

Why Join The “Three-way Membership Agreement”.....

As a member.....

As a REALTOR®, you hold joint membership in a local Midwestern Ohio REALTORS® association, the Ohio REALTORS® and the National Association of REALTORS® (NAR), and **voluntarily agree to abide by the organization’s strict code of ethics**. Through this unique three-way agreement, members receive the benefit of a large, national trade association coupled with the power of a state association, and the proximity of a local entity.

History....

NAR is one of the largest trade associations in the country. The word REALTOR® is a trademark referring to someone who’s an active member of the National Association of Realtors (NAR). But not all real estate agents are REALTORS®

- The NAR ethics code is what separates REALTORS® from non-member real estate agents. Although the study of ethical principles is included in many state education and licensing programs, the **NAR code obligates REALTORS to follow the code of ethics and standards of practice**. The Code sets forth the obligations of a REALTOR® to their clients and customers, to members of the public and to one another.
- NAR provides a solid system of **professional standards**, grievance, arbitration and professional development to ensure REALTORS are performing at a level the marketplace needs.
- NAR offers members the benefit of a **collective voice to lobby state and federal governments** for improved legal protections in the real estate market while fostering vibrant communities. When REALTORS speak, policymakers listen. Where would we be if flood insurance or mortgage interest deductions were not protected? What about your status as an independent contractor?
- As a condition of membership, each Association must meet NAR’s Organizational Alignment **Core Standards**. The purpose of the standards: to raise the bar for REALTOR® associations and ensure high-quality service for REALTORS® in six areas: Code of Ethics, Advocacy, Consumer Outreach, Support of the REALTOR organization, technology and financial solvency.
- The National Association of REALTORS also provides **education, designations and certifications acknowledging experience and expertise in various real estate sectors**.

The **Ohio REALTORS association is the second part of the agreement**. Ohio REALTORS is also one of the largest trade associations in the state. They are a professional partner for:

- **Advocacy** – representing you & your customers in the Ohio General Assembly
- **Legal Assistance** – supporting you, your brokerage & association on legal matters
- **Education** – helping you increase your professionalism and advance your understanding the intricacies of the real estate industry
- Through **annual conferences** (Spring Legislative and Conference & Expo in the Fall) and continuing education courses, REALTORS can polish their skills and improve their chances of success in this highly competitive industry.
- **Networking** – creating opportunities to extend your professional partnerships state-wide

- **Leadership Development programs** - for association staff, volunteer leadership and Tomorrow's Leaders Today
- **Research Intelligence** – producing Ohio-specific market research

The third part of the three-way agreement is the local realtor associations. The Midwestern Ohio Association of REALTORS® mission is to enhance our membership's ability to achieve business success while promoting ethical practices and the value of the REALTOR® profession, promote local public policies beneficial to the real estate industry and supports advocacy for private property rights and home ownership on behalf of consumers.

- The Board provides **Standardized forms** to conduct real estate transactions.
- Members have the opportunity to attend **membership meetings on the local level** and participate in and networking activities with other REALTORS and Affiliate members who conduct business within the real estate industry.
- The Association provides numerous **continuing education and professional development programs**. We're dedicated to promoting your business and career goals.
- **Local advocacy for issues that affect home ownership.** REALTORS are community change agents. They communicate and build relationships with local elected officials to monitor trends, economic development, legislation, support property rights and home ownership, etc. REALTORS have a vested interest in creating better places to live and improving people's quality of life.

Just a side note..... The Division of Real Estate and Professional Licensing is part of the Ohio Department of Commerce. This division is responsible for licensing Ohio's real estate brokers, salespeople, appraisers and foreign real estate dealers and salespeople.

So why join into this Three-Way Membership Agreement ...

The #1 reason for joining the REALTOR associations is that you are **supporting an organization that helps protect your profession and livelihood.** We would have numerous restraints on the real estate business if it wasn't for the efforts of our state and national associations. Every profession needs a set of guidelines.

- ✓ **NAR** provides that through the **Code of Ethics, Professional Standards, Advocacy efforts on the federal level** such as Independent Contractor status for REALTORS and Flood Insurance for consumers and initiating **Core Standards** for Associations to ensure consistent services.
- ✓ **Ohio REALTORS** provide **advocacy efforts on a state level, assistance for you brokerage** such as Legal Hotline, **conferences, education, leadership development and state-wide networking** opportunities
- ✓ And locally **Midwestern Ohio REALTORS®**, we provide **standardized forms** as a consistent way of doing business such as our local Purchase Contracts, **continuing education and networking opportunities** in your own backyard and support for **local advocacy issues.**

Conclusion.....

Do we always agree with EVERYTHING that is implemented...NO. But I believe each of the three associations and their volunteer leadership make every effort to ensure that the resource allocations and operating policies are sound and efficient.