



# BAY AREA ASSOCIATION OF REALTORS®, INC

P.O. Box 190 • Centreville, MD 21617



## APPLICATION FOR REALTOR® MEMBERSHIP 2010



*NOTE: Dues payments to the Bay Area Association of REALTORS®, Inc. are not tax deductible as charitable contributions. Portions of such payments may be tax deductible as ordinary and necessary business expenses. Dues payments are non-refundable.*

**REALTOR® -- Primary Membership.** I hereby apply for REALTOR® membership in the Bay Area Association of REALTORS®, Inc. and am enclosing my check in the amount of \$\_\_\_\_\_ (yearly dues amount from page 7) , which I understand will be returned to me in the event I am not accepted to membership.

**REALTOR® -- Secondary Membership.** I hereby apply for REALTOR® membership in the Bay Area Association of REALTORS®, Inc. and am enclosing my check in the amount of \$\_\_\_\_\_ (yearly dues amount from page 7) , which I understand will be returned to me in the event I am not accepted to membership.

**Please read and initial the following guidelines:**

\_\_\_\_ I agree to abide by the Code of Ethics of the National Association of REALTORS®, which includes the duty to arbitrate commission disputes. (A copy of the code will be provided at New Member Orientation).

\_\_\_\_ I agree to abide by the Bylaws of the Bay Area Association of REALTORS®, Inc. (A copy of the code will be provided at New Member Orientation).

\_\_\_\_ I agree to attend the New Member Orientation Class within three (3) months of application or I will be fined \$100 for non-enrollment. Furthermore, I accept that, if I do not attend a new member orientation class within six (6) months, the Bay Area Association of REALTORS®, Inc. may revoke my membership until orientation has been completed. (Not required for secondary membership or members transferring in from another Association/Board.)

\_\_\_\_ I understand that membership brings certain privileges and obligations that require compliance.

\_\_\_\_ I understand that Membership may be revoked should completion of requirements, such as orientation, not be completed within the established timeframe. I understand that I will be required to complete periodic Code of Ethics training as specified in the Association’s bylaws as a continued condition of membership.

\_\_\_\_ A copy of my real estate license is attached.

\_\_\_\_ The act of paying my dues shall evidence my initial and continuing commitment to abide by the aforementioned Code of Ethics, Constitutions, Bylaws, Rules & Regulations and duty to arbitrate, all as from time to time amended. Finally, I consent and authorize the Association, through its Membership Committee or otherwise, to invite and receive information and comment furnished to the Association by any Member or other person in response to any such invitation shall be conclusively deemed to be privileged and not form the basis of any action by me for slander, libel or defamation of character.

*NOTE: Applicant acknowledges that, if accepted as Member and he/she subsequently resigns or is expelled from membership in the Association with an ethics complaint or arbitration request pending, the Board of Directors may condition renewal of membership upon applicant’s verification that he/she will submit to the pending ethics or arbitration proceeding and will abide by the decision of the Hearing Panel; or if applicant resigns or is expelled from membership without having complied with an award in arbitration, the Board of Directors may condition renewal of membership upon his/her payment of the award, plus any costs that have previously been established as due and payable in relation thereto, provided that the award and such costs have not, in the interim, been otherwise satisfied.*

**PERSONAL INFORMATION: ALL fields are MANDATORY and must be completed**

Name: Miss / Ms. / Mrs. / Mr. \_\_\_\_\_  
(as appears on real estate license; including generation)

Nickname: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Home Address: \_\_\_\_\_ Home Phone: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

Do you want your home number published in the BAAR roster? Y / N

What is your preferred phone number? \_\_\_ Office \_\_\_ Home \_\_\_ Cell

What is your preferred mailing address? \_\_\_ Office \_\_\_ Home

Business Email: \_\_\_\_\_

Real Estate License No: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Licensed/certified appraiser:  Yes  No Appraisal License # \_\_\_\_\_

License Type: \_\_\_ Broker \_\_\_ Salesperson \_\_\_ Assoc. Broker

Are you presently a member of any other Association of REALTORS®?  Yes  No

**If yes**, name of Association and type of membership held: \_\_\_\_\_

**If yes**, attach a 'Letter of Good Standing' to application from current association.

Have you previously held membership in any other Association of REALTORS®?  Yes  No

**If yes**, name of Association and type of membership held: \_\_\_\_\_

Have you been found in violation of the Code of Ethics or other membership duties in any Association of REALTORS® in the past three (3) years or are there any such complaints pending?  Yes  No  
(If yes, provide details as an attachment)

If you are now or have ever been a REALTOR®, indicate your NAR membership (NRDS) number: \_\_\_\_\_  
and last date (year) of completion of NAR's Code of Ethics training requirement \_\_\_\_\_

Have you been convicted, adjudged or otherwise recorded as guilty by final judgment of any court of competent jurisdiction of a felony or other crime?  Yes  No If yes, provide details (attach additional sheets if necessary)

\_\_\_\_\_  
\_\_\_\_\_

**FIRM INFORMATION:**

Firm Name: \_\_\_\_\_

Firm Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Email: \_\_\_\_\_

Is firm's affiliation with BAAR \_\_\_ primary or \_\_\_ secondary?

***\*\*Please note that your office manager or broker must be either a primary or secondary member of BAAR for you to qualify for a primary membership in BAAR.***

Position with Firm: \_\_\_ Broker \_\_\_ Associate Broker \_\_\_ Office Manager  
\_\_\_ Independent Contractor \_\_\_ Certified Appraiser \_\_\_ Licensed Appraiser

**MISCELLANEOUS:**

Previous Occupation: \_\_\_\_\_

Special designations currently held: \_\_ GRI \_\_ CRS \_\_ CRB \_\_ Other \_\_\_\_\_

Would you be interested in serving on one of our committees at the Bay Area Association of REALTORS®, Inc.?

- Yes  No

If yes, please choose committee:

- |   |   |
|---|---|
| <input type="checkbox"/> Awards                               | <input type="checkbox"/> Nominating (current BOD members) |
| <input type="checkbox"/> Community Service                    | <input type="checkbox"/> Public Relations                 |
| <input type="checkbox"/> Education                            | <input type="checkbox"/> RPAC                             |
| <input type="checkbox"/> Finance/Budget (Board Officers only) | <input type="checkbox"/> Grievance                        |
| <input type="checkbox"/> Legislative                          | <input type="checkbox"/> Professional Standards           |
| <input type="checkbox"/> Membership                           |   |

**COMMUNICATIONS CONSENT AGREEMENT.** As a member of the Bay Area Association of REALTORS®, Inc. (BAAR), I understand that, by providing my e-mail address, telephone number and fax number, I consent to receive communications sent via e-mail, telephone or fax, by or on behalf of the Bay Area Association of REALTORS®, Inc., the Maryland Association of REALTORS® and the National Association of REALTORS®, including subsidiaries and affiliates of the respective organizations. I understand that the Bay Area Association of REALTORS®, Inc. will not share my email/telephone/fax information with any unaffiliated companies or organizations.

I hereby certify that the foregoing information furnished by me is true and correct, and I agree that failure to provide complete and accurate information as requested, or a misstatement of fact, may be grounds for revocation of my membership, if granted. I agree that, if accepted for Membership in the Association, I shall pay the fees and dues as from time to time established.

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

(Applicant)

**To be completed by Broker or Manager for new applicant:**

I hereby certify that the above named applicant is associated with my firm and I recommend that the applicant be admitted to Active Membership in the Bay Area Association of REALTORS®, Inc.

Broker/Manager Name: (please print) \_\_\_\_\_

Company \_\_\_\_\_

Broker/Manager Signature \_\_\_\_\_ Date \_\_\_\_\_

**\*A copy of applicants real estate license must accompany application\***

**\*\*Pages 1 – 3 and 8 (if applicable) need to be sent to BAAR Office.\*\***

**Other pages are informational for applicant.**

**Bay Area Association of REALTORS® , Inc.**  
**P.O. Box 190, Centreville, MD 21617**  
**Phone: (410) 758-4866      Fax: (410) 758-4832**  
**www.bayarearealtors.com      info@bayarearealtors.com**

### Mission Statement

The mission of the Bay Area Association of REALTORS® , Inc. is to maintain a financially viable association offering support, services and training for its members; to provide community outreach; to foster a proactive relationship with the National Association of REALTORS®, Maryland Association of REALTORS®, local and state legislative leaders, and to be the leading advocate of the local real estate industry, private property rights and the issues that most affect the members' ability to serve the public with competency, integrity, and professionalism.

### WHAT DO YOU GET FOR YOUR MEMBERSHIP?

The level of benefits you receive from your membership investment in the Bay Area Association of REALTORS® , Inc. depends upon the programs and services that you choose to take advantage. BAAR provides forums for professional growth, networking opportunities, professional standards facilities and more.

Here are just a few benefits of BAAR Membership:

#### **BAAR BENEFITS**

1. **Professional Standards.** BAAR screens and processes ethics complaints from members and the public. BAAR also offers Arbitration and Mediation facilities for REALTORS® to resolve business disputes.
2. **Education.** BAAR provides members with opportunities for professional growth through educational programs. Numerous opportunities exist for members to fulfill the educational requirements of the Maryland Real Estate Commission. New in 2010 the Education has developed a 'SuperPass'. Members can pay a flat fee of \$99 (payable in November or December 2009) and for the calendar year 2010 you may take as many education classes at BAAR as you would like for one low fee.
3. **Communication.** BAAR has various networks in place to get the word out to membership on new legislation, education, upcoming events, etc. through the BAAR Website, General Membership Meetings, Broker/Manager meetings, Broadcast Fax and Email updates. Visit our website at [www.bayarearealtors.com](http://www.bayarearealtors.com) or email us at [bayarea@mrisc.com](mailto:bayarea@mrisc.com).
4. **Networking.** BAAR holds general membership meetings to update members on current issues within the Association and Kent and Queen Anne's Counties and to provide members with an opportunity to network with fellow REALTORS® and affiliate members. Networking is an invaluable tool in the real estate business and offers opportunities to turn social contacts into business relationships that may lead to a referral or sale.
5. **Statewide and Regional Forms.** BAAR provides to all members on-line access to the Statewide contract of Sale and other necessary forms through Omega Software (ProForms). Forms may be downloaded from [www.proformssoftware.com](http://www.proformssoftware.com).
6. **Multiple Listing and Information Services.** BAAR participates in and provides access to state of the art on-line Multiple Listing and Information Services as a stockholder of MRIS.

7. **Recognition Awards.** BAAR recognizes members who accomplish distinguished levels of production and other achievements at our Annual Awards Banquet.
8. **Leadership Opportunities.** BAAR provides members with a chance to become involved in the policy making decisions that mold and drive the Association and the real estate industry. Participation in Association leadership provides a multitude of personal and professional growth opportunities. Development of your leadership skills enhances your REALTOR® image, heightens your knowledge of the industry and builds confidence and business contacts.
9. **Membership Roster.** BAAR is working on making our roster available to all BAAR members via our website at [www.bayarearealtors.com](http://www.bayarearealtors.com). It list all REALTOR® and affiliate members of the association.
10. **REALTOR® Store.** BAAR members may purchase Sentrilock Cards and Lockboxes, sign riders, and other open house items at our BAAR Board Store. The store is open during business hours.
11. **Courteous, Helpful Staff.** BAAR employs courteous, helpful staff to carry out the daily operation of the Association. Staff is available to assist members with answers to questions, address members concerns and to work closely with leadership to accomplish the mission and goals of the Association.

### **MAR BENEFITS**

1. **Legal Hotline:** 1-800-888-1272  
FREE, authoritative legal advice is available by calling the MAR Legal Hotline. Questions on all aspects of real estate law are answered. Sales agents may call the Hotline up to four times per year; designated REALTORS® have unlimited calls. A written response is sent to all callers and their brokers within 48 hours.
2. **Dispute Resolution.** MAR is a resource for members and the public who need assistance with disputes and can provide guidance on available options to assistance in resolving issues. Visit the Dispute Resolution tab at [www.mdrealtor.org](http://www.mdrealtor.org) for various available options, including a link to O.M. Services (800-291-9542), MAR's partner, offering mediation services to members, clients, and customers who may have contractual disputes.
3. **Rookie REALTOR® Seminars.** This nationally recognized program offers FREE unique educational opportunities to the new REALTOR® with four or fewer years in the profession. These monthly seminars are designed to augment the training received at local associations and offices, and provide a monthly networking opportunity with other new REALTORS®. Rookies also receive discounts and other benefits through attendance at the annual MAR Conference held in September. Seminar registration and other valuable information can be found at [www.mdrealtor.org](http://www.mdrealtor.org) and then scroll over the Rookie REALTOR® logo.
4. **Maryland REALTOR® Magazine.** Every issue focuses on Maryland's real estate business, providing information on economic statistics and forecasting, political, legislative and legal topics as well as feature articles of interest to members.

To see other benefits available through the State Association visit [www.mdrealtor.org](http://www.mdrealtor.org) and click on the "Member Benefits & Partners" tab on the left side.

### **NAR BENEFITS**

1. **Exclusive use of the term REALTOR®.** The term REALTOR® is a registered trademark that can be used only by members of the NATIONAL ASSOCIATION OF REALTORS®. As a member of BAAR you can use the term REALTOR® on any of your signs, stationery, advertising, etc.
2. **Chase Card Services.** \$64 credit after your first use of the REALTOR® Visa card.
3. **Lowe's.** Register at [LoweRealtorBenefits.com](http://LoweRealtorBenefits.com) for a FREE marketing system that provides valuable savings coupons and offers a FREE direct mail tool.
4. **Technology.**
  - a. **Dell** – Dell offers NAR members discounts on all Dell desktops, notebooks, workstations, servers and storage, as well as software and peripheral products such as printers, monitors, cameras, handhelds, LCD and plasma TV's, projectors and digital music players. Your Dell sales representative will apply your NAR discount to your order. Visit [www.dell.com/smb/NAR](http://www.dell.com/smb/NAR) or call 1-877-648-3355

- b. Hewlett-Packard – Hewlett-Packard is your “one-stop shop” for discounts for REALTORS® on the entire HP commercial product line including printers, mobile computing products (i.e., Tablet, iPAQ), digital cameras, scanners, supplies, accessories and more. Visit the Web site to see how HP can help you set up a mobile office. Visit [www.hp.com/go/nar](http://www.hp.com/go/nar) or call 1-800-888-8177.
- c. Sprint – Power up with Sprint, together with Nextel, and improve response times to customers, communicate effectively while away from the office, and get real time access to valuable information on the Internet. NAR members signing a new two-year service agreement can receive up to \$150 in savings and 5% off their monthly wireless service. Plus, get the first month free and 10% off each month on TeleNav GPS audible driving directions or Power Vision data service packs. Visit [www.sprint.com/nar](http://www.sprint.com/nar), call 1-888-503-3069 (new customer) or 1-888-788-4727 (existing customer), or go to your nearest Sprint or Nextel retailer.

**REMINDER:** Always mention your NAR membership or provide your NRDS number to receive the full benefit from each partner.

To see full list of available benefits visit [www.REALTOR.org/RealtorBenefits](http://www.REALTOR.org/RealtorBenefits)

*Please contact the Association or talk to your leadership if there is anything that we could do to enhance your membership experience. Thank you for making Bay Area Association of REALTORS®, Inc. your REALTOR® Association of choice. We appreciate your membership.*

**Office Staff**

Association Executive	Fran Long
Administrative Assistant	Erin Davidson (part time)

**Officers**

President	Paula Ruckelshaus / Coldwell Banker Residential Brokerage
President-Elect	James Flaherty / Long & Foster Real Estate, Inc.
Secretary/Treasurer	Suzanne Hitt / Exit Gold Realty
Immediate Past President	Susan Hale / Long & Foster Real Estate, Inc.

**Directors**

Julie Cary / Century 21 Rosendale Realty  
 Norma Coursey / Ashley Premier Properties  
 Samantha Grimes / Chesapeake Real Estate Associates, LLC  
 Stacy Kendall / Sam Martin Realty Group, LLC  
 Colleen Minahan / Champion Realty  
 Richard Sells / Champion Realty  
 Mary Jane Stevens / Long & Foster Real Estate Inc.

**MEMBER DUES STRUCTURE**  
**November 1, 2009 – October 31, 2010**

Every REALTOR® must belong to at least one local Board/Association, one State Association and the National Association of REALTORS®. The local Board/Association will collect and remit your State and National dues.

The Board to whom you pay your National dues is your Primary Board. Any other Board is a secondary Board. You may join a secondary State Board, but you are not required to join.

**Fees for membership are as follows:**

**Primary Membership**

	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT
NATL	\$163.33	\$156.67	\$115.00	\$108.33	\$101.67	\$ 95.00	\$ 88.33	\$ 81.67	\$ 75.00	\$ 68.33	\$ 61.67	\$ 55.00
STATE	\$194.00	\$194.00	\$194.00	\$194.00	\$194.00	\$194.00	\$120.50	\$122.00	\$122.00	\$122.00	\$122.00	\$122.00
LOCAL	\$199.00	\$182.48	\$165.84	\$149.26	\$132.68	\$116.10	\$ 99.52	\$ 82.94	\$ 66.36	\$ 49.78	\$ 33.20	\$ 16.62
PROC.	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
*RPAC	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00
TOTAL	\$621.33	\$598.15	\$539.84	\$516.59	\$493.35	\$470.10	\$376.35	\$353.11	\$329.86	\$306.61	\$283.37	\$260.12

\*NOTE: RPAC donation is voluntary

**Secondary Membership – local (BAAR) Membership only**

	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT
LOCAL	\$199.00	\$182.48	\$165.84	\$149.26	\$132.68	\$116.10	\$ 99.52	\$ 82.94	\$ 66.36	\$ 49.78	\$ 33.20	\$ 16.62
PROC.	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
TOTAL	\$249.00	\$232.48	\$215.84	\$199.26	\$182.68	\$166.10	\$149.52	\$132.94	\$116.36	\$ 99.78	\$ 83.20	\$ 66.62

**Secondary Membership -- including Membership in MAR**

	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT
STATE	\$194.00	\$194.00	\$194.00	\$194.00	\$194.00	\$194.00	\$120.50	\$122.00	\$122.00	\$122.00	\$122.00	\$122.00
LOCAL	\$199.00	\$182.48	\$165.84	\$149.26	\$132.68	\$116.10	\$ 99.52	\$ 82.94	\$ 66.36	\$ 49.78	\$ 33.20	\$ 16.62
PROC.	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00
TOTAL	\$440.00	\$423.48	\$406.84	\$390.26	\$373.68	\$357.10	\$270.02	\$253.44	\$236.86	\$220.28	\$203.70	\$187.12

**Sentrilock Card**

FY	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT
2010	\$ 67.50	\$ 33.75	\$ 33.75	\$ 33.75								
2010					\$145.00	\$145.00	\$145.00	\$108.75	\$108.75	\$108.75	\$ 72.50	\$ 72.50
2011	\$ 72.50	\$ 36.25	\$ 36.25	\$ 36.25								

**\*\*We accept check, Discover, MasterCard and Visa.**

**BAY AREA ASSOCIATION OF REALTORS®, INC.  
CREDIT CARD AUTHORIZATION FORM**

Date \_\_\_\_\_

New Member Name \_\_\_\_\_

Broker/Manager Name \_\_\_\_\_

Company/Agency \_\_\_\_\_

Company Address \_\_\_\_\_

Amount to be charged \$ \_\_\_\_\_

I \_\_\_\_\_ authorize Bay Area Association of REALTORS®, Inc. to charge my credit card for membership services.

Name (as it appears on card) \_\_\_\_\_

Payment Type:  VISA  MC  Discover

Credit Card #: \_\_\_\_\_ Exp: \_\_\_\_/\_\_\_\_/\_\_\_\_

Billing Address: \_\_\_\_\_  
(as it appears on credit card/bank statement)

Check Payment      Check Number \_\_\_\_\_      Date Mailed \_\_\_\_/\_\_\_\_/\_\_\_\_

Signature \_\_\_\_\_