented by Melissa Artzen

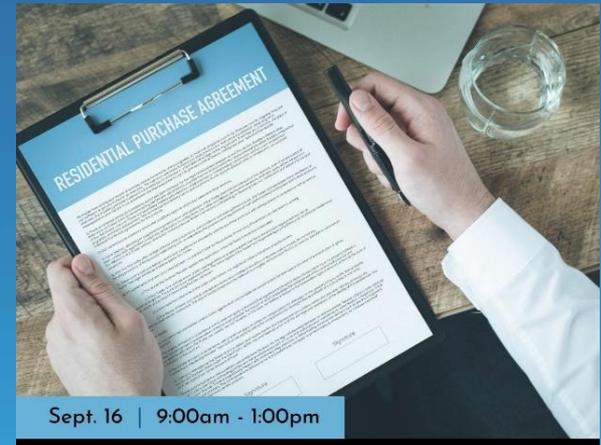


July 29 | 10:00am - 12noon

Closing More Deals with Fewer Leads

What You Didn't Know, You Didn't Know about Real Estate

Presented by National Speaker Josh Cadillac



Sept. 16 | 9:00am - 1:00pm

Understanding the NEW Residential Purchase Agreement

Presented by C.A.R. Attorney



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SACRAMENTO

ASSOCIATION OF REALTORS®

Special Training for New & Returning REALTORS®



September 9 | 9am – 3:10pm

25% DISCOUNT
for new SAR Members
as of Sept. 2020

lead generation
contracts
disclosures
Objection Handling
Working with Buyers

REAL ESTATE TRAINING INSTITUTE

RETI '21
7 - DAY SERIES

Beginning September 17



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Designation/Certification Courses

BENEFITS:

- Higher earnings
- Better knowledge of new laws, technology target audience
- Marketing materials
- Networking opportunities with other designees
- Specialized training

GRI – Graduate, REALTOR® Institute

SRES – Senior Real Estate Specialist

ABR – Accredited Buyer Representative

CRS – Certified Residential Specialist

At Home with Diversity Certification

RENE - Real Estate Negotiation Expert Certification



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SAR Professional Standards Dispute Resolution Services

- Mediation Services
- Ethics Disputes
- Arbitration Disputes



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SAR Mediation

Mediation is the preferred dispute resolution system of the NATIONAL ASSOCIATION OF REALTORS®.

The disputing parties meet with a mediator appointed by the Association to help create a mutually acceptable resolution of the dispute, rather than having a decision imposed by an arbitration hearing panel or a court of law.



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Mediation Services offered by SAR

- Ethics Mediation (voluntary)
- Mediation between clients and REALTORS® by request of the client. REALTORS® are required to mediate per Article 17 with their client
- Mediation between Buyers and Sellers if at least one party is/was represented in the transaction by a REALTOR® (voluntary). Clients must mediate through Real Estate Mediation for Consumers unless amount in dispute falls under the jurisdiction of small claims, probate, or bankruptcy court



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Mediation Finality

If a dispute is resolved in mediation, the parties sign an agreement spelling out the terms of the settlement. The agreement can be enforced by law in the courts.



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Disciplinary Complaint Process

A formal written complaint must be filed within 180 calendar days of alleged violation of the Code of Ethics.

Complaints are forwarded to the Grievance Committee to determine if there is a potential violation of the Code of Ethics.



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The Grievance Committee

- The Committee reviews only what has been submitted with the complaint. The Committee cannot investigate or research facts to the complaint.
- The Committee is to assume the facts alleged in the complaint are true and determine if the conduct is a potential violation of the Code of Ethics.
- Grievance Committee only reviews Ethics Complaints. **Unlike NAR, California does not send Arbitrations through Grievance.**



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The Professional Standards Committee

- Conducts hearings alleging a violation of the Code or Membership Duties/Bylaws violations.
- If a violation of the Code is determined, the Hearing Panel determines what sanctions are appropriate.



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Authorized Discipline

- Letter of Warning
- Letter of Reprimand
- Educational Course
- Fine not to exceed \$15,000
- Suspension for up to one year
- Expulsion from membership for period of one to three years
- An order to “Cease and Refrain” from doing certain actions for a period of time

If a fine or attendance at education is required and is not completed on time Membership shall automatically be suspended until the sanction imposed is satisfied.



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C.A.R. Publication Policy

In an effort to make ethics violations and the disciplinary process more transparent, C.A.R. is publishing the names of members who are found in violation of the Code of Ethics as well as summaries of the members' unethical behavior. Publication is triggered only if the discipline imposed is a reprimand, fine, suspension or expulsion – anything other than a letter of warning or stand-alone education. The information will be published on this members-only section of car.org for three years.

If the Hearing Panel finds a violation of the public trust they may refer the matter to DRE or the District Attorney for further action.



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The Arbitration Process

Article 17 provides that arbitration occurs under the following circumstances:

- Contractual disputes or specific non-contractual disputes (see Standard of Practice 17-4)
- Between REALTORS® (principals) associated with different firms **or in the same firm if CAR Independent Contractor Agreement was used**

To file the complaint with SAR, the dispute must occur between members of Sacramento Association of REALTORS® (SAR)

Members of different Associations may file through C.A.R. Interboard Arbitration system



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The Arbitration Process

Common arbitrable events between REALTORS® arising out of real estate transactions:

- Listing broker not paying cooperating broker what was offered in MLS
- Procuring Cause disputes regarding entitlement to commissions on closed sales
- Other promises to pay that are not honored



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The Arbitration Process

- Complaint is filed and referred for Mandatory Mediation.
- If mediation is unsuccessful, an arbitration hearing is conducted by the Professional Standards Committee and State arbitration statutes.



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Enforcement of Award

- Any party to an arbitration may petition the court to correct, confirm, or vacate the award.
- Most associations, including SAR, require the prevailing party to pursue the enforcement of the award at their own expense.
- If an award is not paid when specified, the prevailing party may file for a “Show Cause” hearing conducted by the SAR Directors. The sole purpose of the “show cause” hearing is to determine why the non-prevailing party failed to timely pay the arbitration award.



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Pathways to Professionalism

Three major sections:

- ✓ Respect for Public
- ✓ Respect for Property
- ✓ Respect for Peers

Remember the Golden Rule!



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EDUCATION

EVENT CENTER

RETAIL CENTER

ASSOCIATIONS OF REALTORS®

How many are there
in California?

104

How many are open on Saturdays?

Just One!



**We are HERE
for you!**



SAR New Member Orientation Evaluation Form

Date: _____

We strive to provide you with a comprehensive overview of all SAR has to offer in an efficient and interesting manner.

To help us measure our success, please provide feedback in the following areas.

Please rate how well we did:

	PERFECT		MODERATE		POOR
Presentation	5	4	3	2	1
PowerPoint	5	4	3	2	1
Facility	5	4	3	2	1
Information provided	5	4	3	2	1
Convenience of sessions	5	4	3	2	1

Is there anything we could have done better?

Additional comments -

A blue-tinted image featuring a pair of scales of justice on the left and a gavel on the right, set against a background of a bookshelf. The scales are in the foreground, and the gavel is slightly behind them. The text is overlaid on the right side of the image.

**C.A.R.
Legal Hotline
(213) 739-8282**

**The life blood of
your business
is...**

New listings

**The Life Blood of
our Business is to help**

YOU

do your job

**BETTER, SAFER &
MORE EFFICIENTLY**

Showing Houses at Night?



What is a...
**Silent
Salesperson?**

**Someone who isn't advertising
him/herself**



Don't be a Silent Salesperson



What is a
Secret Agent?

Unknown REALTOR®
to the public



Don't be a Secret Agent



What does this stand for?



What is the difference
in Sales Price
for a home sold by a
REALTOR[®] vs FSBO?

California = 15% higher

Sacramento = 2% more

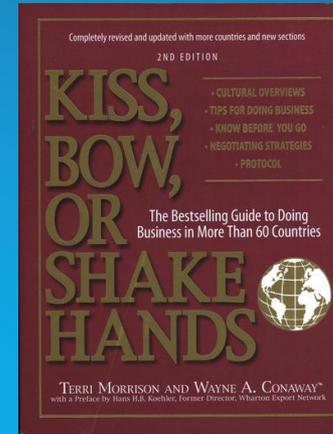
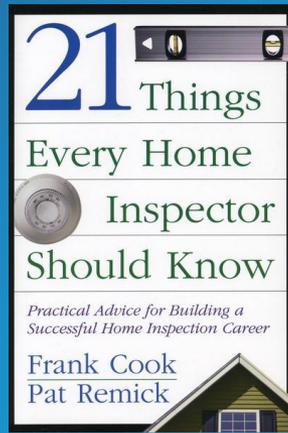
Statistics

No information, no results

Good information, good results

Excellent information

Excellent results



Books, Knowledge, Confidence

*See it when you walk and
when you talk*



Not enough
time
in your day?
We can help!



Visit us at

RealtySupplyCenter.com

Shop from the comfort of your home, office, or even on your smart phone, and have all your realty supply needs shipped directly to you.



25% off
Online Orders

Use code
20TWENTYFIVE

limit 1 per calendar year



**We're Here
For You!**

SAR Retail Center
2003 Howe Ave.
Sacramento, CA 95825
(844) 237-3957



**Free
Shipping***
*Up to \$30

Use code
20FREE

limit 1 per calendar year

Realty Supply Center In Store Coupon



SAR MEMBER BENEFITS

Professional Development

- **Education:** A wide range of classes meet your needs, including such topics as short sales, social networking, residential purchase agreements, negotiation, distressed properties; instructors provide "real world" experience; affordably priced and in-depth. Broker tuition card saves you money.
- **Communications:** Keep up-to-date with weekly emails, monthly newsletter, website, Facebook & Twitter.
- **Monthly Forums:** *Industry Update*, *Real Estate Finance Forum* and *Public Issues Forum* are free and keep you informed about issues affecting your ability to do business.
- **Main Meeting:** Every month, hear an entertaining or informative speaker and get to know your fellow REALTORS®.
- **Leadership Development:** SAR is serious about attracting a range of talent to leadership. The Leadership Academy will put you on the right path.
- **Committees:** Become more involved, put your talents to work and support the efforts of the Association.
- **CanTree:** Join in one of the most significant fundraisers for the Salvation Army and have fun.
- **Clubs:** Masters Club, Young Professionals Council and Women's Council of REALTORS® all enhance their members' professionalism and serve the community.
- **Library:** Real books and other media at SAR, extensive selection of on-line publications from NAR.
- **Designations:** Enhance your career with designation courses including Graduate, REALTOR Institute (GRI), Senior Real Estate Specialist (SRES) and Accredited Buyer's Representative (ABR).

Client Support

- **C.A.R. Legal Hotline:** Live advice from California real estate attorneys at no charge.
- **Sacramento Home Advantage Program:** Register your clients as auxiliary Members for a special range of services, information and discounts.
- **Saturday Hours:** Membership and Retail Center open most Saturdays 9-2:30
- **Statistics:** Gain insight into the local market and trends every month. More detailed reports available to Members only.
- **ZipForms®:** Instant access to the latest forms to complete transactions in California. Free online document storage and e-signature capability.

Business Support & Member Discounts

- **Group Medical/Dental/Vision Insurance Policies:** Affordable, guarantee issue HMO and PPO policies. Affiliate Members may also obtain insurance through the SAR group plans.
- **Branding:** Use of the REALTOR® brand is only available to Members. Distinguish yourself as a real estate professional.
- **Code of Ethics, Mediation and Arbitration Services:** Free ethics mediation. Arbitration and ombudsman services help resolve disputes, protecting you and your clients.
- **Retail Center:** Time-management supplies; custom signs, riders, posts and frames; gift baskets; REALTOR® wear. Discounts on toner cartridges and CFL bulbs. Custom business cards and stamps. Saturday hours and on-line at www.realtysupplycenter.com.
- **Affinity Programs:** Save up to 70% at Office Depot. Save on oil changes, tires, HVAC services and more.
- **Regional Meetings (caravans):** Meet your fellow REALTORS, present your listings, hear finance updates and other real estate information, tour homes new to the market. Six locations.
- **Computer use and wireless access:** Free Wi-Fi; printing, scanning, copying and notary services
- **Event Center Rentals:** Auditorium and other meeting rooms – discounted rates and lots of free parking
- **Scholarships:** Supporting local students pursuing higher education, especially children and grandchildren of Members.
- **Commercial Division:** Classes and a free newsletter and website serve the unique needs of commercial practitioners. Commercial property listings available at no charge.

Advocacy

- **Government Advocacy:** Work on issues that have an impact on private property rights and private property values.
- Protect the **mortgage interest deduction**
- Maintain national **flood insurance** protection
- **Oppose** state-mandated disclosures and costly **point-of-sale** ordinances
- Oppose real estate-related taxes masquerading as fees
- Watch for changes in local **sign ordinances**
- Work against **local business license fees** and commission taxes
- The REALTOR® Action Fund supports candidates who are sympathetic to REALTOR® issues.
- The REALTOR® Action Fund supports or opposes issues that have an impact on private property rights and private property values.

Scholarship Fund



Ways to Contribute:

- REALTOR® ROUNDUP
- Professional photo headshot
- Fundraisers/Events throughout the year

Notifications from SAR via email, sacrealtor website, and social media



Sam's Club[®]

**Join Sam's Club for \$45 and receive
\$45 towards your first purchase.**

**Sam's Plus Members earn \$10 in cash
rewards for every \$500 spent in qualifying
purchases**

5 Locations in the Sacramento Region

**Office
DEPOT.**



Store Purchasing Program

Account # 8011 838 2004

CARDHOLDER INSTRUCTIONS:

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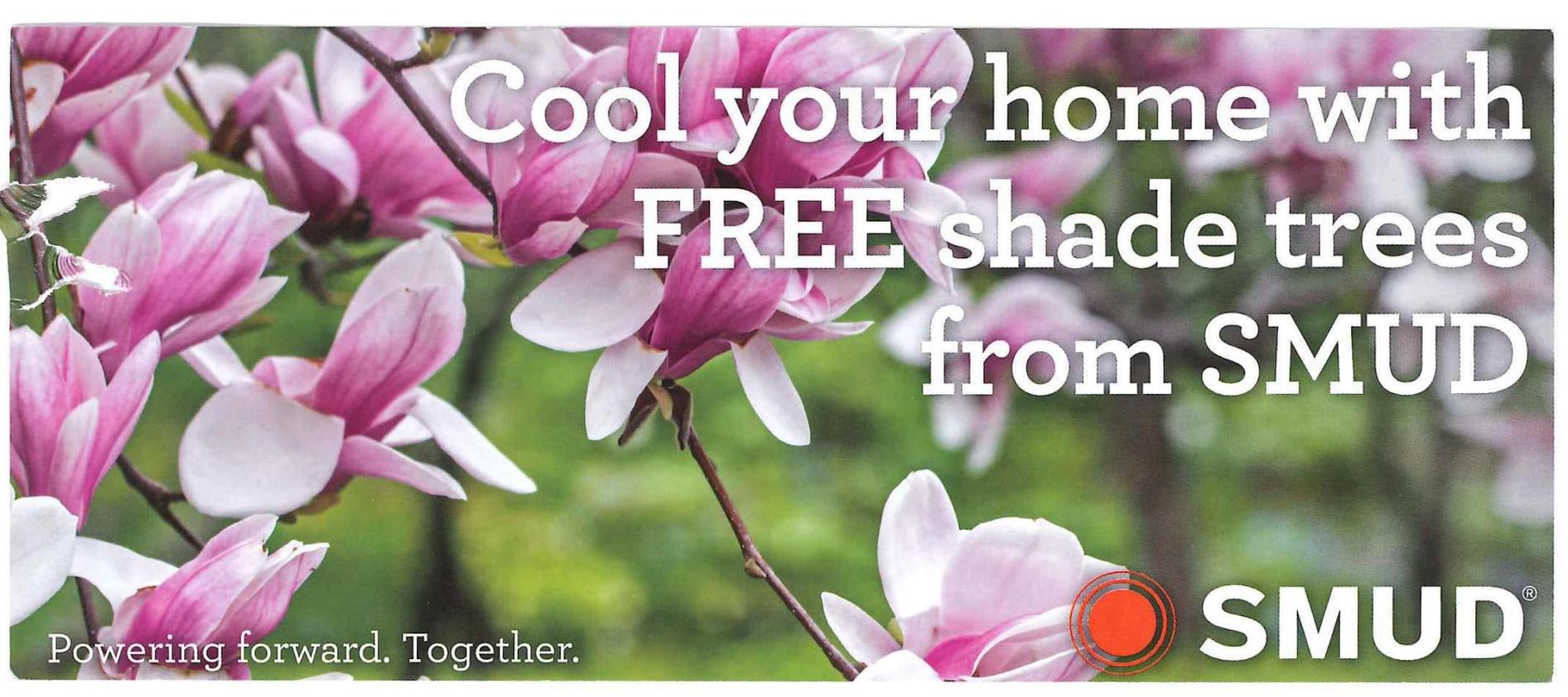
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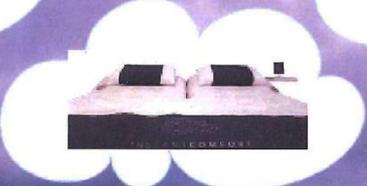
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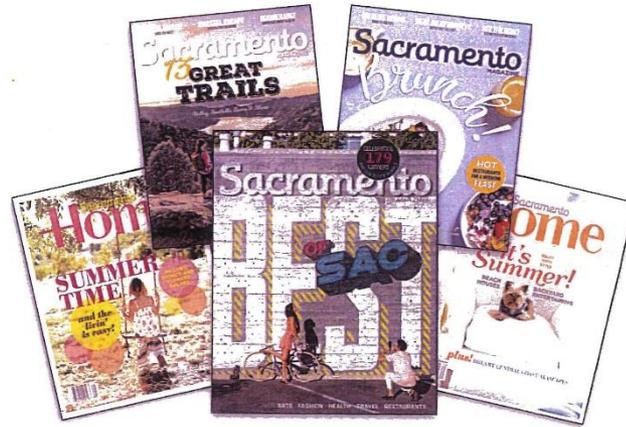
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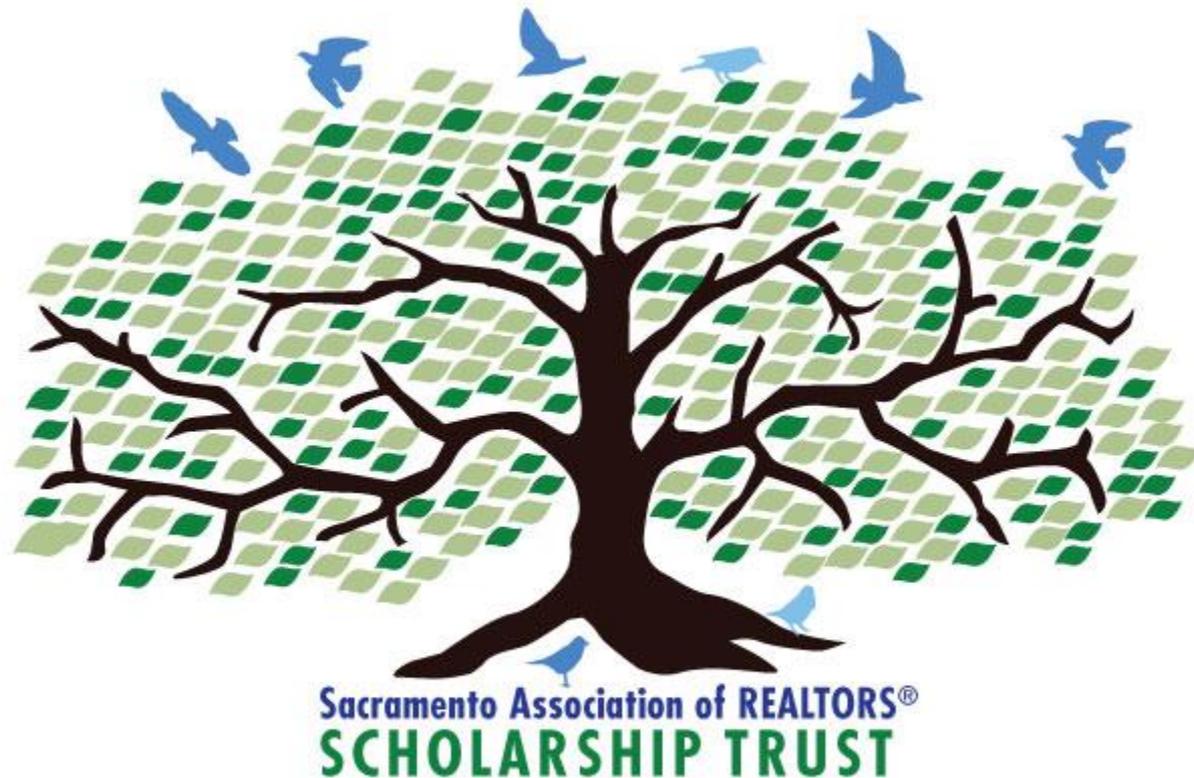
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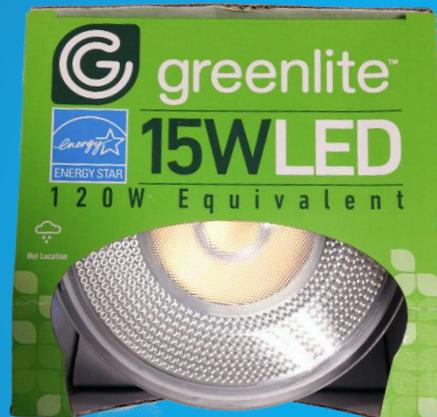
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