



Rise and Shine

WITH TOOLS & TIPS FOR NEW REALTORS®

Welcome to Virginia REALTORS®

Good morning,
contact.firstname,

Now that you're brewing up a new career path, you have a helpful resource in us. Virginia REALTORS®, your state-level REALTOR® association, equips you with tools and resources to keep your business running successfully.

As a member (YES! You ARE already a member!),

you receive many benefits, and we want to be your go-to resource for your work & professional needs. What we offer you (Hint: be sure to log in):

- [Legal Resources](#)
- [Technology Helpline](#)
- [Access to Standard Forms](#)
- [Post-Licensure Education Requirements](#)
- [The Learning Center](#)
- [Networking Events](#)
- [Economic Insights & Market Reports](#)
- [REALTOR® Advocacy](#)
- And much more!

As you're munching on a bagel or sipping some espresso, we hope you look for this early-morning email at the beginning of every month and use it to help navigate through your first year. Hint: SAVE these emails and [download this resource](#) to have easy access to this useful information.

Also, keep your eyes on your inbox for other communications from Virginia REALTORS®. Use our resources, attend our events, and take advantage of what your membership gets you!

Don't forget to follow our social media pages for important updates and the latest REALTOR® happenings. Search "Virginia REALTORS®" on Facebook, Instagram, and LinkedIn.

If you have any questions, please contact: members@virginiarealtors.org.

Your NRDS ID: contact.ramco_nrdsid



Watch this video for a comprehensive review on how we help YOU!

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Questions?

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Virginia REALTORS® Legal Support

Good morning, \${Recipient.contact.firstname[0]}!

While you enjoy your breakfast, we hope you'll take a minute to learn about one of our most popular resources: Virginia REALTORS® **LEGAL SUPPORT**. All of the benefits you see below are part of your membership without any additional cost!

Your Virginia REALTORS® legal team keeps you informed of changes that impact your business. Risk management is at the heart of professional real estate practice, and our staff is here to support you with that effort. With us, you will have access to standard forms, contracts, and a direct connection to our attorneys through the legal hotline, to name a few. You are not on this journey alone!



Legal Hotline

Get legal answers for your real estate questions within 4 business hours.



Standard Forms

Utilize this user-friendly portfolio of standard forms and contracts as often as you need.



Caveat REALTOR®

This weekly podcast provides legal insight (and laughs!) to keep you updated.



Legal Lessons

Short video clips give insight & updates on legal topics important to REALTORS®.



Facebook Live

Take an in-depth look into a topic with our legal team & join in for a live Q&A session.



New Laws Updates

Learn about the changes that can impact your business in easy-to-understand formats.



Legal Case Studies

Read real-life scenarios that can protect you from potential legal trouble.



Legal FAQs

This info-at-a-glance tool shares top questions & answers on topics vital to your industry.

If you have any questions, please contact: members@virginiarealtors.org.

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Think of Tech Helpline as Your Personal Tech Gurus

(NO FEE! It is included in your membership)

Good morning, `contact.firstname`,

Now that you're in the groove of being a REALTOR®, you might have stumbled across a technology issue or two along the way. *Spoiler Alert!* If you haven't YET, you WILL. When you inevitably do have a technology problem or question of nearly any kind, [call the Tech Helpline](#).

This member benefit is one of the many advantages you receive as a member of Virginia REALTORS®. If you have questions about which new smartphone to get, call the Tech Helpline. If your microphone won't connect, call the Tech Helpline. If you need to add a wireless device and want help, then (You guessed it!) call the Tech Helpline. Have your NRDS ID number handy because you'll need it.

Actually, you don't have to call.

You can:

- **download the app on your phone's app store by searching "Tech Helpline"**
- **email your problems to support@techhelpline.com**
- **online chat at: <http://chat.techhelpline.com/>**
- **or, of course, contact: [\(800\) 276-4216](tel:8002764216)**

If you have any questions, please contact: members@virginiarealtors.org.

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[Download the App](#)



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Education for Licensure & The Learning Center

Good morning,
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You've worked so hard and come so far with your new career path. Keep it going with our different education options!

Virginia REALTORS® has you covered when it comes to education (and meeting your [post-license education requirements](#)).

We've launched our very own website, dubbed [The Learning Center](#), where we host a wide array of learning opportunities for members (many of which can be completed from the comfort of your home or office). Check out our [calendar of classes](#) to see which provide the content you're looking for—many of our classes even offer the chance to earn Continuing Education credits!



[Check Out The Learning Center](#)

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Simple to Use. No Extra Charge. Always Updated.

Good morning, \${Recipient.contact.firstname[0]}!

Virginia REALTORS® understands that without good forms, you aren't making sales. As a member, you have access to our complete library of fillable PDFs, ranging from brokerage agreements to purchase contracts and lots of things in between. We also license our forms to DocuSign, DotLoop, Instanet, and ZipForms, so if you have access to any of those platforms, you can take advantage of our forms through them.

To find them on our website, [click this link](#), and be sure to [log in](#). If you have any questions about our forms (or any other legal issues), you can always [reach the legal team through the Legal Hotline](#).



Access the Forms

The standard forms library is organized alphabetically by form name, with the form numbers following the title. Forms may also be filtered by the type of form using the "Filter by Category" drop-down menu or a search by key words.

Regular Updates

Every January 1 and July 1, we update all necessary forms. Our legal team vets the changes and makes sure you are all set to do business.



Standard Clause Booklet

A Standard Clause Booklet is provided to aid members with crafting lesser-used contract clauses in areas including disclosure, contingencies, escalation, inspections, and more.

If you have any general questions, please contact: members@virginiarealtors.org.

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Virginia REALTORS® Website Resources

Good morning, contact.firstname !

As you continue down your new career path, we want to provide you with more tools to help you in multiple ways. If you aren't using the [Virginia REALTORS® website](#) regularly, then you should be! Here are a few popular features:

RESEARCH STATISTICS

GET THE LATEST INSIGHTS ON THE VIRGINIA HOUSING MARKET

Want to wow your clients with your detailed analysis of their specific housing market? Maybe you'd like to share the latest economic trends through a comprehensive infographic. You have access to our [Research & Statistics page](#) to help you navigate today's economy.

LEGAL RESOURCE LIBRARY

ALL YOUR LEGAL RESOURCES IN ONE SPOT

On the go or in your office, you've got a [wealth of legal resources at your fingertips](#). You can get standard forms, chat with our legal team, listen to podcasts on current topics, review the newest law updates, reference our legal FAQs, and learn from our legal case studies.

VIRGINIA REALTORS® NEWS

Want even more business and industry insights? Your one-stop-shop of helpful articles about business tools, legal updates, economic insights, and our association's government relations is located under our [News tab](#).

HOW TO USE THE LEARNING CENTER



WATCH A QUICK TUTORIAL VIDEO

The [Virginia REALTORS® Learning Center](#) has the tools you need to move your career forward. Whether you need to complete a certification or designation, or earn continuing education credits, we have the classes for you.

Head over to the [Virginia REALTORS® website](#) and see what other resources might help you and your business!

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Let's Hang Out!

Good morning, [contact.firstname](#),

Throughout the year, [we host events](#) designed specifically for members like YOU. Each unique event offers the chance to learn AND have fun with REALTORS® from all over the state. Don't miss out on these exciting opportunities; [check out our full schedule now](#).



[Virginia REALTORS® Annual Convention](#) is THE premier event of the year for members at any level of experience or specific field. We have an impressive lineup of speakers, from our keynotes to our expert instructors, who will provide you with the information you need for your business. Earn CE, grow your network, gain motivation, learn from incredible speakers, and of course, have fun!

At [BrokerPlus](#), you can learn about the latest topics from industry leaders AND network with other brokers from across the state. In just one day, you can earn CE and take a wealth of knowledge back to your office to share and use with your agents.

[PMX: Property Management Conference](#) is where property managers and other REALTORS® can come together to share their knowledge about the industry. Learn the latest laws and updates, network, and learn while enjoying this fun event. At PMX, attendees learn more about the latest laws and updates, swap stories with others in the industry, and attend live Q&A sessions with some of the best in the business.



Virginia REALTORS® also offers an array of [virtual events](#). PMX: Spring Update, By the Numbers Webinars, Legal Webinars, and Summer Speaker Series are some of the annual virtual experiences to look for. You won't want to miss these opportunities to expand your knowledge from the comfort of your home or office!

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Good morning, `contact.firstname`,

Are you following Virginia REALTORS® on social media yet? We use our accounts to provide breaking news important to your business, updates from our legal team, and the *earliest* access to our popular infographics (which you can share with your clients or on your business page!). Our followers receive an inside look at our events, REALTOR® advocacy efforts, education opportunities (CE, anyone?!), and the most current housing market updates.

On [Facebook](#), [LinkedIn](#), and [Instagram](#), you can connect with us to receive the latest REALTOR® information right at your fingertips. Follow along so you can stay up-to-date on everything Virginia REALTORS®.



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ENSURING REALTORS® HAVE A SEAT AT THE TABLE.

VIRGINIAREALTORS.ORG/ADVOCACY

VIRGINIA REALTORS®
GOVERNMENT
RELATIONS TEAM

Good morning, contact.firstname !

We're bringing you a big topic today, so we hope you'll take a minute to learn about this important aspect of your membership.

What is Advocacy?

- Your [Virginia REALTORS® Government Relations Team](#) works with those who are new to government along with familiar faces on the issues important to your ability to do business... whether it be at the local, state or federal level. We're *all* on "team REALTORS®".

How does Advocacy support REALTORS®?

- Our team works with legislators to ensure that REALTORS® are a part of the conversation when these laws are being drafted.
- Housing issues are NON-partisan, and we will work hard to ensure they remain so.

What can you do to help?

- Every year, members work with Virginia REALTORS® government relations staff to identify issues, research them, and work with legislators to address them. If you have a REALTOR® issue that you would like the team to take a look at, [you can submit it online](#).
- Contribute to RPAC. What is RPAC? See below.



SUPPORT THE ORGANIZATION
THAT SAVES YOU THOUSANDS

What is RPAC? How Does It Support REALTORS®?

The [REALTOR® Political Action Committee](#), also known as RPAC, is a way YOU can participate in Virginia REALTORS® government relations efforts. [Making a voluntary contribution to RPAC](#) allows us to endorse those who support our efforts to make positive changes in the real estate industry.

As you sip your coffee, [watch our short video explaining why RPAC is vital to your business](#).

Want more information on RPAC? Click the button below.

[RPAC Information](#)

Contributions to Virginia REALTORS® RPAC are voluntary and are used for political purposes; they are not deductible for federal or state income tax purposes. Members may contribute more or less than the suggested amount and may refuse to contribute without reprisal. The National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. NAR has established state Federal RPAC Disbursement Allocations based on anticipated National RPAC needs. Thirty percent of all Major Investor contributions are sent to NAR to be applied to the Federal RPAC Disbursement Allocation and are charged against the limits under 52 U.S.C. 30116 with the remaining seventy percent maintained for state and local usage. Decisions regarding Virginia REALTORS® RPAC contributions to meet the Federal RPAC Disbursement Allocation will be made throughout the fundraising year. The contributor certifies that they are at least 18 years old and are making this contribution with their own personal funds- not those of another person or entity, nor are they a foreign national or federal contractor.

If you have questions, please reach out to us via email at members@virginiarealtors.org.

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GET THE LATEST INSIGHTS ON
THE VIRGINIA HOUSING MARKET

Good morning, contact.firstname !

Your supportive association wants YOU to be updated about the latest housing market trends and economic outlooks.

Our [talented research team](#) provides information to keep you in-the-know with the most current market trends. From monthly [home sales reports](#), to [flash surveys](#) that provide an up-to-date look at what REALTORS® are seeing across the state, we've got the insights that will help YOU best serve your clients!

We also provide helpful resources you can "take & share" from our [Facebook](#), [Instagram](#), and [LinkedIn](#) pages. Virginia REALTORS® produces [infographics](#) (whether highlighting the latest housing market numbers or breaking down a hot topic in real estate). You can take these and share them on your own social media page, in emails with your clients, or in other forms of communication you use for your business.

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Make Your Life Easier

Good morning, \${Recipient.contact.firstname[0]}!

We've asked seasoned pros in the world of Virginia real estate what their favorite resources are, and we are now sharing them with you! Utilize this top 5 list of websites to help make your day-to-day life a little easier. Remember, our Virginia REALTORS® site is quite handy.



Code of Ethics
Nobody has time for getting into trouble. Use [this important document](#) faithfully.



Inman Select
Did you know that as a Virginia REALTOR® you already have a subscription?



Tax Information
Your job is unique; therefore, your tax filing will be also. [Keep yourself on good terms with the IRS.](#)



How to Use the "R"®
Being a REALTOR® is something to share and share often, but make sure you're doing so properly. [Read the rules here.](#)



Legal Hotline
This is one of our most used resources. [Our Legal Team is at the ready to answer any question, no matter how big or small.](#)

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Congrats

on your first year



AS A VIRGINIA REALTOR®

You Did It!

Good morning, [contact.firstname!](#)

You completed your first year as a REALTOR®. We're so proud of you and excited about the future of this new venture. [Access your member portal](#) for a comprehensive view of your information.

We've enjoyed welcoming you into the Virginia REALTORS® family, and we hope to see you at events, volunteering, and using our many member benefits. Don't forget about [all that we ways we WANT to help you!](#)

To help us help future generations, will you please [take this short survey?](#)

[Short Survey](#)



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