

## Member Benefits

- ◆ Education
- ◆ Legislative Advocacy & Governmental Influence
- ◆ Trademark Use
- ◆ Real Savings & Exclusive Offers through National, State and Local Partners offering discounts
- ◆ Forms & Contracts
- ◆ Increased Market Exposure and Part of the Number 1 Real Estate Web Site
- ◆ Professional Designations
- ◆ Facilities and Staff
- ◆ Opportunity to make a Difference in your Community
- ◆ Committee Involvement
- ◆ Support Systems
- ◆ REALTOR® Store
- ◆ Newsletter, Weekly Report, *Insight Magazine*, *REALTOR® Magazine*
- ◆ Website
- ◆ Awards & Recognition
- ◆ Ethics, Mediation & Arbitration



195 Executive Park Boulevard  
Winston-Salem, NC 27103  
(336) 768-5560 phone  
(336) 768-7295 fax  
[www.wsrar.com](http://www.wsrar.com)

**Winston-Salem Regional Association of REALTORS® -  
Professionalism. Service. Knowledge. Vision.**



## New Agent Guide



*Everything You Need to Succeed*

**WSRAR**  
195 Executive Park Boulevard  
Winston-Salem, NC 27103  
(336) 768-5560 phone  
(336) 768-7295 fax  
[www.wsrar.com](http://www.wsrar.com)

## Do you have enough money budgeted to get started in real estate?

### Build up a safety cushion-

You should be able to cover your monthly expenses for three to six months without making a paycheck, says Robert Morris, ABR®, CRS®, a broker with Prudential Rowland Real Estate, Inc, in Murfreesboro, TN.

### Set aside a business reserve-

In addition to the money for personal expenses, you also should set aside some money in reserves (it can be as little as \$100 per month) for unexpected business expenses, say Chuck Bode, CRS®, GRI, broker-associate with N.P. Dodge Real Estate Co. in Omaha NE. "If something breaks down, you go into the reserves and you don't borrow money on a credit card at 15% interest," Bode says.

~ [www.realtor.org](http://www.realtor.org)



## 2010 Fees

Initiation Fee	\$500.00
WSRAR	\$146.00
NCAR	\$130.00
NAR	<u>\$115.00</u>
Annual Dues	\$391.00
<b>WRSAR</b> -Winston-Salem Association of REALTORS®	
<b>NCAR</b> -North Carolina Association of REALTORS®	
<b>NAR</b> -National Association of REALTORS®	
Supra DisplayKey Issuance Fee	\$60.00
Annual Lease (prorated monthly)	\$121.00 + tax
Insurance (optional)	\$ 25.00



## Multiple Listing Service:

Firm Applications Fee (One time per company)	\$400
Monthly Participation Fee (Per agent)	\$35

## WSRAR Divisions:

### REALTOR® Commercial Alliance

Individual Application Fee	\$200
Quarterly Dues	\$40
Karnes Listing Service	\$90

### Property Management Division

Individual Application Fee	\$75
Semi-Annual Dues	\$100

### Winston-Salem Regional Association of REALTORS®

offers many networking opportunities. We have membership meetings at a variety of locations that offer educational speakers and great food. We also have hot topic Breakfast Meetings and Lunch & Learn programs. Get involved and help out with our Annual REALTOR® Tee Off Against Child Abuse golf tournament, Easter and Christmas parties with The Children's Center for the Physically Handicapped, Annual Habitat for Humanity fundraisers and our Annual American Dream Weekend that promotes affordable housing opportunities. There are many ways to stay involved and maximize your dues dollars.