



## Membership Means Benefits!

Make your Affiliate Membership in HRRRA work for you. Our most successful Affiliate members tend to be those who get involved. They believe in actively networking to make their businesses grow. Following is a list of ways we can help you to do just that. (Many of these activities are offered to our members free of charge.) Please note: HRRRA membership does not include affiliation with NAR or VAR (a separate membership applies).

**Networking Opportunities:** We provide plenty of networking opportunities bringing together REALTORS® and Affiliates in a social atmosphere to get to know each other, exchange business cards, and have fun. The following are just a few examples of HRRRA activities planned throughout the year:

Educate 4 Success  
Installation Luncheon  
YPN Networking Events

New Homes Preview  
Wine & Cheese Social  
...and more!

**Affiliate Members Council:** As an Affiliate Member you are invited to join the Affiliates Council, also known as the “Circle of Experts.” This council meets monthly to discuss ways of bringing more value to their membership, as well as ideas for greater networking and visibility with the REALTOR® members. This council is lead by associates who, like you, are focused on the real estate industry as their customer base. The Affiliates Council also has a representative on the HRRRA Board of Directors.

You are encouraged to join any of the specialty councils (see page 2 of the Affiliate Member Application). These are wonderful opportunities to get to know REALTORS® in an intimate yet professional atmosphere. These councils were designed to meet specific needs of specialty areas of real estate. Councils and committees are an excellent networking opportunity as well as a valuable learning experience. In addition, from time to time we develop Action Teams which act as temporary committees to accomplish a specific task. You may be asked at some point to join an Action Team in order to offer your opinion or expertise on a subject.

HRRRA  
communicates  
with you through...

**Magazine:** Every month the *Hampton Roads REALTOR®* is sent out to the homes and offices of our members. An archive of past issues is also available on HRRRA's website.

**Website:** This invaluable resource lists EVERYTHING HRRRA does!  
[CenterForRealEstate.com](http://CenterForRealEstate.com)

**eREALTOR®** - A weekly broadcast e-mail sent out to all subscribing members, eREALTOR® outlines upcoming events, classes and meetings for HRRRA.

**LegUp** - This e-mail is sent out on Fridays with the latest developments in legislative issues affecting REALTORS®.

Circle of  
Experts



# MEMBERSHIP MEANS Opportunities

Take advantage of these avenues to get more exposure for your business.

HRRAs membership consists of over 5,000 REALTOR® members, associates and friends. Our publications and events reach professionals involved and interested in Southside Hampton Roads' real estate industry. Each REALTOR® member is a potential customer and a source of referral for your business. The Hampton Roads REALTORS® Association is the "Center for Real Estate" in Hampton Roads.

**Exposure:** If growing your business depends on exposure to the REALTOR® community, then HRRAs is the right place for you. We offer a variety of ways to wisely and effectively utilize your promotional dollar. One of our representatives will happily meet with you to develop a promotional plan with HRRAs to maximize your exposure. Many of these opportunities are available at significant discounts for Affiliate Members.

**Hampton Roads REALTOR®:** Our monthly magazine, mailed out to every member of HRRAs, provides full-color advertising space. Articles, press releases, event photos and other news items are always welcome; our editor will work with you to get your message out. Design services are also available for a fee; let HRRAs' award-winning Creative Department craft your ad!



**Awards:** We realize that Affiliate Members are an important element of our overall organization. In appreciation for your participation and support, every year HRRAs recognizes one Affiliate Member Company and one Affiliate Member Individual who shine above all others in commitment and service. These prestigious awards are given at the annual Installation Luncheon in December.

**Mailing Lists:** Only HRRAs members can purchase HRRAs Mailing lists. These lists can be customized to fit your direct mail needs. Lists can be purchased for specific Councils or groups (such as Circle of Excellence™ recipients). We also offer discounts on mailing lists for sponsors when used to promote an event.

**Government Affairs:** We have one of the strongest lobbying efforts in the state. Looking out for the real estate community and its business future protects your future as well. With paid lobbyists on staff, an active government affairs committee, and a political action committee, HRRAs is well represented.

You can rest with peace of mind in knowing that real estate interests are being protected from unnecessary regulation and burdensome taxation, or get involved and see for yourself the legislative victories we produce both on the local and state level. We at HRRAs often seek input from our members as well as the Affiliate Members Council on important government issues.

**Seminars:** Gain even more exposure to the REALTOR® community by attending one of our free seminars. The topics are informative and your time will be well spent. Following are a few examples of recent seminars given by HRRAs:

- Anatomy of a Home
- Agent Summer School: This Older Home
- Blueprint Reading
- House Construction as a Selling Tool
- Property maintenance and repair: "Oops! Things I wish I knew before..."

...and many more!

**Information/Staff Resource:** The professional HRRAs staff is available from 9:00 a.m. -5:00 p.m. Monday-Friday to answer questions, conduct research and provide statistics on the REALTOR® membership.

We are always looking for better ways to serve our members. If you have ideas for programs, products, or services that would be useful for Affiliate Members, please let us know.



HAMPTON ROADS REALTORS® ASSOCIATION

638 Independence Parkway, Suite 100, Chesapeake, VA 23320

Phone: 757-473-9700 Fax: 757-473-9897 [www.CenterForRealEstate.com](http://www.CenterForRealEstate.com)

# AFFILIATE MEMBERSHIP Application

Please read over the application carefully, and then print clearly or type in your information.

Firm: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Web site: \_\_\_\_\_

Primary Representative: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

Additional Representatives (if more than 5 please list on separate sheet):

(1) Name: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

(2) Name: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

(3) Name: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

(4) Name: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

(5) Name: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

## Company Information

Please select ONLY ONE specialization from the list below. This will determine how you are listed in our online membership directory.

- Appraisers
- Attorneys / Lawyers
- Banks / Financial Services
- Builders / Developers
- City & State Services
- Communications
- Exterminating / Pest Control
- Home Inspectors
- Home Maintenance & Repair
- Home Staging
- Home Warranties
- Insurance
- Miscellaneous Services
- Mortgage Companies
- Moving & Storage
- Publishing / Printing
- Real Estate Services
- Restoration Services
- Title & Escrow Services
- Utilities



(please continue to page 2...)

# AFFILIATE MEMBERSHIP Application (page 2)

**Councils, Committees and Advisory Groups** (please check any you are interested in):

**Affiliates** — This council meets to discuss how Affiliate Members can reach the REALTOR® members and home buyers/sellers with their marketing messages.

**Commercial Alliance** — This group focuses on issues affecting commercial agents in the regional Hampton Roads area.

**Governmental Affairs** — Meets to guide legislative and regulatory policy; assists in selecting candidate endorsements.

**International Advisory Group** — This group focuses on educating members who have an interest in dealing with foreign nationals, both locally and abroad.

**New Homes** — Designed to meet the needs of the New Homes Site Agents and Managers.

**Property Management and Leasing** — Provides an avenue where area property managers join together to discuss property management issues.

**Public Relations Advisory Group** — Creators of the I am one® campaign. Outreach to members and the public through various media.

**REALTOR®/Lawyer** — Discussions include housing trends, legal issues and forms. Open to all members.

**Resale** — Meets to plan special programs for REALTORS® specializing in resale.

Do you or a principal in the firm hold an active Virginia real estate license?  Yes  No

If yes, license number: \_\_\_\_\_. Is the firm actively engaged in the real estate profession, including buying, selling, exchanging, renting, or leasing, managing or appraising for others for compensation, or financing, building, developing or subdividing real estate?  Yes  No

The following members of the Hampton Roads REALTORS® Association may be contacted for references:

\_\_\_\_\_

**NOTE: Dues are collected on July 1.** The firm is charged \$199 (includes five [5] additional representatives) or \$249 (includes ten [10] additional) or \$299 (includes twenty [20] additional) per year. The firm is charged \$50.00 for each branch office. A pro-rated dues bill will be sent to you upon application approval.

I certify that all the information indicated above is complete and accurate and agree to pay the established dues and abide by the bylaws as long as I remain an affiliate member of the Hampton Roads REALTORS® Association.

Signed: \_\_\_\_\_ Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

Referred by: \_\_\_\_\_

*HRRRA Office Use Only*

Firm Number: \_\_\_\_\_ AR #: \_\_\_\_\_  
App Fee Rec'd: \_\_\_\_\_ AR #: \_\_\_\_\_  
Dues Rec'd: \_\_\_\_\_ AR #: \_\_\_\_\_  
AM Number: \_\_\_\_\_ AR #: \_\_\_\_\_

Welcome!



HAMPTON ROADS REALTORS® ASSOCIATION  
638 Independence Parkway, Suite 100, Chesapeake, VA 23320  
Phone: 757-473-9700 Fax: 757-473-9897 [www.CenterForRealEstate.com](http://www.CenterForRealEstate.com)