

# WELCOME TO THE REALTOR® FAMILY



KANSAS ASSOCIATION  
OF REALTORS®

2019 TOOLS & SERVICES

# WELCOME



**Congratulations on your 2019 Kansas Association of REALTORS® (KAR) membership!**

**At KAR, we advocate for property rights and empower REALTORS® to achieve success. On the following pages you'll see the tools and member benefits KAR provides.**

**Look to KAR for a broader perspective on what's happening for a better bottom line. Information. Accreditation. Representation.**

These are the key aspects of our work on your behalf. KAR works to make sure members are informed on the latest real estate trends, topics, and statistics. We provide accreditation and professional development opportunities so you're always at the top of your game. We support pro-industry candidates and laws to create the best environment possible for your success.

**We are honored to work with you as a member and look forward to serving you in 2019.**

Sincerely,  
Karen Gehle, CEO



You will soon find out, if you haven't already, that being a REALTOR® is like being part of a family. KAR has many resources to help you succeed in your career.

## Accreditation

Hungry for knowledge?  
Visit KAR to learn  
about professional  
development resources  
available to you.



## Information

Spend time looking  
through the  
information KAR  
offers to help you  
drive your business  
forward.



## Our Family

KAR works to inform and  
represent REALTORS®  
across Kansas.

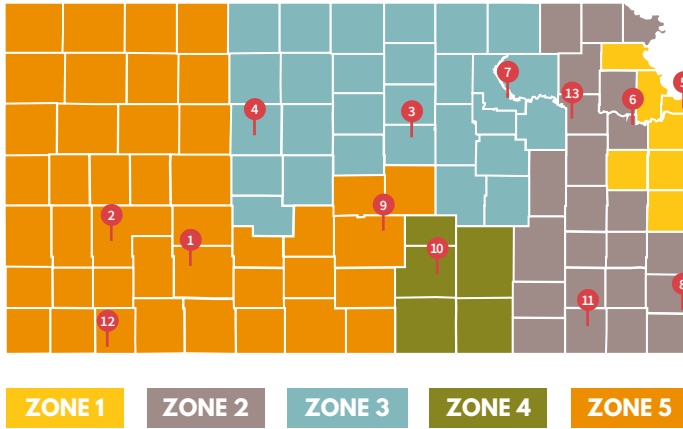
## Representation

Learn more about KAR's  
advocacy work with  
legislative and regulatory  
issues impacting the real  
estate industry.

# ASSOCIATIONS

## Resources and support at three levels

National Association of REALTORS®  
Kansas Association of REALTORS®  
Local Association of REALTORS®



1. Dodge City Board of REALTORS®
2. Garden City Board of REALTORS®
3. Great Plains Association of REALTORS®
4. Hays Board of REALTORS®
5. Kansas City Regional Association of REALTORS®
6. Lawrence Board of REALTORS®
7. Flint Hills Association of REALTORS®
8. Pittsburg Board of REALTORS®
9. Prairie Land REALTORS®
10. REALTORS® of South Central Kansas
11. Southeast Kansas Association of REALTORS®
12. Southwest Kansas Board of REALTORS®
13. Sunflower Association of REALTORS®

\*Kansas Association of REALTORS®

\*KAR serves as the local association for members at large

Represent your zone by joining a KAR committee. Learn more about the different volunteer opportunities and how to volunteer at [KansasRealtor.com/Committee-Descriptions](https://www.kansasrealtor.com/Committee-Descriptions)



Kansas Association of REALTORS®  
3644 SW Burlingame Rd.  
Topeka, KS 66611  
800-366-0069  
[KansasRealtor.com](https://www.kansasrealtor.com)

When you join a REALTOR® association, your membership gives you protection at three levels - the local board where you do business, the Kansas Association of REALTORS® and the National Association of REALTORS®. This three-way agreement that governs REALTOR® associations ensures we work together to shape public policy, set standards of ethics, promote the value of your REALTOR® membership and contribute to the success of your real estate practice.

## Let's get together

### KAR Annual Conference

October 7-9, 2019

Wichita

### NAR Annual Conference

November 8-11, 2019

San Francisco

### KAR Capitol Conference

February 4-6, 2020

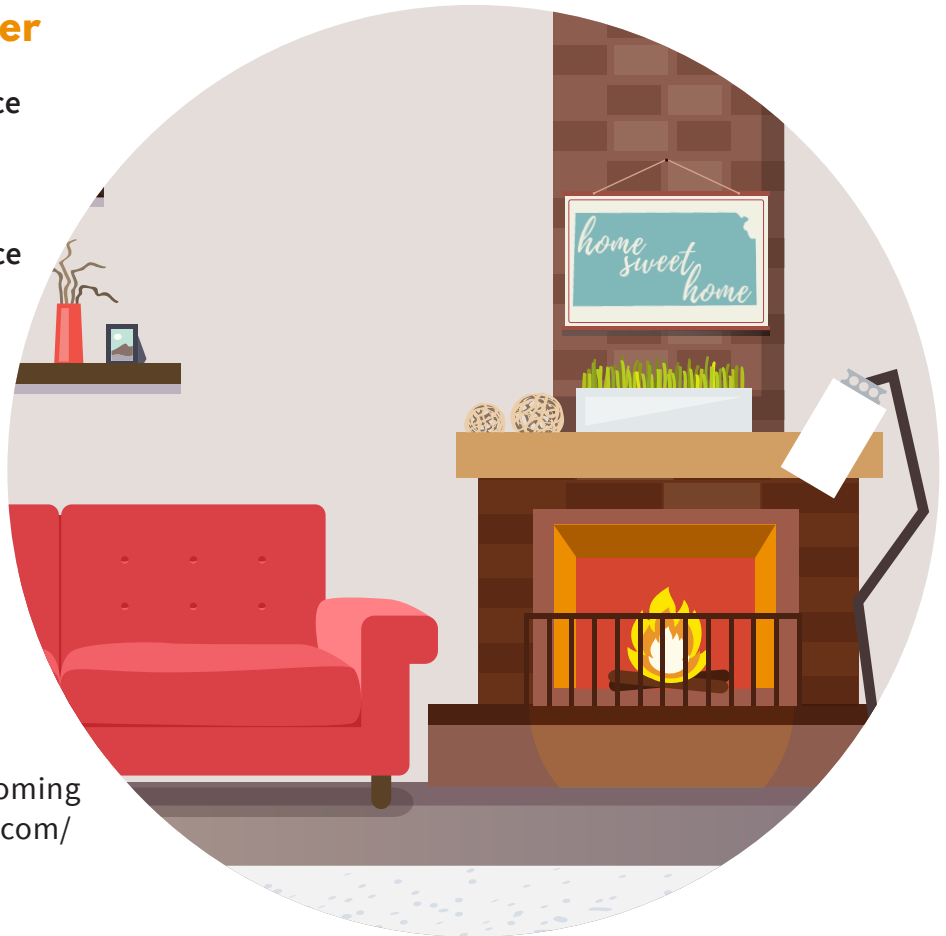
Topeka

### NAR Legislative Meeting

May 11-16, 2020

Washington, DC

Learn more about upcoming  
events: [KansasRealtor.com/  
Meetings-Events](https://www.kansasrealtor.com/Meetings-Events)



**As a family of over 10,000 REALTORS<sup>®</sup>, we  
join together to further beneficial goals.**

# EDUCATION

Receiving an advanced designation can increase your earning power.



**REALTORS® with a professional designation earn more than those without.\***

## **KAR Offers**

**Certified Residential Specialist (CRS)**, next-level education for residential REALTORS®.

**Graduate REALTOR® Institute (GRI)**, one of the most comprehensive designations.

**The Right Track Leadership Academy**, application-based program that teaches leadership skills and concepts to advance your career.



\* <https://www.nar.realtor/articles/realtor-income-with-designations-continues-to-rise>

## Education Your Way

**Classroom:** Continuing Education is available across the state in a live classroom setting.

**Online Video:** Offers accessible education resources day or night. Keynote is a series of video-based courses which offer continuing education, GRI, and CRS credit.

*[KansasRealtor.com/Professional-Development](https://www.kansasrealtor.com/Professional-Development)*

## CRS

Through the CRS program you can become an expert in handling complex residential real estate transactions and be prepared to answer the toughest consumer questions.

*[KansasRealtor.com/CRS](https://www.kansasrealtor.com/CRS)*

## GRI

Grow your potential. The GRI program can help you design a powerful business plan, negotiate more effectively, avoid legal pitfalls, explain basic tax benefits of being a home owner (but not give tax advice), be more knowledgeable about structural features and routine issues found in homes. GRI is recognized and respected nationally as a significant accomplishment and a clear indication of your dedication to excellence.

*[KansasRealtor.com/Professional-Development/Designations/GRI](https://www.kansasrealtor.com/Professional-Development/Designations/GRI)*

## The Right Track Leadership Academy

If you have the desire to lead, consider The Right Track Leadership Academy. This program helps students recognize and maximize their strengths, explore the psychology of leadership, determine which leadership style works best for them, become a more effective public speaker, conduct effective meetings and more!

*[KansasRealtor.com/The-Right-Track-Leadership-Academy](https://www.kansasrealtor.com/The-Right-Track-Leadership-Academy)*

# INFORMATION

Our team identifies the most current, reliable resources on...

- Technology support
- Industry trends
- Market data
- Forms and contracts
- Legal issues
- Personal safety
- Information security
- Member discounts
- Legislation impacting real estate
- Regulatory/licensing issues



Social media marketing is a great way to promote your business and connect with consumers. Look to KAR for trustworthy content you can share with your followers. When you share REALTOR® content, you can be assured you're sharing accurate and relevant news with your social media followers.



## **Access all of the tools listed on this page at [KansasRealtor.com](https://www.kansasrealtor.com)**

### **Tech Helpline | 866-432-3021**

**Available Mon-Fri 8 am - 7 pm CST, Sat 8 am - 4 pm CST**

Live technology support is a free member benefit.

### **Market Data**

A statewide perspective on the housing market helps set realistic expectations with your clients and establish credibility as the market expert.

### **Contracts and Forms**

Free access to up-to-date legal forms for all types of properties and transactions saves you time and money.

### **REAL Trends Industry Update**

Stay in the know about monthly industry trends, strategies, analysis, people, and news shaping the real estate industry.

### **Legal Hotline**

Live legal help from a real estate attorney provides quick answers to transaction questions Monday - Friday. (Subscription-based service available exclusively for brokers)

### **Discounts**

As a member you have access to exclusive discounts from hundreds of partners on products and services.

### **REALTORS® Property Resource (RPR)**

RPR gives you customized property reports to build credibility with clients. Search data on 160 million on-and off-market properties for sales, listings, valuations, tax and mortgage history, school info, and demographics. This is a member benefit through the National Association of REALTORS®.

# REPRESENTATION

Decisions at the Capitol have an impact on the real estate industry. KAR works to represent REALTORS®.

## Grassroots Strength

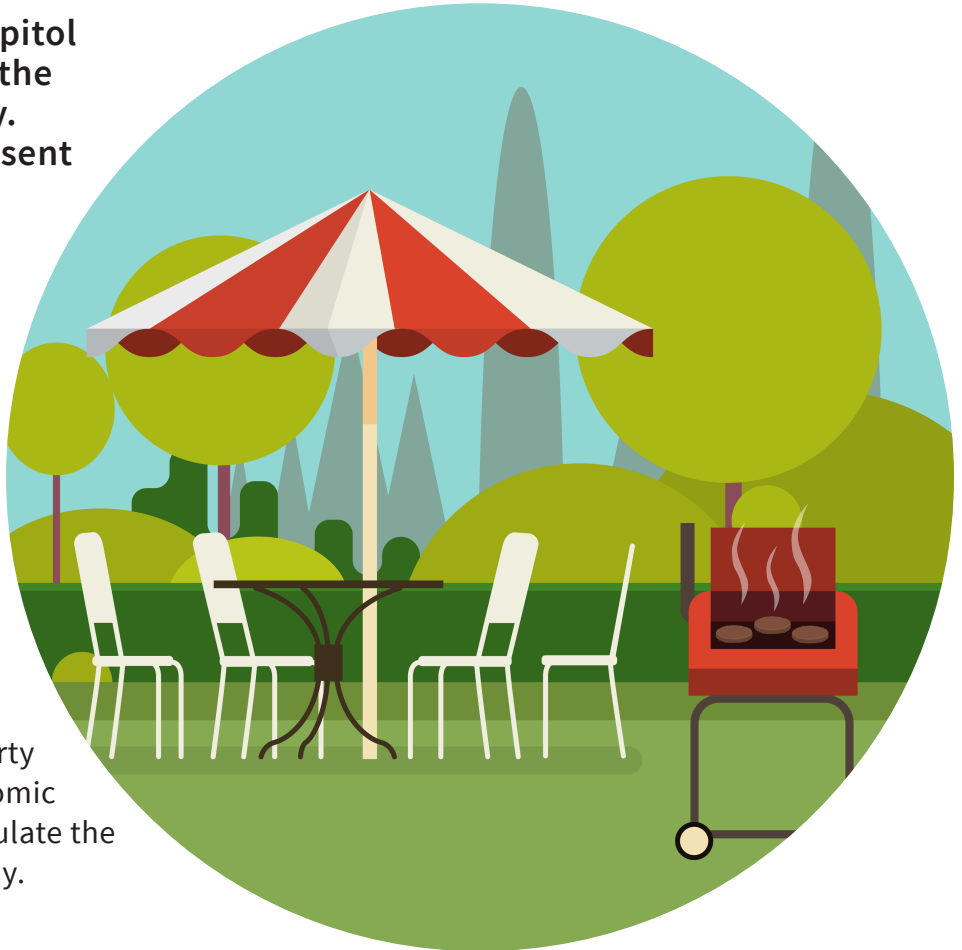
We represent over 10,000 members involved in agricultural, commercial, and residential real estate.

## Economic Engine

We advocate for more than 700,000 Kansas homeowners and commercial property owners to create economic growth, jobs, and stimulate the overall Kansas economy.

## Partners in Policy

We work with elected officials to create a better Kansas by supporting economic development that provides a high quality of life and affordable housing opportunities while protecting the rights of private property owners.



## Government Affairs

Monitors and intervenes in legislation, regulations and legal decisions state-wide across Kansas by tracking key issues, presenting testimony in support of or against legislation and ensuring political representatives understand the impact of the issues at hand.

## Current Issues

- Protecting the Mortgage Interest Deduction (MID)
- Pushing for property tax reform
- Safeguarding availability of mortgage financing
- Providing flood insurance options to home owners
- Protecting private property rights

## REALTORS® Political Action Committee (RPAC)

Protects our industry by funding candidates for elective office who best represent the concerns of REALTORS® and safeguarding the ability to buy, sell, and own property.

## Stay on top of what's happening



Sign up for CALLS FOR ACTION communications. Text **KSREALTORS to 30644** to receive alerts when issues arise.



Mondays and Thursdays check out KAR's newsletters for legislative and legal updates as well as market and industry trends.



3644 SW Burlingame Rd.  
Topeka, KS 66611

# TECHNOLOGY TROUBLES?

**Call the Tech Helpline 866-432-3021**



**Available Mon-Fri 8 am-7 pm CST, Sat 8 am - 4 pm CST**

Is your technology on the fritz? Whether it's your computers, phones, scanners or some other device, the friendly team on the other end of the Tech Helpline can help you resolve your technology woes. This is a FREE member benefit!