

Dulles Area Association of REALTORS®



REALTOR® Membership Brochure

Our Focus is Your Business



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MEMBERSHIP INFORMATION

ABOUT DAAR

Founded in 1962, the Dulles Area Association of REALTORS® (DAAR), located in Ashburn, Virginia, works to provide members with effective business tools, lifelong professional development and consistent business support. DAAR's focus is on YOUR BUSINESS and the community you serve. Make the most of what DAAR has to offer!

REALTOR® MEMBERSHIP

In order to become a REALTOR® member, you must be a licensed real estate agent, broker or appraiser in Virginia. Agents must also be affiliated with a REALTOR® office that is a member of DAAR. Membership is on an individual basis. New agents are also required to complete a New Member Orientation within 180 days of application submission.

MEMBER BENEFITS

Professional Development

Free Continuing Education, Heavily Discounted PLE Earn continuing education credits or enhance your knowledge through a broad selection of classes taught by top-notch instructors. CE is free and PLE is heavily discounted.

Designations Obtain special designations to advance your education and your career through various designation courses throughout the year.

One-on-One Education Counseling We'll meet with you to discuss offerings needed for license renewal with a focus on your professional development future.

Real Estate Industry Trends Events Our Economic Summit offers valuable insight on the national, regional and local housing market from some of the most renowned experts in market statistics today.

Fall Conference and Expo Our all-day conference showcases the best in real estate practices and services today.

Housing and Policy Forums Complimentary real estate forums keep you up to date on industry and regulatory changes impacting your business.

REALTOR® Recognition Awards Recognition is awarded for outstanding achievements in your profession at the annual DAAR REALTOR® Awards event.

Networking/Committee Involvement DAAR committees help you develop leadership skills and make valuable contacts. Members can help shape the Association's future.

WHAT MEMBERS ARE SAYING....

Tobin Seven

RE/MAX Select Properties

2014 DAAR Rookie of the Year

"I transitioned careers in 2013 and knew nothing about real estate. DAAR was very supportive. They even helped me pick my slogan, 'Sold by Seven.'" The staff is second to none. I signed up for the Gold Card and took every class they offered. And after my first year, I was named Rookie of the Year! I'm so glad I picked DAAR. I would not be a successful REALTOR® had I not joined."

Holly Weatherwax

Associate Broker, Momentum Realty

"As a smaller real estate brokerage, the services and support that DAAR offers enable us to conduct our business effectively and allows us to compete with larger brokerages. In particular, because we don't have staff to keep us up-to-date on industry and legal changes, having DAAR provide this information has helped us to stay current and on top of information in an easy and stress-free way."

Margaret Halseth

Keller Williams - Dulles

2013 DAAR REALTOR® of the Year

"DAAR is like that TV show Cheers. Everyone there seems to know your name."

Our Focus is Your Business

MEMBERSHIP BENEFITS

Communications

Online Services DAAR's website www.dullesarea.com is loaded with searchable information on events and other Association news as well as the many services provided by DAAR. Members can keep their real estate profile up-to-date for within our "Find a REALTOR" search engine. DAAR also maintains a presence on social media sites including Facebook, Instagram and LinkedIn.

DAAR News – A bi-weekly e-newsletter is sent to keep members up-to-date with happenings in the local real estate market and with DAAR activities and notices.

Products and Services

Lockbox and Key Services Purchase SentriCard® and SentriLock's REALTOR® Electronic Lockboxes at our convenient location in Ashburn.

REALTOR® Store Shop for real estate products at our retail store conveniently located in Ashburn

Discounted Multiple Listing Service Subscription Membership offers discounted subscription to MRIS. MRIS offers numerous benefits. Visit MRIS.com for more information.

Discounted ZipForms Receive discounted access to local forms via ZipForms library. Members only pay \$20 to access the forms library.

Use of Class and Board Room REALTORS® enjoy complimentary use of these rooms for sales meetings.

Online REALTOR® Directory and Profile Members can keep their real estate profile up-to-date for within our "Find a REALTOR" search engine.

Professional Standards

Arbitration, Mediation, Ethics, and Professional Standards - DAAR promotes ethical business practices with a forum for complaints and recourse for satisfaction, if justified. This service saves members thousands of dollars in legal costs arbitrating business disputes. In the minds of the consumers, abiding by a Code of Ethics is a prominent reason for using the services of a REALTOR® instead of a Real Estate salesperson.

Government Affairs and Legal Resources

Legislative Advocacy DAAR is your voice in local, state and national government real estate issues, offering members the opportunity for direct involvement.

Dulles Area REALTORS® Political Action Committee (DARPAC) RPAC supports candidates who support real estate issues and a favorable business environment in Loudoun County and in the Virginia General Assembly.

Virginia Association of REALTORS® Broker-Only Legal Hotline Principal and managing brokers have access to a team of expert legal professionals in Richmond who stand ready to answer your real estate questions.

FREQUENTLY ASKED QUESTIONS

Do I have to belong to a local association?

Yes. Once the principal (s) decide to join the REALTOR® association, then all agents, brokers and appraisers who are licensed or affiliated with him or her have the option of also joining as members of the association. Membership with the association gains you discounted access to the local MLS as well as the DAAR administered preferred lockboxes for your

What's the difference between a REALTOR® and a real estate agent?

The term REALTOR® is a registered trademark that can only be used by members of the National Association of REALTORS. Upon joining a local association, you will have the exclusive use of the term REALTOR®.

Do I have to pay VAR & NAR dues?

Yes. When you join DAAR you will also pay dues to the National and State Associations.

Can I join DAAR as secondary member?

Yes. REALTORS® and Designated REALTORS® may choose to belong to DAAR as secondary members to access member benefits like our education programs, events, and discounts. They pay local dues only. A letter of good standing from the REALTORS® primary Association is required.

Does DAAR offer installments to pay dues?

Yes. DAAR collects members dues for the state and national association before the first of the year. Local dues are collected mid-year during the annual membership period.

Can I pay my SentiLock® fee through DAAR?

Yes. Following new key set-up, payment for your SentiLock® subscription renewal is collected before the first of the year.

How do I sign up for MRIS?

DAAR recommends for you to sign up for MRIS after your DAAR membership has been processed for added benefits. Contact MRIS directly at 1.800.833.8138 once your membership has been approved and processed.

What is RPAC? Do I have to contribute?

RPAC (REALTORS® Political Action Committee) ensures that your interests are represented when laws, ordinances and regulations are being enacted. Through voluntary monetary contributions of REALTORS®, RPAC supports the campaigns of candidates whose outlooks, decisions and stances are compatible with those of REALTORS® and property owners. RPAC is a voluntary contribution and is not required for membership at DAAR.

Which committees can I join as a member?

Members are able to join the following open committees upon joining the association: Awards, Events, Government affairs, Education and Young Professional's network. Other committees such as Budget & Finance, Grievance and Professional Standards a member to be appointed first by DAAR's President. Learn more about these committees at www.dullesarea.com.

How do I get started?

Complete the REALTOR® Membership Application and return to us by one of the following delivery methods: email to bfischel@dullesarea.com or deliver to 21720 Red Rum Drive, #177, Ashburn, VA 20147. New agents will be contacted by our Member Service Center to schedule their appointments. New agents are also required to complete a New Member Orientation within 180 days of application submission.