Tucson Association of REALTORS®
Member Benefits Guide

Professional Education & Training

Awards & Recognition

Regulatory representation

Networking & Events
Welcome to the Tucson Association of REALTORS® (TAR)

President’s Message

Dear REALTORS®

Welcome! TAR is the voice of real estate in Southern Arizona.

This is your organization and it is here to serve you, the professional REALTOR® and those affiliated with the broader real estate industry.

Through TAR, you also are a member of the Arizona Association of REALTORS® (AAR) and the National Association of REALTORS® (NAR), one of the nation’s largest and most influential organizations.

Membership provides you access to numerous benefits, such as valuable professional education and training; a higher profile for your business; networking opportunities; and discounts on items like travel, insurance and merchandise.

This guide outlines the basic benefits available to members. For more details, I urge you to visit the TAR, AAR and NAR websites.

At my installation, I announced that my theme for 2014 as TAR President was to Pay It Forward. Ever since, I’ve had people stop me and ask how?

The answer is simple: get involved. You will make a difference.

TAR has several committees and task forces that formulate policies, procedures, educational training, and other professional programs that advance the REALTOR® brand.

You support your association, career and industry with your presence at TAR events and activities. Your participation is welcome and always appreciated.

I look forward to meeting you,

Steve Redmond, GRI
2014 TAR President

Tucson Association of REALTORS®
Board of Directors

President: Steve Redmond, GRI
President-elect: Nicole Brule-Fisher, ABR, CRS, e-Pro, GREEN, GRI
Vice President: Eric Gibbs
Treasurer: Lynn Hellwig, GRI
Secretary: Philip Tedesco, TAR CEO (Ex-officio/non-voting)
Immediate Past President: Cathy Erchull, GRI

Directors
Miriam Bell: CRS, GRI, MRE, SRES, PMN
Lisa Burns
Ignacio “Nacho” Castro: GRI
Ginny Huffman
Darla Johnson
Krista Johnson
LuAnn Kidd: ABR, CRS, GRI
Greg McCown
Pam Ruggeroli: ABR, CRS, GRI
Lisa Suarez
Wendy Trush: SRES
Laury Watson: ABR
Barbara Wilson
Henry Zipf

TAR Multiple Listing Service
Board of Directors

President: Kimberly Clifton
President-elect: Henry Zipf
Vice President: Kevin Kaplan
Treasurer: David Painter
Secretary: Philip Tedesco, TAR CEO (Ex-officio/non-voting)

Directors
Jim Adams: e-PRO
Nicole Brule-Fisher: ABR, CRS, e-Pro, GREEN, GRI
Sue Cartun: CRS, GRI
Patricia Erickson
Barbara Highfield: MBA, ABR, Green, GRI, PMN, SRES
Becky Taylor: CRB
Bob Zachmeier
TAR can help build your path to success

Grow your career

Use of the REALTOR® trademark
Only with NAR membership are you authorized to use and distinguish yourself as a REALTOR®.

Professional education
TAR is committed to professional development and training, offering various classes and seminars throughout the year. Most are FREE to members, including the MLS state-of-the-art computer lab.

Grow your business

Governmental/regulatory representation
TAR takes an active role in public policy and government issues to preserve the best real estate environment for your business.

Risk reduction and management
Our Risk Management Committee keeps members informed on key topics such as RESPA, antitrust, and mortgage/appraisal fraud.

Awards, recognition, networking, events and volunteer opportunities

Each year, TAR recognizes its most outstanding members at our Officer Installation & Awards banquet. For honorees, it’s a high-profile distinction of success. In addition to member meetings and fun-filled mixers, TAR hosts an annual EXPO, a major, themed event that features about 100 exhibitors from the industry’s top companies.

Participation is welcomed from volunteers who wish to help lead, influence and give back to their profession and the community. TAR has some 20 volunteer opportunities, such as its board of directors, to its Government Affairs, Green, Young Professionals, and Education committees.

Member communications, publications and news media relations

Media relations: As the voice of real estate within Southern Arizona, interaction with the local news media is ongoing to promote the benefits of using a REALTOR® and our involvement in the community.

Social media: Hundreds of members follow TAR on Facebook, Twitter and other digital channels.
### TAR Dues Breakdown

Joining TAR includes automatic membership in the National Association of REALTORS® (NAR) and Arizona Association of REALTORS® (AAR).

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>TAR REALTOR® dues</td>
<td>$200</td>
</tr>
<tr>
<td>AAR REALTOR® dues</td>
<td>$155</td>
</tr>
<tr>
<td>NAR REALTOR® dues</td>
<td>$120</td>
</tr>
<tr>
<td>NAR Public Image investment</td>
<td>$35</td>
</tr>
<tr>
<td>TAR Operating Reserve Investment</td>
<td>$15</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$525</strong></td>
</tr>
</tbody>
</table>

### Value Analysis

TAR focuses on offering high-value programs and services that help members succeed.

- Source: *AAR **NAR

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lobbying and Public Affairs*</td>
<td>$5,412</td>
</tr>
<tr>
<td>Use of the REALTOR® Brand**</td>
<td>$4,650</td>
</tr>
<tr>
<td>AAR Legal Hotline*</td>
<td>$475</td>
</tr>
<tr>
<td>Standard Real Estate Forms*</td>
<td>$428</td>
</tr>
<tr>
<td>Free subscription to TAR/MLS Residential Sales Statistics</td>
<td>$200</td>
</tr>
<tr>
<td>ZipForms access</td>
<td>$99</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$11,262</strong></td>
</tr>
</tbody>
</table>

### Examples of member programs and services

#### Professional Education & Training
- New Member Orientation
- Free Technology & MLS Training
- Code of Ethics Training
- RESPA Courses
- GRI Continuing Education
- Antitrust Education

#### Risk Reduction & Management Services
- Timely Risk Tips
- Risk Management Articles
- Risk Reduction Courses
- Local Forms

#### STAR Program

The STAR Program (Supporting Tucson Association of REALTORS®) assists members who experience financial crises due to unexpected catastrophes.

#### Networking & Business Opportunities
- Member Mixers
- Annual Real Estate EXPO
- Affiliate Sponsorship Program
- Annual Installation Banquet
- Annual Forecast Seminar

#### REALTORS® Federal Credit Union

TAR is a partner of the REALTOR® Federal Credit Union. It offers customized products and services to meet the unique financial and cash flow needs of REALTORS®. For details: www.realtorsFCU.org and enter code AZTU22.

#### Tucson REALTORS® Charitable Foundation (TRCF)

TRCF is a 501c3 non-profit organization that awards grants to other local non-profits from the donations of TAR members, friends and events.

### View all Member Benefits online:

Tucson Association of REALTORS®


Arizona Association of REALTORS®


National Association of REALTORS®

[http://www.realtor.org/member-benefits](http://www.realtor.org/member-benefits)

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*Tucson Association of REALTORS®

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