

New Member Orientation

Instructor: Torey Gannon

WeSERV's Website: **weserv.realtor**

Protecting the REAL-TOR® Brand: **Ask your Broker**



NAR's Website:

NAR.realtor

AAR's Website:

AARonline.com

WeSERV's Website:

Weserv.realtor

ADRE's Website:

AZRE.gov

ARMLS Website

ARMLS.com

Tech Support, Educational Videos, what's new or coming for FlexMLS & MORE

FlexMLS Website:

FlexMLS.com

Where you access listed/sold homes!

Arizona Regional
Multiple Listing Service



Pay Your Dues



ARMLS - Due in your Anniversary Month

Dues:

December Pay, Due by January

NAR, AAR, WeSERV

Special Assessment: \$35

ARMLS: Your Anniversary Date

Total Depends on the Package you Select

Member Benefits

Advocacy: Lobbying & Legislative Issues

DONATE TO



TEXT NETWORK TO 30644
To get REALTOR® Party Mobile Alerts

Education: weserv.realtor/education-education

- FREE Continuing Education Classes
- Contract Writing Classes
- Social Media Training
- Business Planning
- AND SO MUCH MORE

azre.gov: ENTER YOUR CONTINUING EDUCATION

Tech Line: (866)232-1791

FREE! Any and all technical issues – real estate related or not.

AAR Transaction Desk & Authentisign:

<https://pr.transactiondesk.com/login>

AAR Single Sign-On: dashboard.azrealtorsso.com

Real Mart Store: weserv.realtor/real-mart-realtor-store

You get a member discount!

List of Benefits: weserv.realtor/benefits-and-discounts

& MORE

Committees: weserv.realtor/services-engagement

Affiliate Committee
Board of Directors
Commercial Network
Community Outreach Committee
Finance Committee
Global Business & Alliance Council
Governing Documents Committee
Government Affairs Committee
Grievance Committee

Information Systems Committee
Leadership Development Committee
Marketing/Home Tour Committee
Professional Development Committee
Professional Standards Committee
Property Management Committee
RAPAC Committee
Young Professionals Network



Three Committees That Interest You:

- 1.
- 2.
- 3.

REALTOR® Safety



Safety Tips:

- 1.
- 2.
- 3.
- 4.
- 5.

Nar.realtor/safety



When I asked a large group of REALTORS® – “What ONE piece of advice would you give a brand-new agent?”

Write down your goals, create a step by step plan to reach those goals (start from the goal and work backward to step one), and execute each step until you get there!

Do not be afraid to ask for the deal. If you don't ask you for sure won't get it.

There's nothing wrong with saying "I don't know, but I will find out." That kind of honesty -- combined with follow through -- is respectable and appreciated.

Don't push so hard... be there, do a great job, get the info they want and need. Be their advocate - all the time. You want their business for life - not just this transaction.

Start a database from the beginning. Many are affordable!

Do an open house every day for 30 days OR do open houses every Fri/Sat/Sunday for 90 days.

Preview homes every week.

Make yourself busy/look busy even if you have absolutely nothing going on.

Set up your data base and keep adding.

You may be new but your credibility rises with the team you have around you.

Coffees, calls, notes, pop-bys.

New agents usually don't come from a sales background so the biggest mistake realtors make is to forget to ask for the business! Always, ask for the biz... even silently by wearing your name tag; it does work!

There are highs and lows to this job, but be persistent and keep on keeping on. Perseverance is the key. When you have a bad day, regroup and pick yourself up. The rewards will far outweigh the stressful times.

You are not starting a business...YOU ARE a business.

Learn to ask simple questions versus super intelligent questions: "Tell me more?", "Could you live here?"

Just be you and believe in yourself! Treat everyone like they are your only one!

If you haven't been self-employed before, open your separate biz bank accounts, a credit or debit card and pay your quarterlies on time.

Be prepared to work very hard. Every day. This career is not a 9-5 job.