2024-25 DAAR BASICS FOR

BROKERS



INTRODUCTION

Hello, DAAR Brokers!

This guide was created in order to provide you with quick-andeasy access to all basic needs as it relates to the Association. We hope the information contained in this packet will make it easier for Brokers and office staff to assist agents with basic questions about DAAR, as well as helping your new agents join DAAR.

In this guide, you'll find information about DAAR dues and membership forms, as well as our communications and events, New Member resources, Class Catalog and more.

DAAR provides a new guide annually in order to provide the most up-to-date information as possible. Content is subject to change, and we will send updates as needed.

If you have any questions about the information in this packet, please contact Member Services at membersvc@dullesarea. com or give us a call at 703-777-2468.

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dullesarea.com

21720 Red Rum Drive, #177 Ashburn, VA 20147 703.777.2468 o 703.771.9787 f



DAAR Communications

DAAR sends regular communications to all of our members. A newsletter is sent out every Tuesday which highlights everything that is going on at DAAR. We will also send out reminder and announcement emails as needed.

We also post on our social media accounts and our website. Please be sure to check these sources out to stay up-to-date.

CLASSES and EVENTS

DAAR hosts a variety of classes and events throughout the year.

We offer CE/PLE classes and other professional development opportunities throughout the year plus our 4 signature events (Economic Summit, Awards Ceremony, D3: Annual Conference and Trade Show, and Holiday Party and Installation.

We offer other events and classes throughout the year, please be sure to check out our calendar for more information.

SO YOU WANT TO JOIN DAAR?

HERE'S ALL THE INFORMATION YOU'LL NEED TO GET STARTED!

Join the Dulles Area Association of REALTORS® (DAAR) within 30 of	days
of placing your license with a broker.	

Complete the **New Member Application**.

- Check the <u>proration chart</u> to see what your member fee will be.
- Make sure your broker signs the form and that your license information on your application matches what's available for review in DPOR.
- If you have been a REALTOR® member of another association, please indicate that on your application. If you've recently been a member of another association, please submit a Letter of Good Standing.
- Email your application for processing to membersvc@dullesarea.com.
 Once you've submitted your application, make sure to keep an eye on your email! After your application is processed you will recieve a series of welcome emails walking you through important bene ts.

■ Establish your SentriLock and SentriKey service.

After your application is processed, you will receive an email directly from SentriLock, typically within one business day, to establish your key service.

- SentriLock costs \$137.80 per year and is prorated based on your activation date, plus a one-time \$50 activation fee.
- All billing is done directly through SentriLock.

Sign up for Bright MLS.

Head over to <u>brightmls.com/join</u>. Because you are a REALTOR®, you will recieve a discount on your Bright MLS fees, so make sure to subscribe after you've already joined DAAR.

Register for DAAR's New Member Orientation and Code of Ethics Training.

- 1. All new members must complete a New Member Orientation class within 60 days of joining DAAR. If the orientation is not completed within 60 days, your membership may be suspended, so sign up ASAP!
- 2. You will also be required to complete new member Code of Ethics training. This may be done through DAAR or NAR directly. Check <u>DAAR's education calendar</u> or <u>NAR's new member Code of Ethics page</u> for upcoming classes.

DON'T FORGET TO FOLLOW US!











NEW MEMBER DUES SCHEDULE

	DAAR Dues Year (July 23		NAR Due: Calendar		Virginia RE Dues – 202 Calendar	24	
	DAAR	DAAR App	2024	Cons.	2024	VAR	Total
	Dues	Fee	Dues	Adv.*	Dues	App Fee	
May '24	\$59.20	\$165.00	\$104.00	\$45.00	\$143.25	\$191.00	\$707.45

	DAAR Due Year (July	s – Fiscal 24 - June 25)	NAR Dues Year	- 2025 Ca	lendar	Virginia RE Calendar \	ALTORS® Du (ear	es – 2025	
	DAAR Dues	DAAR App Fee	2024 Prorated	2025 Dues	Cons. Adv.*	2024 Prorated	2025 Dues	VAR App Fee	Total
June '24	\$384.58	\$165.00	\$136.00	\$156.00	\$45.00	\$143.25	\$197.00	\$191.00	\$1,417.87
July '24	\$355.00	\$165.00	\$123.00	\$156.00	\$45.00	\$95.50	\$197.00	\$191.00	\$1,327.50
Aug. '24	\$325.42	\$165.00	\$110.00	\$156.00	\$45.00	\$95.50	\$197.00	\$191.00	\$1,284.92
Sept. '24	\$295.84	\$165.00	\$97.00	\$156.00	\$45.00	\$95.50	\$197.00	\$191.00	\$1,242.34
Oct. '24	\$266.26	\$165.00	\$84.00	\$156.00	\$45.00	\$47.75	\$197.00	\$191.00	\$1,152.01
Nov. '24	\$236.68	\$165.00	\$71.00	\$156.00	\$45.00	\$47.75	\$197.00	\$191.00	\$1,109.43
Dec. '24	\$207.10	\$165.00	\$58.00	\$156.00	\$45.00	\$47.75	\$197.00	\$191.00	\$1,066.85
Jan. '25	\$177.52	\$165.00		\$156.00	\$45.00		\$197.00	\$197.00	\$937.52
Feb. '25	\$147.94	\$165.00		\$143.00	\$45.00		\$197.00	\$197.00	\$894.94
Mar. '25	\$118.36	\$165.00		\$130.00	\$45.00		\$197.00	\$197.00	\$852.36
April '25	\$88.78	\$165.00		\$117.00	\$45.00		\$147.75	\$197.00	\$760.53
May '25	\$59.20	\$165.00		\$104.00	\$45.00		\$147.75	\$197.00	\$717.95

^{*}NAR Consumer Advertising Campaign – All members are required to pay this assessment in full. The total is the amount applicable when first joining DAAR or after a lapse in membership.

Secondary members will pay only the DAAR portion of the dues.

DUES AND FEES ARE NOT REFUNDABLE

SentriLock:

DAAR membership dues to NOT include SentriLock dues or the one-time processing fee of \$50.00.

SentriLock renewal fees are due annually and prorated quarterly.

Yearly Fee: \$137.80

Bright MLS:

\$120 per quarter. Plus a one-time new member fee of \$250.00.

DUES RENEWAL

DAAR Dues – Fiscal Year	NAR Dues – 2025	Virginia REALTORS Dues	Total
(July '24 – June '25)	Calendar Year	– 2025 Calendar Year	
\$355.00	\$156.00 \$45.00 (NAR Consumer Advertising)	\$197.00	\$753.00

Dues Renewal Timeline

June 1	Members will receive their dues renewal bill.
July 31	Deadline for renewal payments
August 1	If payment is not received, a late fee of \$50.00 is applied.
September 3	If payment is not received, membership is suspended.
October 1	If payment is not received, membership is terminated, and member will need to rejoin and pay all applicable fees.

DAAR COMMITTEES

Joining a DAAR Committee is a great way to make new contacts, learn about new trends in the industry, and have a hand in shaping the Association's direction.

Committees

Awards: To oversee REALTOR® and Affiliate awards offered and presented by the Association. Duties including reviewing and approving applications received, recommending new award categories, and revising and restructuring applications as needed.

Budget & Finance: Reviews and monitors the financial position of the Association. Makes recommendations to the BOD on financial matters and recommends budget adjustments throughout the year. Prepares the Annual Budget in April for the following year, subject to approval by the BOD. Works closely with staff to assure that the Association's funds are invested properly.

Community Service: Provides leadership in sponsoring and implementing volunteer civic and community activities of the Association. Encourages DAAR members to participate in programs and projects that address local community concerns.

Diversity & Housing Initiatives: The committee explores how businesses and governments respond and adjust to diversity issues within communities and creates partnerships in Loudoun County, and surrounding areas, to advance housing programs and options to increase home ownership. The committee develops educational opportunities for members to help their business practices in accordance with fair housing laws and the Code of Ethics.

Government And Political Affairs: Monitors local, state & national proposed legislation; recommends and coordinates appropriate call to actions with the State and National Associations. Keeps membership informed on proactive issues and promotes involvement. Makes recommendations to the BOD on new legislative issues and prioritization of issues.

Membership Development: Serves as a resource on the development of recruitment and retention strategies and campaigns. Works to identify member programs and services that improve the value of membership, enhance the member experience, and contribute to the growth of the Association.

Professional Development: Provides the highest quality instructors and educational opportunities for the members. Develops and presents educational and informational programs. Coordinates continuing and post licensing courses, international forum, D3 conference courses, and other industry-related programs.

2024

VIRGINIA GENERAL ASSEMBLY WRAP-UP

MORE THAN

3,594

BILLS AND RESOLUTIONS WERE INTRODUCED DURING THE 2024 VIRGINIA GENERAL ASSEMBLY SESSION.

THE PUBLIC POLICY COMMITTEE

ACTED ON 117 BILLS



WE HELPED PASS

47 BILLS

THAT BENEFIT YOU AND YOUR CLIENTS

WE DEFEATED

30 BILLS

THAT WOULD HAVE HARMED YOU AND YOUR CLIENTS

WE AMENDED

27 BILLS

TO PROTECT YOU AND YOUR CLIENTS



115 MONITOR BILLS

THE PPC ACTIVELY MONITORED TO ASSESS ANY IMPACT ON OUR MEMBERS OR THE REAL ESTATE INDUSTRY.



★ ★ ★ 2024 ADVOCACY SCORECARD ★

PASSED

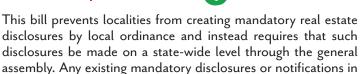
PASSED

The Virginia REALTORS® legislative agenda passed the General Assembly with near-unanimous, bipartisan support... final passage of 2,167 "YES" votes and 33 "NO" votes.



HB 467 | SB 354

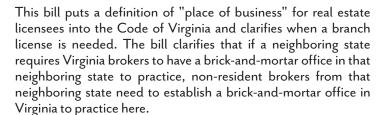
a real estate transaction are no longer enforced.



Call for Action Success!

PLACE OF BUSINESS

HB 1237 | SB 437



RESALE DISCLOSURE ACT

HB 876 | SB 526



This bill clarifies items that have come up in practice since the new Resale Disclosure Act became law in July 2023. Items include that the resale certificate can be delivered to the purchaser's agent, and the right to receive the resale certificate cannot be waived by the purchaser, when payment is due for a financial update and when resale certificates are required in new construction.

UNFAIR REAL ESTATE SERVICE AGREEMENTS

HB 1243 | SB 576



This bill prohibits the practice of offering homeowners cash payments for long-term contracts promising to list a property with a specific real estate brokerage firm. The bill prohibits the practice of recording these contracts in the land records.

*

CE CREDIT RE-ALLOCATION

HB 383 | SB 330



This bill reallocates three CE credits needed during license renewal from the elective category to the mandatory category for both real estate salespersons and brokers. An extra hour of agency, contracts, and legal updates are now mandatory for a total of two hours in each category. The total amount of CE credits required for renewal has not changed.

ALIGNMENT OF VRLTA SERVICEMEMBER PROVISION TO FEDERAL SCRA

HB 352 | SB 213



This bill aligns the language in the VRLTA servicemember early termination provision to the federal Servicemembers Civil Relief Act by removing the distance requirement. The VRLTA previously required that a servicemember receive orders moving more than 35 miles away to terminate a lease early; a servicemember could waive their rights under the federal law. However, the waiver is no longer used, and the federal government and JAG have been alerted to the conflict of the 35-mile requirement.

RIGHT TO RENT

HB 634 | SB 308



This bill codifies a homeowner's right to rent their property for a lease term of thirty consecutive days or more without unreasonable interference from localities. With the rise in local regulation on short-term rentals and ADUs this is a preemptive measure to protect a homeowner's right to rent their property for longer lease terms.

* 1

WHOLESALING

HB 917 | SB 358



This bill defines wholesaling, or the assignment of contracts for compensation, as an activity that requires a real estate license.

DAAR ROOM RENTALS

Looking for space for your upcoming corporate meeting, seminar or settlement? Then look no further for meeting or event space that is professional and affordable. Rely on DAAR for meeting or event space when you need it!

DAAR offers two classrooms (can be expanded into one large classroom), comfortable lounge area and 20-seat board room. Thoughtfully situated in the center of Ashburn with easy access to the Dulles Greenway and Route 7, our rooms have all the necessary meeting extras for you or your attendees. Audio/visual equipment consists of ceiling-mounted projectors and screens (conference room only) and new high-tech Aqua Boards (in classrooms only) with the ability to plug in a laptop for a presentation.

For more information or to reserve space, visit <u>dullesarea.com/</u> <u>meetingevent-space-daar/</u>







MEMBERSHIP APPLICATIONS

Please see below for links to our current membership applications.

Once you have clicked on the link, please download and save the application.

The forms are also included in this packet for your reference.

New Member Application

Complete this form for real estate licensees who do not currently belong to an Association of REALTORS. This form requires a broker's signature.

Transferring Member Application

Complete this form if they are already a member of another association and wishes to transfer to DAAR. This form will require a Letter of Good Standing from the current Association of REALTORS.

Secondary Member Application

Complete this form if they are already a member of another association, and would also like to be a DAAR member. This form requires a Letter of Good Standing from their primary association.

Member Record Changes

Complete this form to update personal information and transfer of ces. This will ensure the information we have is correct and up-to-date.

Member Termination

Complete this form if they are wishing to end their membership with an association completely.



To be completed by DAAR Staff:
ID#:
Date Entered:

$\pmb{REALTOR@ \ Membership \ Application}$

Membership Type: De	esignated REALTOR® / Broker	r	Primary REALT	ΓOR [®]
Name (as it appears on VA F	RE License):			
Nickname:		Gender: _	DOB:	
VA Real Estate License #: _		Expiration	n Date:	
Company Name:				
Company Address:		City:	State:	Zip:
Company Phone:	Company Direct:		Fax:	
Home Address:		City:	State:	Zip:
Home Phone:	Home Office:		Cell:	
Email:				
URL Address:	Но	ome Fax:		
Preferred Contact Address:	☐ Home ☐ Office Prefer	rred Phone Nui	mber: Office	Cell Home
Would you like to "opt-in" to	o receive DAAR announcemen	its via text mes	saging? Yes	No
Are you or have you been a r	member of another REALTOR	® Association	? Yes No	
If yes, when and where:				
If known, please list your Me	embers First (M1)#			
Members First (M1), is the	new member engagement syst	em that replace	ed NRDS	
Reason for selecting DAAR				
METHOD OF PAYMENT - Ple	ease charge my:			
☐ Visa ☐ Mastercard ☐	American Express Disco	ver \$	Amount	
Number:			CSV #	
Expiration date	Cardholder's Signatu	ıre		
Billing Address: Home	Office Check	#		

Full Breakdown of the DAAR Dues Schedule

12 Revised: 12/20

APPLICANT ACREEMENT

AITEICANI A	
I, (APPLICANT NAME)	, hereby apply for
REALTOR® membership in the Dulles Area Association	-
credit card authorization for fees as applicable, which I und	
accepted to membership. In the event my application is	
complete the New Member Ethics and Orientation class	
course within 180 days of the date of application. Failumembership and additional fees for subsequent reinsta	
membersing and additional fees for subsequent remsta	tement.
Additionally, on my own initiative, I will thoroughly family Arbitration Manual, Constitution, and Bylaws as well as the REALTORS®, and NAR. I further agree that my act of particular transfer in the second	ne rules and regulations of DAAR, Virginia aying dues shall evidence my initial and continuing
commitment to abide by the aforementioned Association a time to time without notice to me. Finally, I consent and a otherwise, to invite and receive information and comment agree that any information and comment furnished to the A response to any such invitation shall be conclusively deem	about me from any member or other person, and I Association by any Member or other person in
I further understand and agree that by providing phone nur to receive phone calls, text messages, and other electronic	•
NOTE: Applicant acknowledges that if accepted as a Mer from membership with an ethics complaint or arbitration renewal of membership upon the applicant's verification to Panel or if applicant resigns or is expelled from membersh arbitration, the Board of Directors may condition renewal applies any costs that have been previously established as due award and such costs have not, in the interim, been otherw readmission as a Member may be contingent upon satisfact incurred during a prior membership.	equest pending, the Board of Directors may condition hat he/she will submit to the decision of the Hearing ip without having complied with an award in an of membership upon his/her payment of the award and payable, in relation thereto, provided that the rise satisfied. Finally, applicant acknowledges that
Signature of Applicant	Date
BROKER A	AGREEMENT
I, (PRINCIPAL/MANAGING BROKER)	, of (FIRM)
do certify that (APPLICANT)	is a duly licensed
sales person associate broker or broker with this fin applicant not be approved for membership in the Associate membership, he/she will have the status of a non-member non-member licensees associated with my firm. In the terminated, I will ensure that he/she will not use the term I	rm (check one). I understand that should the ciation or fails to meet the requirements of such per licensee and I will be billed weighted dues for event the applicant's membership is rejected or
Signature of Principal/Managing Broker	Date
Please send completed form by email or fax to:	Mail to: 21720 Red Rum Drive #177

MemberSvc@dullesarea.com FAX: 703.771.9787 Ashburn VA 20147 13

Revised: 12/20





To be completed by DAAR Staff:
ID#:
Date Entered:

Secondary REALTOR® Membership Application

Membership Type: Se	econdary Designated REALTOR®) / Broker	Seconda	ary REALTOR®
Name (as it appears on VA	RE License):			
Nickname:		Gender:	DOB:	/
VA Real Estate License #:		Expiration D	oate:	
National Association of REA	ALTORS® Members First (M1)#			
Members First (M1), is the	new member engagement system	that replaced	NRDS	
Company Name:				
Company Address:		_ City:	State:	Zip:
Company Phone:	Company Direct:		Fax:	
Home Address:		_ City:	State:	Zip:
Home Phone:	Home Office:	(Cell:	
Email:				
URL Address:	Hom	e Fax:		
Preferred Contact Address:	☐ Home ☐ Office Preferre	d Phone Numb	er: Office	Cell Home
Would you like to "opt-in" t	to receive DAAR announcements	via text messag	ging? Yes	No
My current REALTOR® As	ssociation is:			
Reason for Selecting DAAR				
METHOD OF PAYMENT - Pl	ease charge my:			
☐ Visa ☐ Mastercard [American Express Discover	r \$	_Amount	
Number:			CSV # _	
Expiration date	Cardholder's Signature			
Billing Address: Home	Office Check #		_	

Please call DAAR for Secondary Membership Fees

Please send completed form by email or fax to: <u>MemberSvc@dullesarea.com</u> FAX: 703.771.9787 **Mail to:** 21720 Red Rum Drive, #177,

Ashburn VA 20147





To be completed by DAAR Staff:
ID#:
Date Entered:

Transferring Member Application

Membership Type: Design	gnated REALTOR® / Broker	REALTO	$R^{ ext{ ext{ ext{ ext{ ext{ ext{ ext{ ext$	
Name (as it appears on VA RE License):				_ Gender:
Name (as you want it to appear	ar on DAAR website):			_DOB:/
VA Real Estate License #: _		Expiratio	on Date:	
Company Name:				
Company Address:		City:	State: _	Zip:
Company Phone:	Company Direct: _		Fax:	
Home Address:		City:	State: _	Zip:
Home Phone:	Home Office:		Cell:	
Email:				
	Home Office Preferr			
	receive DAAR announcement			
My prior REALTOR® Assoc	eiation was:			
National Association of REA	LTORS® Members First (M1)	#		
Members First (M1), is the	new member engagement syste	m that replac	ced NRDS	
Reason for Selecting DAAR				
-	Managing Broker must be a new attach a Letter of Good Sta		•	•
METHOD OF PAYMENT				
Please charge my Visa Master	card	er \$	Amount	
Number:				
Expiration date	Cardholder's Signature			
Billing Address:	Check #			

Revised: 1 15

APPLICANT AGREEMENT

, (APPLICANT NAME)					
Additionally, on my own initiative, I will thoroughly familiarize myself we Manual, Constitution, and Bylaws as well as the rules and regulations of I act of paying dues shall evidence my initial and continuing commitment to duty to arbitrate, which may be amended from time to time without notice through its volunteer leadership or otherwise, to invite and receive inform or other person, and I agree that any information and comment furnished to person in response to any such invitation shall be conclusively deemed to I further understand and agree that by providing phone numbers and an ephone calls, text messages, and other electronic communication sent by or	DAAR, VAR and NAR. I further agree that my o abide by the aforementioned Association and to me. Finally, I consent and authorize DAAR, ation and comment about me from any member to the Association by any Member or other be privileged and not defamation of character. mail address above, I hereby consent to receive				
NOTE: Applicant acknowledges that if accepted as a Member and he/she membership with an ethics complaint or arbitration request pending, the Emembership upon the applicant's verification that he/she will submit to the resigns or is expelled from membership without having complied with an may condition renewal of membership upon his/her payment of the award established as due and payable, in relation thereto, provided that the award otherwise satisfied. Finally, applicant acknowledges that readmission as a of any outstanding debts that the Member incurred during a prior member	Board of Directors may condition renewal of the decision of the Hearing Panel or if applicant award in an arbitration, the Board of Directors I plus any costs that have been previously d and such costs have not, in the interim, been a Member may be contingent upon satisfaction				
Signature of Applicant	Date				
BROKER AGREEMEN	Т				
I, (PRINCIPAL/MANAGING BROKER)	, of (FIRM)				
do certify that (APPLICANT) associate broker or broker with this firm (check one). I understant for membership in the Association or fails to meet the requirements of status of a non-member licensee and I will be billed weighted dues for firm. In the event the applicant's membership is rejected or terminated, I REALTOR®.	is a duly licensed sales person that should the applicant not be approved of such membership, he/she will have the mon-member licensees associated with my				
Signature of Principal/Managing Broker	Date				
Please send completed form by email or fax to: MemberSvc@dullesarea.com FAX: 703.771.9787	Mail to: 21720 Red Rum Drive, #177 Ashburn VA 20147				

16 Revised: 1





To be completed by DAAR Staff:	
ID#:	
Date Entered:	

Member Record Change Form

Agent Name: _		Date:		
Agent Email:				
EQUIRED NAR M1#	OR VA Real Estate Lice	nse #:		
Members First	(M1), is the new member	engagement sy	ystem that replaced N	NRDS
	Member In	fo Chang	ge	
	(To be complete	ed by member)		
Agent Address:				
	S	tate:	Zip:	
<i>-</i>				
Phone: _		Fax:	_	
Phone: _ Name Change: _		Fax:		
Phone: _		Fax:		
Phone: _		Fax:		
Phone: _ Name Change: _		Fax:		
Phone:	er Office Tra	nsfer Cl	hange Info	
Phone:		nsfer Cl	hange Info	
Phone: Name Change: Broke	er Office Trai	nsfer Cl	hange Info	
Phone: Name Change: Broke New Office Name:	er Office Trail (To be completed by brok	nsfer Cl	hange Info	
Phone: Name Change: Broke New Office Name: Address:	er Office Trai	nsfer Cl	hange Info	
Phone: Name Change: Broke New Office Name: Address: City:	er Office Trai	nsfer Cl	hange Info	
Phone: Name Change: Broke New Office Name: Address: City: Phone	er Office Trail (To be completed by brok	nsfer Cl er/manager of state: Fax:	hange Info	
Phone: Name Change: Broke New Office Name: Address: City: Phone	er Office Trai	nsfer Cl er/manager of state: Fax:	hange Info	
Phone: Name Change: Broke New Office Name: Address: City: Phone New Broker Name: New Broker Signature	er Office Trail (To be completed by brok	nsfer Cler/manager of state: Fax:	hange Info	

Return Completed Forms via Fax to 703-771-9787 or send via email to <u>MemberSvc@dullesarea.com</u>





To be completed by DAAR Staff:
ID#:
Date Entered:

Member Termination Form

Agent Name:	Date:	
REQUIRED NAR M1# OR VA Real Estat	te License #:	
Members First (M1), is	the new member engagement system that replaced NRDS	
	ation of DAAR Membership d by broker/manager of firm agent is leaving)	
Reason for Termination:	License Returned to DPOR Inactive or Refer	rral
Transfer to New Firm	Leaving Area or Industry Deceased O	ther
Firm Name: Address: City: Phone: Broker Name: Broker Signature (REQUIRED):	State: Zip: Fax:	
I understand that by putting my lice	cense inactive or with a referral company (please check each box):	
	Upon the inactivation of my membership, I will discontinue the use of the te "REALTOR®" and will not indicate or imply that I am a member of DAAR, Virg REALTORS and the National Association of REALTORS®.	
	My Bright MLS access will also be terminated, and I am no longer eligible for Bright MLS access, as long as my license is inactive or in referral status.	
	My SentriLock account will be terminated. I will no longer have access to SentriLock boxes and will no longer be approved to show houses.	
	Should I wish to reactive my license and join DAAR, I must re-apply and will be subject to paying application fees.	be
	I understand that if I have falsified my license status on this form and my lice still active with any Broker that is a member of DAAR, my Broker will be assefor my local, state, and national membership dues.	
Member Signature:		

Return Completed Forms via Fax to 703-771-9787 or send via email to

MemberSvc@dullesarea.com