



New Agent Guide

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

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 Easter and Christmas parties with Centers for Exceptional Children, Annual Habitat for Humanity fundraisers and more. There are many ways to stay involved and maximize your dues dollars.



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(336) 768-5560-P (336) 768-7295-F

ASSOCIATION FEES

| | |
|-----------------------|----------|
| <u>Initiation Fee</u> | \$500.00 |
| WSRAR | \$146.00 |
| NCAR | \$165.00 |
| <u>NAR</u> | \$185.00 |
| Annual Dues* | \$496.00 |

*Dues are prorated based on the month you join.

WSRAR: Winston-Salem Regional Association of REALTORS®

NC REALTORS®: North Carolina Association of REALTORS®

NAR: National Association of REALTORS®

SUPRA FEES (Optional)

| | |
|------------------|---------|
| eKEY Setup Fee | \$50.00 |
| eKEY Monthly Fee | \$12.75 |

MLS

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|---|---------|
| Firm Application Fee <i>(one time per company)</i> | \$400 |
| Monthly Participation Fee <i>(per agent)</i> | \$55.50 |

WSRAR Divisions:

REALTOR® Commercial Alliance

| | |
|--|-------|
| Individual Application Fee | \$200 |
| Quarterly Dues | \$40 |
| CIE Listing Service <i>(quarterly)</i> | \$225 |

Property Management Division

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|----------------------------|------|
| Individual Application Fee | \$25 |
| Semi-Annual Dues | \$75 |

Other Fees

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|------------------------------|-------------------------|
| NC Privilege License | \$50 |
| Real Estate License Renewal | \$45 |
| Continuing Education Classes | \$110 <i>(estimate)</i> |
| 3 Post-Licensing Classes | \$675 <i>(estimate)</i> |