



Midwestern Ohio Association of REALTORS®

New Member Orientation

What sets a REALTOR® Apart?



- Not all real estate agents are REALTORS®. The National Association of REALTORS® Code of Ethics is what separates REALTORS® from non-member real estate agents.
- Your membership has three levels, each with unique services, resources and opportunities including the National Association of REALTORS® (NAR) - national, Ohio REALTORS® (OR) - state, and the Midwestern Ohio Association of REALTORS® (MOAR) – local.
- 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.

VIDEO: [Welcome from NAR](#)

National Association of REALTORS®: Pathways to Professionalism---Respect Starts Here

VIDEO: [\(A Pathway to Professional Conduct NAR\)](#)

Members also choose to uphold the following Pathways to Professionalism guidelines, which set standards for conduct that, are not covered by the Code or license law.

- **Respect to Public**
- **Respect for Property**
- **Respect for Peers**

The REALTOR® Mark: How to Use It Correctly

- **The term REALTOR® has one, and only one, meaning:**
 - REALTOR® is a federally registered collective membership mark which identifies a real estate professional who is member of the NATIONAL ASSOCIATION OF REALTORS® and subscribes to its strict Code of Ethics.

There is only one way to properly pronounce the term REALTOR®:

REAL –TOR (2 syllables)

Not REAL – A – TOR

- Members are encouraged to carefully train new salespeople on the proper pronunciation of the term REALTOR®. Consistent use is just as important as consistent visual use to the preservation of the distinctive and recognizable character of the MARKS.

To review the proper use of the REALTOR® logo and mark, follow this link:

<https://www.nar.realtor/logos-and-trademark-rules>

- **How do I get the ® after the word REALTOR®?**
 - The preferred format for written use of the MARKS is use of all capital letters with the federal trademark registration symbol.

Be sure your NUM LOCK is on and press ALT and 0174 ®.

REALTOR Safety

VIDEO: [REALTOR® Safety \(nar.realtor\)](https://nar.realtor)



REALTOR® SAFETY TIPS

Be informed about REALTOR® Safety. Along with the resources available from NAR, review the tools and resources available from your State and Local REALTOR® Associations.

 Learn more at [NAR.realtor/safety](https://nar.realtor/safety)

 

REALTOR® Party: Advocacy and Government Affairs

From the first day, you receive your real estate license to every closing you have, rest assured, government (local, state and federal) is involved in your business.

REALTOR Political Action Committee (RPAC)

RPAC is the backbone of the REALTOR® Party. The REALTOR® Political Action Committee (RPAC) works **to protect and promote homeownership and private property interests**. Since its inception in 1969, RPAC has promoted the election of pro-REALTOR® candidates at all three levels of government.

- Candidates and issues that receive support from RPAC are not selected based on their political party or ideology, but solely on **their support of real estate issues**.
- The money to accomplish this comes from **voluntary investments made by REALTORS®**.



REALTOR® Party: Advocacy and Government Affairs

Top Ways to Support RPAC at Midwestern Ohio Association of REALTORS®

VOTE:

Be a registered voter!

Cast your vote for candidates at local, state and national levels who support legislation to protect home ownership and your rights as a business owner.

ACT:

Respond to NAR and Ohio REALTOR **Calls For Action**

Text “REALTORS” to 30644 for REALTOR® Party Mobile Alerts

Participate in MOAR Legislative meetings when they are offered.

Attend the Annual RPAC Auction...usually held the third Thursday in May

INVEST:

Donate the voluntary amount added to you Dues Billing

Participate in MOAR fundraising activities

MOAR History and Association Mission

The Midwestern Ohio Association of REALTORS® (MOAR) is a non-profit, trade association which was formed in the year 2000 to unite those engaged in the recognized branches of the real estate profession in Auglaize, Champaign, Logan, Miami, Mercer and Shelby counties in Ohio. The organization is governed by bylaws and directed by officers who are elected and are also members. Day-to-day operations are the responsibility of the Association Executive.

OUR MISSION...

- Enhances members' ability to achieve business success,
- Promotes ethical practices in the real estate profession,
- Supports advocacy for homeownership and property rights.

Core Standards for Local Associations

Local associations of REALTORS®, as a condition of membership in the National Association of REALTORS®, must meet NAR's [Organizational Alignment Core Standards](#), a set of requirements that fall into six categories:

1. Code of Ethics
2. Advocacy
3. Consumer Outreach
4. Unification Efforts and Support of the REALTOR® Organization
5. Technology
6. Financial Solvency

REALTOR® associations must [certify compliance](#) with the standards each year or be subject to revocation of their charter.

To read about the specific requirements under each category, follow this link:

<https://www.nar.realtor/ae/manage-your-association/core-standards-for-state-and-local-associations/core-standards-third-compliance-cycle>

Types of Membership in MOAR (Bylaws Article IV)

REALTOR® members

- *Brokers*: individuals who, as sole proprietors, partners, corporate officers, or branch office managers, are engaged actively in the real estate profession, including buying, selling, exchanging, renting or leasing, managing, appraising for others for compensation, counseling, building, developing or subdividing real estate, and who maintain or are associated with an established real estate office in the state of Ohio.
- *Salesperson*: Individuals who are engaged in the real estate profession other than as sole proprietors, partners, corporate officers or branch office managers and are associated with a REALTOR® member. A salesperson must have a Broker who is a member of MOAR.

Affiliate Members

- Affiliate members shall be firms who, while not engaged in the real estate profession, have interests requiring information concerning real estate (lenders, title companies, home inspectors, etc).

New Membership Qualifications & Portal Set Up

- All new members must fill out a **New Member Application** and submit it to MOAR for approval along with a copy of your real estate license. The applicant will receive an invoice for dues for NAR, Ohio REALTORS® and MOAR. Dues are pro-rated and charged from the month you applied.
- After dues have been paid, the applicant will receive a **PROVISIONAL Acceptance** email which includes your NRDS number and information about completing New Member Training. **Full membership will not be granted until you have attended New Member Training and the online NAR Ethics class.**
- New members are STRONGLY encouraged to set up their MOAR Member Portal to have access to upcoming events, resources, billing information and more! members.moarrealtors.org/MIC/Login

Professional Standards and Arbitration (Article VII)

- REALTORS® are different from non-member licensees in that they voluntarily subscribe to a strict Code of Ethics.
- If someone believes that a REALTOR® has violated one or more Articles of the Code of Ethics, they may file an **ethics complaint** alleging a violation(s) through Ohio REALTORS®.
- In addition, REALTORS® agree as a **condition of membership to arbitrate contractual disputes and specific non-contractual disputes** as provided for in Article 17 of the NAR Code of Ethics.
- The MOAR Board of Directors has a cooperative agreement with Ohio REALTORS® (*effective July 1, 2023*) which fulfills the association's responsibilities for enforcement of the Code of Ethics and the provision of arbitration and mediation services to members.

Governance (Article XI and XII)

- The affairs of this Association shall be managed by the Board of Directors which includes three elected officers (President, President-Elect and Treasurer), the Immediate Past President, seven (7) elected REALTOR® members and one (1) Affiliate Member.
- The Board of Directors meets on the first Thursday of every month. An Annual Meeting of the Association membership is held in October of each year. The Officers and Directors of coming year will be announced at this meeting.

Multiple Listing (By-laws Article XVIII)

For multiple listing purposes, Midwestern Ohio REALTORS® is a shareholder of the Western Regional Information Systems & Technology (WRIST) which is a lawful corporation of the State of Ohio. The Association agrees to abide by the MLS Rules and Regulations as amended from time to time by WRIST.

The Difference Between MOAR (REALTOR® Association) and WRIST (Regional MLS Service Provider)

Myth: MOAR and WRIST are the same entity and you only need to take one Orientation class.

Fact: Even though we are located in the same building, we are two separate organizations. New members **MUST** take the MOAR New Member Training **and** WRIST Orientation.

Myth: If I notify one organization, the other will automatically be notified.

Fact: You must notify EACH organization of any status changes or change of brokerage. To contact MOAR, call 937-335-8501 or email moar@moarrealtors.com. To reach WRIST, call 937-335-1117.

Myth: MOAR provides market listings to REALTORS®

Fact: Only WRIST provides over 5,000 active real estate listing to REALTORS®

Myth: The WRIST website has FORMS to use in Real Estate Transactions.

Fact: It is the MOAR website that has pdf's of forms that you will use in your transactions. Check with your broker to see if they prefer you to use "hard" copies or "electronic" copies of the forms.

Continuing Education

MOAR offers continuing education classes in-person (usually No Charge or a nominal fee to MOAR members) and online.

Education Resources: [Education | moarrealtors](#)

MOAR Calendar (education): [Calendar - Midwestern Ohio Association of REALTORS® \(moarrealtors.org\)](#)

- **In-person Classes**—Class announcements will be sent out via the MOAR weekly email newsletter. Classes will also be added as events on the MOAR Facebook page and available to view on the MOAR website event calendar.
- **Online Classes**—MOAR has an affiliate partnership with **The CE Shop**, a leader in online real estate education. You can complete your continuing education in a flexible, affordable way that fits your schedule. Generally, they offer a PROMO CODE towards the price of the class.
 - They will send MOAR notification that you completed the class. If you take classes from the CE Shop, MOAR also receives an Affiliate Reward quarterly.

Tip: The CE provider is supposed to send your class registration to the Division of Real Estate. But we are finding it sometimes doesn't get recorded. So whenever or however you take a CE class, **be sure to get the certificate.**

Education Requirements

[Education Resources - Midwestern Ohio Association of REALTORS® \(moarrealtors.org\)](#)

Salesperson Post-Licensing Education

Not later than twelve months after the date of issue of a real estate salesperson license to a licensee, the licensee shall submit proof satisfactory to the Ohio Division of Real Estate, of the **completion of 20 hours of classroom instruction**. This instruction shall be completed in schools, seminars, and educational institutions approved by the commission. Be sure your completion is posted on the ODRE website.

Salesperson Continuing Education

Educational Requirements to renew a Salesperson License: The state of Ohio requires 30 hours of continuing education to be completed every three years by the licensee's birthday. The first continuing education due date for a new licensee is three years after the licensee's first birthday following licensure. The 30 hours must include the three (3) mandatory core (Law, Ethics, Fair Housing) courses.

For more information or to check the classes you have taken, contact the Ohio Division of Real Estate & Professional Licensing

[http://www.com.ohio.gov/real/?trk=profile certification title](http://www.com.ohio.gov/real/?trk=profile_certification_title) or call 614-466-4100.

[eLicense Online \(ohio.gov\)](#)

Ways to Get Involved: Association Committees

YOU CAN MAKE A DIFFERENCE!

Committee Applications for 2024 Appointments are open through 10/27/23!

Learn more at [Committee Involvement - Midwestern Ohio Association of REALTORS® \(moarrealtors.org\)](https://moarrealtors.org/committee-involvement)

We depend on members like you, to create a more effective Association which is better able to make a positive impact in the real estate industry. If you would like to make a difference in your Association and serve on a committee, please contact the MOAR office.

- Legislative (RPAC)
- Education
- Community Outreach
- Forms
- Nominating

Ways to Get Involved: Networking Events

- The Affiliate Committee plans networking events during the year. The purpose of these events is for you to get to know fellow REALTORS® and businesses who work with real estate professionals. We often raise money/support local charities at these events as well. You can check for upcoming events on our Facebook page [HERE](#).

Some of our events include:

- Monthly “Third Thursday @ 3” networking/charity donation events
- Annual Chili Cook-Off usually held in October to raise money for our local counties’ “Shop with a Cop” programs. (Thur. Oct. 19, 2023 at 5:30pm – Moeller Brew Barn – Troy, OH)
- Snooty Fox consignment shopping, or some other kind of bus trip usually held in the spring.

MOAR Website and Facebook Page

MOAR Website

- The web address is www.moarrealtors.org
- Be sure to check the CALENDAR for upcoming classes/events that are scheduled...as well as discount codes to use for classes offered by The CE Shop.
- You can also access your personal member HUB through the website...where you can update your contact information, add a photo, pay invoices, access resources...and more!

[MOAR Facebook page](#) Be sure to “Like” us on Facebook. We post all of our classes and networking events, share important news from NAR and Ohio REALTORS®, and more!

REALTOR® Shop, Signs and Forms

REALTOR® Shop

The board also provides REALTOR® related items in the REALTOR® Store, located in the REALTOR® Center at 1087 N. Market Street in Troy. We offer lock boxes, some forms and a wide variety of signs just to name a few of the available items.

Signs

The REALTOR® Center has several different signs for sale that you may need to conduct your business. Please take a look at what is available. Check with your broker to see what you may need.

Forms

We also forms available (online) that you may need. To access the online forms:

Go to the MOAR website. Go to **MEMBERS Tab** and click on **"MOAR Forms"**

Password: realtor

Contracts and forms are for MOAR members ONLY.

DO NOT provide the password to anyone else.

SOME forms are also available for purchase at the REALTOR® Center. Check with your broker on what forms they have available for you.

Membership Dues Schedule

January 1 --- National and state are due annually

July 1 – MOAR (local) fees are due annually

Dues invoices are currently sent via email through GrowthZone and available on your Member Portal. Paper invoices **WILL NOT be sent. Check your SPAM or JUNK folder if you are not receiving our emails. PLEASE add meganwise@moarrealtors.com and moar@moarrealtors.com to your address book.

Contact Info/Notification of Changes

Midwestern Ohio Association of REALTORS®
1087 N. Market Street
Troy, OH 45373
Phone: (937) 335-8501
Fax: (937) 335-8201
moar@moarrealtors.com

Megan Wise, Association Executive, meganwise@moarrealtors.com Working Hours: Monday-Friday 9:00am-5:00pm

Crystal Cales, Administrative Assistant, moar@moarrealtors.com Working Hours: Monday-Friday 11:00am-3:00pm

What we track/when to notify us of changes about your info

MOAR keeps track of new members' requirement completion; Ethics class completion, dues payment, your status as an Active/Inactive agent, your brokerage firm, email and phone numbers. If any of this information changes, please notify us OR update your information in your member HUB.

How we communicate

We contact members via email regarding Association educational opportunities, networking events, membership information. Some of the information we distribute via email is critical to membership.

- Be sure that we have your correct email and **Open/Read** emails from MOAR (moar@moarrealtors.com or meganwise@moarrealtors.com).
- **We send out a weekly email update entitled "MOAR Weekly Update". These emails will include upcoming networking events, classes, important information from NAR and Ohio REALTORS®, important local updates and deadlines, and more. Please open and read it.**

Helpful Resource Links

National Association of REALTORS® <https://www.nar.realtor/>

Ohio Association of REALTORS® <http://ohiorealtors.org/>

Midwestern Ohio Association of REALTORS® <http://moarrealtors.org>

Ohio Division of Real Estate and Professional Licensing (all CE classes and licenses) <http://www.com.ohio.gov/real/default.aspx>

REALTOR® Safety Webpage <https://www.nar.realtor/safety>

2022 NAR Code of Ethics [\(click here\)](#)

Midwestern Ohio Association of REALTORS® Bylaws [\(click here\)](#)

The CE Shop <https://moarrealtors.theceshop.com>

MOAR Facebook Page <https://www.facebook.com/MOAR-122579834421924>

REALTOR® Team Store <https://www.narteamstore.realtor>

Thank you!
