



Comparing Apples to Apples

Brought to you by the Phoenix Association of REALTORS®



Dear New Licensee,

Congratulations on your new career decision. Now that you have joined an office currently involved in a local trade association, it's time for you to join. Here at the Phoenix Association of REALTORS®, we believe you should be given the opportunity to research the local trade association that best suits your needs. We want our members to join us because we offer what they need. We also want our members to get the best value for their dollar.

We have included a worksheet to help you compare several associations as well as contact information to all the associations in the Valley area who currently belong to the same regional multiple listing service. This worksheet also includes questions to ask that will prove helpful in your decision making.

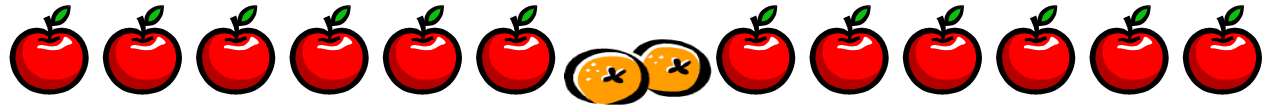
Some dues & fees will be the exact same at every association however each association does have their own individual dues & fees to consider as well. We have broken the fees and dues by member type and a description of the two types is included at the top.

Although we are conveniently located and have easy freeway access, location should not be a primary consideration to determine the association that you join. Because of the connectivity in today's world, many things can be accomplished electronically.

Some things to be certain to consider when choosing your local association would be cost, services, amenities, as well as history and the belief behind the association for its' members. Please be certain to visit our website at www.paronline.com to find out more about PAR and remember it's also a great resource for your clients.

Association Name	AKA	Address	Phone	Web
Phoenix Association	PAR	5033 N 19 th Ave, Suite #119, Phoenix	602-246-1012	www.PARonline.com
Glendale/West Maricopa	Glend	5830 W Paltaire Ave, Glendale	623-931-9294	www.Glendaleboard.org
Scottsdale Association	SAR	4221 N Scottsdale Rd, Scottsdale	480-945-2651	www.sarweb.com
Southeast Valley Regional	SEVRAR	1363 S Vineyard, Mesa	480-833-7510	www.sevvar.com
Lake Pleasant Regional	SUN	10451 Palmeras Dr #203, Sun City	623-974-0555	www.lprar.com

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**USE THIS FORM
TO COMPARE
ASSOCIATIONS
AS WELL AS A
GUIDE TO THE
RIGHT
QUESTIONS TO
ASK**

Member Type	A brief description of each member type
DR	Designated REALTOR® = Broker, Principal Partner or Corporate Office able to offer & receive compensation on behalf of the company, and responsible to the Association for the firm or office. This can include Real Estate Broker, Manager, Owner, Sole Proprietor or Licensed Appraiser.
R	REALTOR® = A Real Estate Licensee or a licensed or certified appraiser actively involved in the selling and/or buying of real property. This can included Real Estate Agents or Licensed Appraisers who are actively listed under another person according to the Department of Real Estate or Licensing Department.

This Section is to fill in with each Association's information by contacting them direct

<u>Dues</u> are good thru December	Member Type	Name: PAR	Frequency	Name:	Frequency	Name:	Frequency	Name:	Frequency
Fees									
Application	DR								
	R								
MLS Office Initiation	DR								
Dues									
Local (PAR)	DR								
	R								
State (AAR)	DR								
	R								
National (NAR)	DR								
	R								
NAR Public Awareness	DR								
	R								
MLS Access									
Office Access	DR								
Agent/Individual's Access	DR								
(**prorates twice monthly)	R								

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Supra Key	PAR	PAR	PAR						
Option 1: Display Key									
Option 2: E-Key									
Monthly service fee									
(Own your own-or purchase)									
M515 Palm (purchase cost)									
Zier71 Palm(purchase cost)									
Services	PAR	PAR	PAR						
MLS Inputting	DR*	N/C*	No Charge						
	R*	N/C*	No Charge						
Changes to MLS Listings	DR*	N/C*	No Charge						
	R*	N/C*	No Charge						
Changes to Member Record	DR	N/C	No Charge						
	R	N/C	No Charge						
Fast Flyer Service	DR	10.00	Ea Original						
	R	10.00	Ea Original						
CoStar - in PAR office	DR	N/C	No Charge						
	R	N/C	No Charge						
Metro Scan - in PAR office	DR	N/C	No Charge						
	R	N/C	No Charge						
Plat Maps - in PAR office	DR	N/C	No Charge						
	R	N/C	No Charge						
Education Pass-good for 1 yr	DR	50.00	Yearly						
from time of purchase	R	50.00	Yearly						
Class Room Renting	DR	90-180.00	Daily						
	R	90-180.00	Daily						
Meeting Room Renting	DR	0-60.00	Daily						
	R	0-60.00	Daily						

* Only applies to agents of an office that subscribes to MLS through PAR.

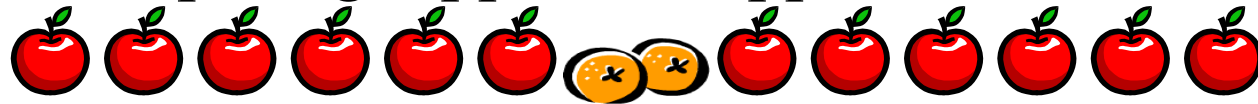
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This Section is to fill in with other Associations' information by contacting them direct

Questions about amenities	Name: PAR	Name:	Name:
How long does it take to join?	Approximately 1 hour to join with paperwork & orientation included.		
How can I pay for my membership?	Membership can be paid via cash, check or charge. Visa, MasterCard and Discover are taken at PAR, and MLS and Key also accept American Express. If paying by check, please be certain to bring 3 checks with you if getting MLS and Key. Also, yearly renewal of membership can be paid for online at paronline.com.		
What do I receive when I join the Association?	You will leave with an extensive Member Handbook which will prove valuable for years.		
What classes are required when I join?	Besides the orientation you will do while you are here to join, you will need 3 hours of Code of Ethics, choose what day & what way is good for you. Membership is <u>provisional</u> until class has been satisfied, within 60 days of joining.		
When are the classes held?	We offer classes here at our location several times a month as well as online.		
What information will be mailed to me regularly?	Monthly, publications through NAR, AAR, and a copy of our news publication packed with valuable information.		
Do you have other ways of contacting me?	We will periodically email everyone regarding important information and upcoming events. And, we now offer the ability to keep different email address on file so that you choose where your email address will go; PAR, AAR, NAR, ARMLS, as well as Zipforms. We want to help lessen your spam by only providing the email address to the locations you choose.		
What are your hours to join the Association?	We are open 8:30 -5:00, Monday thru Friday, and process new members who arrive by 4:00 pm.		
Are you closed for lunch?	No. We don't even close for several holidays throughout the year like President's Day and Veteran's Day.		
Do you offer a REALTOR® Store? & if so, where?	Yes we do, here at our location or online at www.paronline.com.		
Do you have more than one location?	No, however, we do offer shopping online & shipping.		
Do you offer continuing education?	Yes we do. We offer continuing education all month long and it's also available thru our website. Not to mention a cost effective education pass.		
Where else can I go for continuing education?	Any school accredited by ADRE and we also offer it online.		

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How can you help me track my education?	We now offer, online, a way for you to see all classes taken here at PAR since December 1 st , 2004. Tracking classes as well as registering right on line are just two new amenities PAR has added to the membership benefits list.		
Where I can I get a schedule of classes?	You can stop by to pick them up, call and we can fax them, or you can go online to see all classes listed with PAR, as well as register for them right from the web site.		
Do you have a Marketing Session for Phoenix?	Yes, we have 3 affiliated with PAR, and we created and provide the comprehensive list of all marketing sessions in the valley area to keep you informed.		
Do you offer secretarial services?	Yes, we do offer secretarial services here at our location at great prices to our members.		
Can you help me create a flyer?	Yes, we have a great staff that can layout and produce great flyers for your listings. And we also have an online service so that you can create your own flyers, business cards, even post card online and have them shipped directly to you.		
How do I make changes to my record so that it reflects with the State and National Association as well as the Tempo (MLS) system, and are there charges that apply?	When changing your record, whether it's an email address or you moved from one established company to another - we are the one stop shop. Simply fill out a member change form and fax it to us, and your record will be updated everywhere within 24-48 hours. The only other place for you to go is ADRE. No charges apply here at PAR.		
Do you have facilities available for meetings?	Yes, we offer our members, at low rates, meeting room and class room rental.		
What information will I find useful on your website?	We offer everything on our website, including great links to other real estate related sites. All of our membership forms, contact information, quick guides, newsletters, education, area information, marketing sessions, pool barrier laws, etc. If ever you don't find what you are looking for on our web site, let us know and we'll get it to you.		