

Local Support and Benefits

VIRGINIA REALTORS® SERVICES PROVIDED TO LOCAL ASSOCIATIONS

Virginia REALTORS®, your state-level REALTOR® association, equips you with tools to keep your local association running successfully. The largest trade association in the commonwealth, Virginia REALTORS® protects the interests of REALTORS® and their clients. Your membership provides resources for risk management and professionalism.

GOVERNANCE

STRATEGIC PLANNING

Does your local association need help in setting a clear vision for the future of the association? We at the Virginia REALTORS® can help establish a road map to guide management decisions of the association for the next 3-5 years. (Virginia REALTORS® provided at no fee)

BOARD LEADERSHIP TRAINING

The Board Leadership Training is designed for the Board of Directors and committee leaders to focus on the association governance and structure, roles and responsibilities, director duties, chairing meetings, advancing the strategic plan, and more. (Virginia REALTORS® provided at no fee)

LEADERSHIP TRAINING

Are you looking for in-state leadership training for your President, President-Elect, and Association Executive to attend as a team? Look no further; Virginia REALTORS® offers training to help educate and motivate your team to lead in their role as leaders in the year ahead. (Virginia REALTORS® absorbs registration fee for AE + 2 LT)

SCHOLARSHIPS AND GRANTS

NAR ASSOCIATION EXECUTIVE INSTITUTE (AEI) SCHOLARSHIP PROGRAM

Virginia REALTORS® offers scholarships to local Association Executives towards attending NAR's AEI in the spring of each year.

NAR LEADERSHIP SUMMIT SCHOLARSHIPS FOR LOCAL PRESIDENTS-ELECT

Get your President-Elect educated and motivated to lead during their year as President. Virginia REALTORS® offers scholarships for your President-Elect's travel to Chicago to get inspired for their year ahead as President of the local association.

COMMUNITY OUTREACH GRANT

Virginia REALTORS® will provide up to \$2,500 per year and guidance towards an initiative tied to the NAR Core Standards Consumer Outreach. (Virginia REALTORS® provides \$2,500 per association)

DIVERSITY, EQUITY, AND INCLUSION (DEI) GRANT

The Virginia REALTORS® DEI grant may be used for many different initiatives. This funding is to assist associations to be creative in their engagement activities. (Virginia REALTORS® provides up to \$2,500 per association)

PROFESSIONAL STANDARDS

PROFESSIONAL STANDARDS CO-OP ENFORCEMENT SERVICE

Virginia REALTORS® manages the professional standards hearing and enforcement program for local associations participating in the CO-OP. (Subscription fee)

PROFESSIONAL STANDARDS PROGRAM

Virginia REALTORS® provides Professional Standards training to adequately prepare members of local associations to sit on grievance and hearing panels. (Virginia REALTORS® provides to local association members)

EDUCATION AND TRAINING

REALTOR® INSTITUTE PROGRAM

Give your members an opportunity to receive education at your local association by offering our professional GRI courses. These courses assist with meeting DPOR post-license or continuing education requirements in addition to coursework leading to a nationally recognized REALTOR® designation. (There is a hosting fee to use REALTOR®-developed course materials; local associations will hire and pay approved instructors directly.)

The GRI Cooperative Program gives local associations an incentive for each primary member who attends a virtual GRI class hosted through the Virginia REALTORS® Learning Center.

LEGAL EDUCATION CE OPPORTUNITIES

Provide your members with current and professional legal education developed by our Virginia REALTORS® Legal Team. Select from various courses to fulfill continuing education requirements for agents and brokers. (Virginia REALTORS® complimentary service)



Protecting Your Business. Our Priority.

MORE AT [VIRGINIAREALTORS.ORG/MEMBER-BENEFITS](https://virginiarealtors.org/member-benefits)

EDUCATION AND TRAINING

AE REGIONAL CONFERENCE STIPEND

NAR Core Standards requires that your local association executive has six hours of professional development each year. Virginia REALTORS® offers a stipend to the association executive towards attending an AE Regional Conference to satisfy this requirement. (Virginia REALTORS® provides stipend for AE costs)

AE-TO-AE PEER GROUP

Virginia REALTORS® provides an opportunity for AEs to meet and share their resources and information with their colleagues. (Virginia REALTORS® provides hotel cost)

EDUCATION DIRECTORS' FORUM

Local Education Directors are invited to Virginia REALTORS® Headquarters to collaborate before every VREB meeting. This forum provides an opportunity to share best practices, upcoming submissions, and support state and local education initiatives. (Virginia REALTORS® complimentary service)

RESOURCES

LOCAL AE HOTLINE

The Virginia REALTORS® Legal Team provides hotline-style responses to Pro Standards, Governance, and a multitude of other local association questions of a general nature directly to association executives. (Complimentary service by Virginia REALTORS® to Local AEs)

LOCAL MARKET ECONOMIC REPORT PROGRAM

Board-approved grant program to offset majority of cost for localized economic and housing market reports. Reports include analysis and information provided by the Virginia REALTORS® Research Team for use with members, consumers, press, and policymakers.

VIRGINIA REALTORS® ECONOMIST GUEST SPEAKER

A Virginia REALTORS® Economist is available to speak at local association meetings or events about the localized market reports and information used with members, consumers, press, and policymakers. (Virginia REALTORS® complimentary service)

ASSISTANCE WITH LOCAL ELECTION CAMPAIGNS

The Virginia REALTORS® Government Relations Team can provide local associations with advice and guidance, along with campaign services such as funding for online ads, direct mail pieces, and more for local county, city, and town candidates. (Virginia REALTORS® complimentary service)

TRAINING AND ASSISTANCE FOR RPAC EFFORTS

Throughout the year, we help local associations and volunteer leaders acquire practical RPAC fundraising skills and guidance on strategies that will help you achieve your RPAC goals. (Virginia REALTORS® complimentary service)

PRESS AND MEDIA ASSISTANCE AND PRESS RELEASE WRITING ASSISTANCE

The press and media look for timely housing and real estate stories. Virginia REALTORS® can assist with background information and facts related to the current real estate market and help local association staff write releases and manage press inquiries. (Virginia REALTORS® complimentary service)

AE NEWS & NOTES

Virginia REALTORS® provides a variety of resources to support the local associations and members around the state. This bi-weekly newsletter offers brief updates on current events with links to more resources on the Local Association Resources Page.

SOCIAL MEDIA ECHO CAMPAIGNS

Virginia REALTORS® assists local associations with messaging on important news and initiatives by providing example social media posts (like Instagram captions), graphics, and overall direction for "getting the word out" via multiple social media channels.

MANAGEMENT

CORE STANDARDS ASSISTANCE

A local association is required by NAR to meet NAR's Organizational Alignment Core Standards requirements each year. Virginia REALTORS® assists local associations in meeting these standards.

LOCAL MEMBER MATCHING DUES ENFORCEMENT LISTS

Virginia REALTORS® cross references the DPOR licensee list with membership records to identify non-dues paying licensees working in REALTOR® firms. Local associations can use this list to increase membership and enforce the NAR dues requirements. (Virginia REALTORS® complimentary service)

NEW AE ORIENTATION

The scope of the job of an Association Executive is broad and the responsibilities can seem never ending. Virginia REALTORS® staff will guide the new AE through policies and procedures, REALTOR® association structure, RPAC, communications, and resources available from NAR and the state association to help them be successful. (Virginia REALTORS® complimentary service)

ASSOCIATION EXECUTIVE (AE) SEARCH AND PLACEMENT PROGRAM

A local association needs the right Association Executive to lead, regardless of size or location. Virginia REALTORS® will help attract the best candidates and screen viable candidates to lead your association. (Virginia REALTORS® provided at no fee)

CONTINUITY OF ASSOCIATION OPERATIONS WHEN THE AE POSITION IS UNEXPECTEDLY VACATED

Virginia REALTORS® is able to send staff to the local association to assist volunteer leaders in continuing normal day-to-day management while the association arranges for an interim Association Executive. (Virginia REALTORS® complimentary service)



Protecting Your Business. Our Priority.

MORE AT [VIRGINIAREALTORS.ORG/MEMBER-BENEFITS](https://www.virginiarealtors.org/member-benefits)