



NEW BROKER & AFFILIATE ORIENTATION

Valli Crockett– MMAR President

Lyndee Louk – MMAR CEO

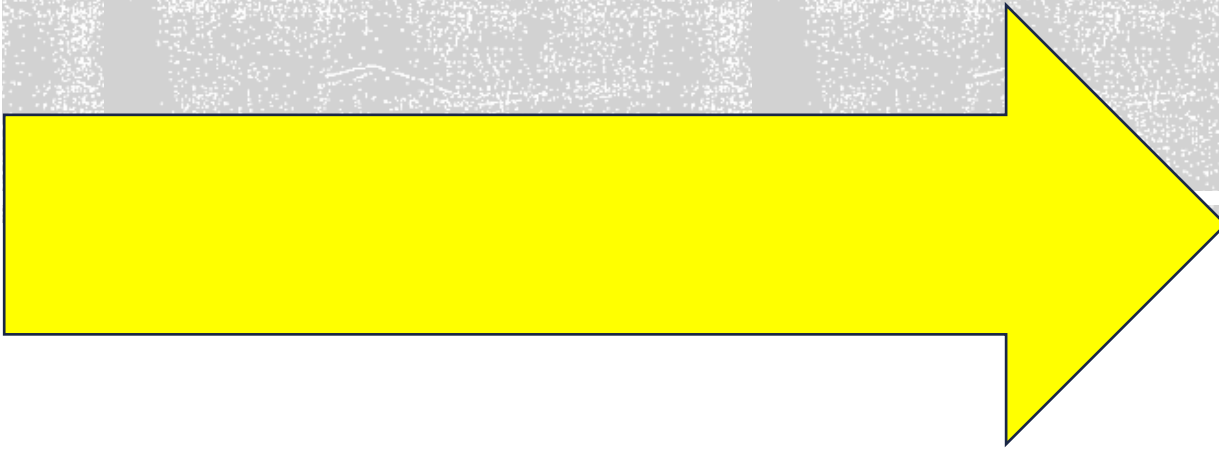
- **Welcome & New Member Introductions – REALTORS® & Affiliates**
- **MMAR Leadership Introductions: Officers, Board of Directors, CEO**
- **Current Affiliate Introductions**
- **History and Overview of MMAR**
- **Organizational Structure**
- **Committee Introductions and Descriptions**
- **CMAS Designation – For REALTORS® and Affiliates**
- **Invest in RPAC**
- **Resources & Tools Overview**
- **Colorado Association of REALTORS® (CAR)**
- **National Association of REALTORS® (NAR) & New Member Video**
- **REALTOR® Overview & This Is Who We R Video**
- **Fair Housing**
- **Legal Hotline/Arbitration & Mediation**
- **REALTOR® Safety**
- **Pledge and Pins – Congratulation, you are a REALTOR®**
- **Closing/CEO Comments**



AGENDA



WELCOME NEW MMAR MEMBERS!



☐ **Help us get to know you better...**

☐ **Brokerage/Profession**

☐ **Background**

☐ **Why a real estate career?**

☐ **A fun or interesting fact about yourself 😊**

MMAR OFFICERS/EXECUTIVE LEADERSHIP



Carmen Elam
Past President & Secretary



Valli Crockett
President



Diane Florschuetz
President Elect



Kevin Wilson
Treasurer



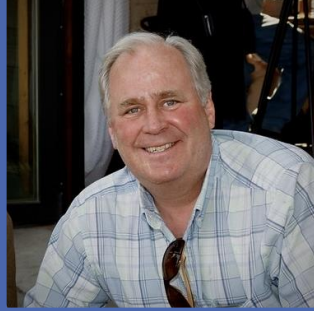
Laura Roberts
Affiliate Chair

MMAR LEADERSHIP TEAM/DIRECTORS



Alicia Sexton

Director, CAR Pro Standards



David Hanna

Director, Wildfire Committee Liaison



Rachel Mulvihill

Director, Community Outreach Committee Liaison



Amy Costello

Director, DEI Committee Liaison



Nick Melzer

Director, Govt Affairs Committee Liaison



KC Golfinopoulos

Director, Membership Committee Liaison



Kathleen Stump

REcolorado Board



Tricia Wales

CAR Pro Standards



Julia Purrington

CAR Director, RPAC



Stephanie Freadhoff

MLS Policy Board Liaison

MMAR CEO



Lyndee Louk

CURRENT AFFILIATE INTRODUCTIONS

(CURRENT AFFILIATES, YOU ARE FREE TO LEAVE AFTER)





HISTORY

- **The Association was established in 1965 as the Evergreen Board of REALTORS®. About 30 years later, we were renamed the Evergreen-Conifer Association of REALTORS®. On January 11, 2005, we became the Mountain Metro Association of REALTORS®, referred to as MMAR.**
- **MMAR has a long history of community support. We have raised money for local libraries, EAPL, Resilience 1220, EChO, and many more. We have given scholarships and school backpacks for those in need. Our volunteering efforts include Habitat for Humanity build days, food, blood and clothing drives. We have established partnerships within our local communities by sponsoring the Listen, Learn & Create Change series at the Center for the Arts in Evergreen, and donating to the Evergreen Legacy Fund which uses these funds to improve our unincorporated community. Our wildfire efforts have brought awareness to our residents by providing educational materials and collaborating with Rotary Wildfire Ready and the Community Ambassador Program for home hardening and property mitigation.**

We continuously apply for grants to help our local programs through the Colorado Association of REALTORS® and the National Association of REALTORS®. We strive to find ways to keep you safe in your career and promote REALTOR® safety and Fair Housing.

HISTORY - CONTINUED

- **Over the years our membership has grown to over 400 members, representing almost 100 REALTOR® offices, by expanding our geographical boundaries, offering specialty brand awareness thru our CMAS designation, providing our members with networking opportunities and area competency.**
- **We have about 50 Affiliate Partners (APC) comprised of ancillary companies that provide products and services complimentary to our agents and their clients, Attorneys, Financial Advisors, Fireplace and Chimney Services, Home Warranty Services, Insurance Services, Moving and Storage Services, Drone Services, Photography, Roofing, Solar Energy, Title Companies, Home Inspectors, Lenders, Closing Gifts, Painting, Restoration, Promotional Items, Signage, Meth Mitigation, and more.**

MISSION STATEMENT

The mission of Mountain Metro Association of REALTORS® is to support its membership by enhancing abilities and opportunities to succeed by, to strengthen our image, and to be the collaborative voice advocating for property ownership in our foothill communities.



VISION STATEMENT

Our vision is to provide education and advocacy to enable our members to successfully and ethically conduct their business. MMAR continues to promote our members as trusted advisors to the community.



Our Governance model is based on Dr. John Carver's "Policy Governance". Pursuant to this model, it's the Board's job to:

- 1) focus on policy issues**
 - 2) delegate with clarity**
 - 3) oversee management's job without meddling**
 - 4) rigorously evaluate the accomplishment of the organization**
 - 5) lead the organization**
- Policy Governance separates issues of organizational purpose (ENDS) from all other organizational issues (MEANS), placing primary importance on those Ends.**
 - The Board sets the navigational course for the ship, the staff assures its safe passage.**

MMAR ORGANIZATIONAL & PROGRAM STRUCTURE

Board of Directors

Association CEO

Community Outreach

- ❑ Annual Local Library Fundraiser, & Mtn Resource Center
- ❑ Holiday Hats, Gloves & Socks Drive, & EChO
- ❑ Habitat for Humanity Build Days/Hard Hats & High Heels
- ❑ Stuff the Truck Food Drives & Community Backpacks
- ❑ Soles for Souls, Resilience 1220
- ❑ EAPL, Wild Aware & Wildfire Awareness

Education

- ❑ Certified Mountain Area Specialist Designation (CMAS)
- ❑ NAR Designations (ABR, At Home With Diversity, Negotiation, Fair Housing)
- ❑ Continuing Education/Lunch & Learns/Brown Bag Series
- ❑ Economic Updates, Legislative Policies affecting REALTORS®
- ❑ CAR & NAR Conferences plus free CE Courses
- ❑ Monthly Market Stats with Zip Code breakdowns
- ❑ Social Media & eBlasts, marketing material

Membership

- ❑ Membership Meetings and Committee Involvement
- ❑ Free Holiday Party or Annual Membership Event
- ❑ Inaugural
- ❑ New Member Orientation
- ❑ Happy Hour Mixers, Social Events
- ❑ Summer Solstice Golf Tournament

Advocacy

- ❑ REALTORS® Political Action Committee (RPAC)
- ❑ Governmental Affairs/Local & State/Legislative Policy Committee
- ❑ Candidates and Commissioners Forum
- ❑ CAR & NAR Advocacy
- ❑ Diversity, Equity & Inclusion



Sam Glenn
Education Chair



Nick Melzer
Government Affairs Chair



Rachel Mulvihill
Government Affairs Chair



Julia Purrington
RPAC



Robin Stahnke, Libby Dufford
Membership CO- Chairs



Cathie Nicholson
Wildfire Chair



Laura Roberts
Affiliate Chair



Marie Lynch
Diversity, Equity, Inclusion Chair



Jessica Gentry
Social Media Chair

**MMAR COMMITTEES – A GREAT WAY
TO GET INVOLVED!**



CERTIFIED MOUNTAIN AREA SPECIALIST (CMAS)

- **This education designation is offered only by Mountain Metro Association of REALTORS®. All classes are approved for CE credit by the Colorado Department of Regulatory Agencies, Division of Real Estate. MMAR will follow the NAR designations guidelines and promote the CMAS designation only to the REALTOR® population and will educate the public about the designation. MMAR will also offer the CMAS designation to MMAR Affiliate members who work in support of MMAR REALTOR® members.**
- **Mountain and rural areas are properties with unique features such as domestic and household wells, septic systems and leach fields, fire mitigation concerns, and easement issues, just to name a few. Our CMAS continuing education program covers these issues and more to provide the education needed to effectively market and sell these properties.**
- **Please go to our website: mountainmetro.com and click on the Education tab for details.**



Your Best Investment In Real Estate

INVEST IN RPAC

- Since 1969, the REALTORS® Political Action Committee (RPAC) has promoted the election of pro-REALTOR® candidates across the United States. The purpose of RPAC is clear: voluntary contributions made by REALTORS® are used to help elect candidates who understand and support their interests. These are not members' dues; this is money given freely by REALTORS® in recognition of the importance of the political process.



<https://www.recolorado.com>



<http://www.navicamls.net>



<https://www.sentrilock.com>



<https://coloradorealtors.com>



<http://www.mountainmetro.com>



<https://www.nar.realtor>

**RESOURCES —
JUST TO NAME A FEW**



www.mountainmetro.com

**Access to Navica – our
Association Management
System**

**Access to Board Members
and Committee Chairs**

Weekly eBlasts

Wildfire Resources



**Connect Dashboard – explore
all the tiles**

Single Sign-on Feature

Online and Live Classes

Data share with IRES and PPAR

Recolorado Customer Care:

**(303) 850-9576 or
support@recolorado.com**



www.navicamls.net

**Username: NRDS#,
Password: Last Name (case
sensitive)**

**Calendar of Events, Class
Registration and Payments**

Dues Payment Record

Personal Profile

**REALTOR® and Affiliate
Member Roster**



**Electronic Lockbox System –
Bluetooth/APP**

REALTOR® Safety Feature

**Sentrilock Support – Lyndee
Louk**



NEW AFFILIATES ARE FREE TO GO
(BUT ARE WELCOME TO STAY)



COLORADO

Department of
Regulatory Agencies

Division of Real Estate

ADDITIONAL RESOURCES

**Licensing Authority for Real Estate Brokers, Appraisers,
Loan Originators and Property Managers**

<https://dora.colorado.gov/>

Colorado Real Estate Commission (CREC)

- 5-person panel appointed by the Governor
- 3 are real estate practitioners
- Set rules & regulations
- Create standardized contract forms
- Requires 24 hours of Continuing Education credits (CE) per 3-year licensing cycle
- 12 of the 24 CE credits **MUST** come from the Annual Commission Update Course. This is a 4-hour course required every year

COLORADO ASSOCIATION OF REALTORS®



Tyrone Adame, CAR CEO

Mission Statement:

The Colorado Association of REALTORS® empowers members as industry and community leaders with knowledge, ethics, professionalism, and is the collective voice for housing and property rights.

- **The Colorado Association of REALTORS® (CAR) is comprised of 30 local Associations/Boards with over 28,500 members.**
- **The largest Association is DMAR with over 8,000 members.**
- **The smallest Association is Craig with 41 members.**
- **CAR has three full time staff that work exclusively on legislative issues at the State Capitol relating to Homeownership and property rights.**
- **CAR offers Ombudsman, Mediation, and Arbitration support as well as a Legal Hotline for Managing Brokers.**
- **CAR also offers an array of information on legal issues and educational opportunities.**
- **CAR Provides Market Trends!**
- **Please go to the CAR website for member benefits. Guide to Benefits (coloradorealtors.com)**



NATIONAL ASSOCIATION OF REALTORS®

- America's largest trade association, representing 1.5 million+ members, including NAR's institutes, societies, and councils, involved in all aspects of the residential and commercial real estate industries.
- The membership is composed of residential and commercial brokers, salespeople, property managers, appraisers and counselors, and other engaged in the real estate industry. Members belong to one or more of approximately 1200 local association/boards and 54 state and territory association of REALTORS®
- The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict Code of Ethics. NAR requires a 2.5 hour COE course once every 3-year cycle.
- [NAR New Member Video](#)



ISN'T EVERYONE WHO SELLS REAL ESTATE A REALTOR®?

- **All real estate licensees are not the same. Only real estate licensees who are members of the NATIONAL ASSOCIATION OF REALTORS® are properly called REALTORS®. They proudly display the REALTOR “®” logo on the business card or other marketing and sales literature.**
- **REALTORS® are committed to treat all parties to a transaction honestly. REALTORS® subscribe to a strict code of ethics and are expected to maintain a higher level of knowledge of the process of buying and selling real estate. An independent survey reports that 84% of home buyers would use the same REALTOR® again.**
- **Real estate transactions involve one of the biggest financial investments most people experience in their lifetime. Transactions today usually exceed \$100,000. If you had a \$100,000 income tax problem, would you attempt to deal with it without the help of a CPA? If you had a \$100,000 legal question, would you deal with it without the help of an attorney? Considering the small upside cost and the large downside risk, it would be foolish to consider a deal in real estate without the professional assistance of a REALTOR®.**
- **That's Who We R®**

FAIR HOUSING

- Fair housing is more than a list of dos and don'ts, rights and penalties, and mandatory continuing education. As stewards of the right to own, use and transfer private property, fair housing protects our livelihood and business as REALTORS® and depends on a free, open market that embraces equal opportunity.
- REALTORS® recognize the significance of the [Fair Housing Act](#) and reconfirm their commitment to upholding fair housing law as well as their commitment to offering equal professional service to all in their search for real property.





The Legal Hotline

The REALTORS® Legal Hotline is a service that provides CAR members with direct access to a qualified attorney who can offer information on real estate law, license law, commission regulations and related matters.

The Legal Hotline is available Monday through Friday from 9am to Noon and 1pm to 4pm.

CAR LEGAL BITES WITH SCOTT PETERSON



Mediation & Arbitration

Despite the best efforts of well-intentioned REALTORS®, disagreements still occur.

Litigation arising from disputes can be slow, expensive, and intimidating. Arbitration and Mediation are generally much less expensive and more efficient. CAR offers dispute resolution services to REALTORS® for disputes between other REALTORS®, non-members, and clients.





REALTOR® SAFETY

<https://www.nar.realtor/videos/pivot-in-place/realtor-safety>

VOTE IN COLORADO

How to Register

Voter Registration Deadlines

How to Check Your Voter Registration

Other Ways to Register to Vote

Find all you need to know using the link below:

<https://vote.gov/register/co/>



**REGISTERED TO VOTE? HAVE
YOU MOVED RECENTLY?**



CLOSING – CEO REMARKS

**CODE OF ETHICS
REMINDER**



THE REALTOR® PLEDGE

- I, (state your name), pledge myself:
- To strive to be honorable and to abide by the Golden Rule;
- To strive to serve well my community, and through it, my country;
- To abide by the REALTORS'® Code of Ethics and to strive to conform my conduct to its aspirational ideals;
- To act honestly in all real estate dealings;
- To protect the individual right of real estate ownership and to widen the opportunity to enjoy it; and
- To seek to better represent my clients by building my knowledge and competence.

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www.mountainmetro.com

Find Us Online

FACEBOOK

<https://www.facebook.com/mmarsocial/>

INSTAGRAM

<https://www.instagram.com/mountainmetroassociation/>

THANK YOU