



New Member Orientation Program

Welcome to the REALTOR® Organization

“MEMBERSHIP HAS ITS PRIVILEGES.”

If this is true for credit card companies, it is certainly true for an organization that has your best interest at heart!

Membership in your local Association or Board of REALTORS® provides you with services and benefits that will enhance your business and professional standing in the real estate industry and lead you on the path of increased income potential!

This program introduces you to the benefits, privileges and obligations of Membership, and provides you with a working knowledge of the many excellent products and services available.

NATIONAL ASSOCIATION OF REALTORS®

Mission Statement

The purpose of the National Association of REALTORS® is to enhance the ability and opportunity of its members to conduct their business successfully and ethically, and to promote the preservation of the right to own, transfer, and use real property.

TRISTATE REALTORS® COMMERCIAL ALLIANCE

Mission Statement

The TriState REALTORS® Commercial Alliance is the preeminent advocate for the Commercial & Industrial practitioner in eastern Pennsylvania, New Jersey and Delaware.

We seek to advance continuously the financial well-being, industry stature, and professional growth of each member.

TriState sponsors educational and training opportunities, provides forums for interaction, speaks as a unified voice on legislative and community issues, and promotes ethical standards of conduct.

The NATIONAL ASSOCIATION OF REALTORS®



LEADERSHIP

The leadership of the REALTOR® organization is dedicated, well qualified and sensitive to the needs of the membership.

It is you, the members of the Association, who shape policy, enforce rules and regulations, and move the REALTOR® organization in a positive direction, looking clearly to the future for growth and security in our business and the real estate industry.

The diagram below illustrates the flow of policy decision-making from recommendation to policy implementation. Each component of leadership is dependent on member input and direction. All components work together to serve member needs and interests.

Membership shows concern

Policy committee reviews

Executive Committee receives report

NAR Board of Directors approves recommendation

NAR staff implements approved policy

Member Boards/Associations notified of new policy

MEMBERSHIP DUES

Membership dues are paid by REALTORS® and REALTOR-ASSOCIATES® to the local Board or Association of REALTORS®. Local Associations pay membership dues to the State Association and to the National Association. In this way, you are a member of your State Association and the National Association, in addition to your local Association or Board of REALTORS®.

THREE-WAY AGREEMENT

The Three-Way Agreement refers to the relationship between the National Association, the State Associations, and the local Associations and Boards of REALTORS®. It defines the privileges and responsibilities of each of the parties.

The National Association grants the State and local Associations the right to use the terms, REALTOR® or REALTORS® in their name. It also gives them the right to control the use of the terms, REALTOR® and REALTOR-ASSOCIATE® among qualified members.

In turn, the State Associations and local Associations agree to accept the responsibility of regulating the use of the terms, REALTOR® and REALTOR-ASSOCIATE® within their jurisdiction, enforce the Code of Ethics, and maintain membership in good standing in the State Association.

STATE ASSOCIATION
INFORMATION

**Pennsylvania Association of
REALTORS®**

www.parealtor.org



4501 Chambers Hill Road
Harrisburg, PA 17111-2406
(717) 561-1303
(717) 561-8796 (fax)

**New Jersey Association of
REALTORS®**

www.njar.com



Executive Office: 295 Pierson
Avenue
P.O. Box 2098
Edison, NJ 08818
(732) 494-5616
(732) 494-4723 (fax)

**Delaware Association of
REALTORS®**

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NATIONAL ASSOCIATION
OF REALTORS®



TWO LOCATIONS

800-874-6500
(8:30-5:00 PM Mon.-Fri.)

Chicago Headquarters

430 N. Michigan Avenue
Chicago, Illinois 60611-4087
(312) 329-8200

Board Policy and Programs
Convention and Meetings
Education Executive Officer
Finance Human Resources
Legal Affairs Marketing/Customer Service
Member Services NAR Library



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