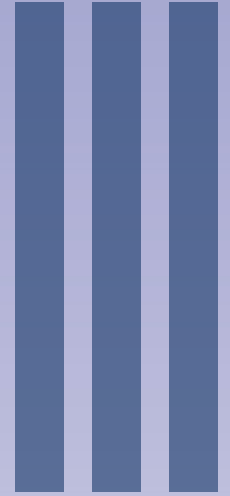


KANSAS ASSOCIATION OF REALTORS®

2022

TOOLS & SERVICES



FOR OVER 100 YEARS...



Congratulations on your 2022 Kansas Association of REALTORS® (KAR) membership! For over 100 years, your success has been the focus of the REALTOR® Association.

KAR's mission is to advocate for property rights and empower REALTORS® to achieve success. The following pages includes information on the tools and resources KAR provides to each member.

KAR is your industry perspective. Your deals are local. But the economics, market trends and politics are not. We work to keep members informed on the latest real estate trends, topics, and statistics. We provide education and professional development programs that help you become your clients' trusted expert when leading them through the buying and selling process. We advocate for pro-industry lawmakers and support laws that best support and enhance the real estate environment.

We are constantly working to offer you the best tools and services possible. In order to maintain this, we conduct a member survey every year. We are always open and listening to your feedback. We are working with local associations to better partner and collaborate to bring resources together in one place.

The Buzz is an online community where you can network with other REALTORS® across the state, find the latest industry information, access meeting information and more. Visit kar.buzz.

We look forward to working with you and serving you in 2022.

Sincerely,

Karen Gehle, CEO



2022 KAR Officers



Andrew Mall
Prairie Village
President



Thomas Howe
Lawrence
President-Elect



Jon Fort
Garden City
First Vice President



Natalie Moyer
Wichita
Immediate Past
President

In the digital age, information overload is everywhere. That's why our staff scouts out the best, most reliable information to keep you up to speed on all things real estate. Here are just a few of the tools offered to members.

TECH HELPLINE 866-432-3021

Available Monday - Friday 8 am - 7 pm CT, Saturday 8 am - 4 pm CT
Live technology support is a member benefit.

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.)

<http://products/legal-hotline>

MARKET DATA

Each month we publish the latest statewide market statistics as well as offering an annual housing market forecast. A statewide perspective on the housing market helps you set realistic expectations with your clients and establishes credibility as the market expert.

<https://kansasrealtor.com/category/kansas-real-state-market-stats/>

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 sale, listing valuations, tax and mortgage history, school info, and demographics. This is a member benefit through the National Association of REALTORS®.

CONTRACTS AND FORMS

[Access up-to-date legal forms](#) for all types of properties and transactions to save you time and money.

DISCOUNTS

As a member, you have access to [exclusive discounts through KAR](#) and [NAR programs](#) on hundreds of partners on products and services.

Why have a multitude of tabs open when you can get everything you need in one place?

[The Buzz](#) provides a platform where you can network with other REALTORS®, access industry news, and access meeting and events information.

Use your existing KAR credentials to log in. If you are unsure of your login, email info@kansasrealtor.com or call toll free (800) 366-0069.



REPRESENTATION

2022 KEY ISSUES

Home Inspector Regulation
Unlicensed Real Estate Activities
Increase Access to Homeownership
Property Tax Relief and Reform
Protect Private Property Rights

[Read more about the key issues here!](#)

Decisions at the Kansas Capitol impact your business. We actively support members by tracking, researching, and delivering testimony on bills important to REALTORS® and property owners. We work with legislators during the session and throughout the year, advising them on the ways legislation will impact the real estate industry and consumers.

Not only do we represent over 10,000 REALTORS®, we also represent more than 700,000 Kansas home and property owners. We support economic development that creates jobs and stimulates our economy. We foster positive relationships with elected officials to create a better Kansas by advocating for policies that provide a high quality of life and housing opportunities while protecting the rights of private property owners.

[KansasRealtor.com/what-is-realtor-advocacy](https://www.kansasrealtor.com/what-is-realtor-advocacy)

HELP YOUR BUSINESS, HELP KANSAS PROPERTY OWNERS

Legislation that supports property ownership is good for Kansas. That's why it's important we work to protect pro-real estate policies. Not only is home ownership the American Dream, it strengthens communities and families. You can be part of what's happening by signing up for Calls for Action and investing in REALTORS® Political Action Committee.

REALTORS® POLITICAL ACTION COMMITTEE (RPAC)

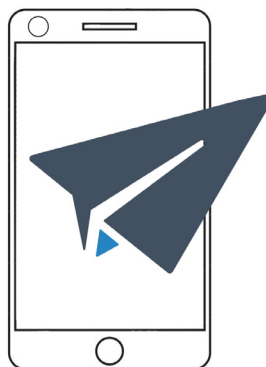
RPAC protects our industry by funding candidates for elected office who best represent the concerns of REALTORS® and safeguard the ability to buy, sell and own property. You can help protect the real estate industry by investing in RPAC.

<https://kansasrealtor.com/what-is-realtor-advocacy/invest-in-kansas-rpac/>

KANSAS REAL ESTATE COMMISSION (KREC)

KREC is the state government agency that provides protection to Kansas consumers of real estate, escrow, land development services, and also works to ensure a professional environment conducive to a healthy real estate market. KREC oversees all real estate licensing, education requirements, and compliance. We work with KREC to prevent burdensome regulations and keep members informed about regulation changes.

[KREC.KS.gov](https://www.krec.ks.gov)



Sign up for CALLS FOR ACTION

Text **KSREALTORS to 30644** to receive alerts when issues arise that need your attention.



ACCREDITATION

REALTORS® are known for their superior industry knowledge and customer service. That's why we offer top-notch professional development opportunities. We see your potential and are prepared to guide you to success with professional designation programs, continuing education opportunities, and professional development.




REPRESENTATION

Have you considered how legislation impacts your business? Legislative and regulatory policies play a major role in the health of the real estate market and its professionals. We're on the front line of the Kansas Legislature and the Kansas Real Estate Commission, advocating for pro-real estate legislation and regulations.



INFORMATION

Appointments, emails, phone calls, contracts. We know you're busy. Don't lose your focus by trying to sift through massive amounts of information and news. Our staff are dedicated to researching industry news to give you the information you need to serve your clients and stay at the top of your game.



NAR is the largest trade association in the U.S. with more than 1.4 million members.



KAR is the largest trade association in Kansas with more than 10,000 members.

**KANSAS ASSOCIATION
OF REALTORS®**

PROTECTION AT MULTIPLE LEVELS

An association is an organized group of people for a joint purpose, but being part of the REALTORS® Association is much more than that. Learn more about the different volunteer opportunities and how to volunteer at [KansasRealtor.com/Committee-Descriptions](https://www.kansasrealtor.com/Committee-Descriptions)

This collaboration is a three-way agreement that governs REALTOR® associations to ensure we work together to shape public policy, set standards of ethics, promote the value of membership, and contribute to the success of your real estate practice. Like the economy, there are many factors that play into the health of the real estate industry. The three-way agreement allows the association to have a big-picture view and offer a better perspective.

NATIONAL

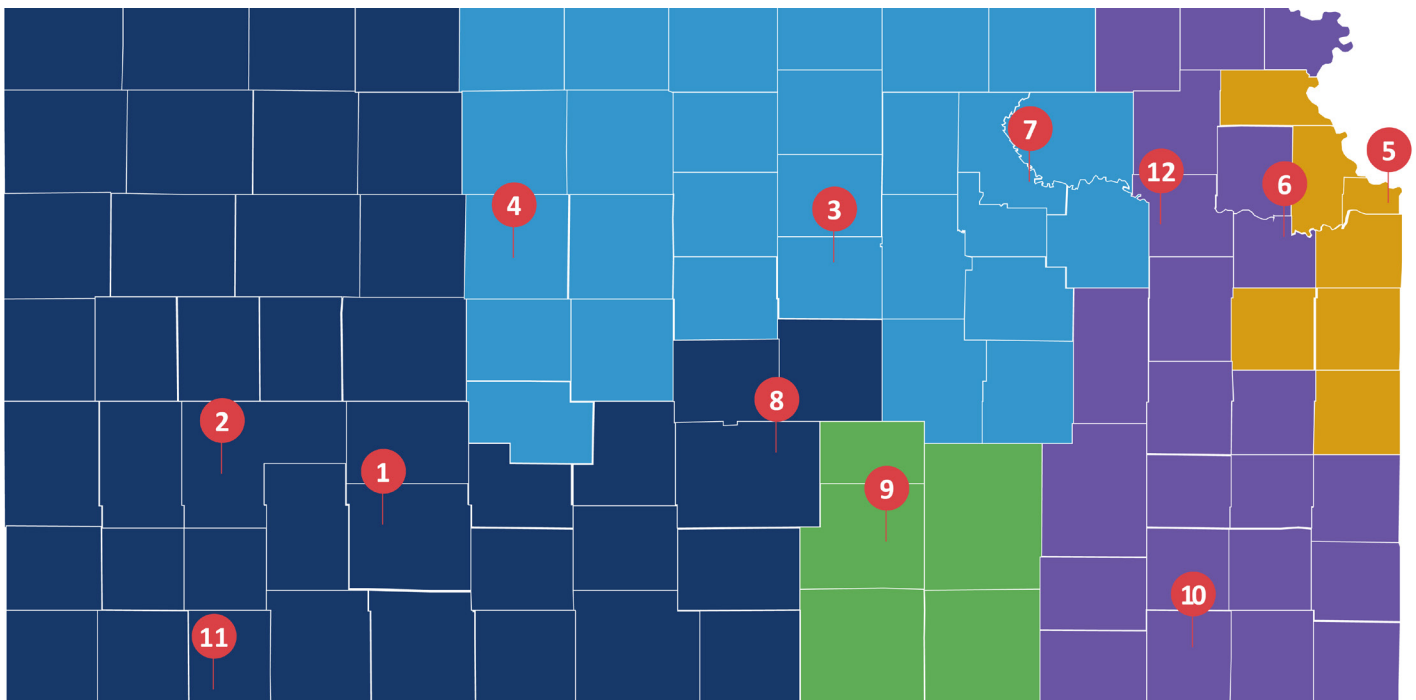
National Association of REALTORS®
<https://www.nar.realtor/>

STATE

Kansas Association of REALTORS®
<https://kansasrealtor.com/>

LOCAL

Where you do business



ZONE 1

ZONE 2

ZONE 3

ZONE 4

ZONE 5

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 Association of REALTORS®
6. Lawrence Board of REALTORS®

7. Flint Hills Association of REALTORS®
8. Prairie Land REALTORS®
9. REALTORS® of South Central Kansas
10. Southeast Kansas Association of REALTORS®
11. Southwest Board of REALTORS®
12. Sunflower Association of REALTORS®

An advanced designation can increase your earning potential; we have a variety of professional development opportunities to take your career to the next level.



KEYNOTE COURSES

From the comfort of your home, you can enhance your business with Keynote. Keynote is a set of video-based online courses that:

- Feature some of the most well-known experts in real estate today
- Meet the highest standards for distance learning
- Help you master a range of skills that directly benefit your clients

[KansasRealtor.com/Continuing-Education/Keynote-Online-Video-CE](https://www.kansasrealtor.com/Continuing-Education/Keynote-Online-Video-CE)

CERTIFIED RESIDENTIAL SPECIALIST (CRS)

The CRS program combines training, experience, and success in the marketplace with a strict code of ethics to provide customers with unparalleled service. With the CRS designation, clients can rest assured they have a top performer on their side to help them get a winning deal.

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

GRADUATE REALTOR® INSTITUTE (GRI)

Looking to set yourself apart from the competition? The GRI program can help you design a powerful business plan, negotiate more effectively, avoid legal pitfalls, and increase your knowledge about structural features and routine issues found in homes.

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

THE RIGHT TRACK LEADERSHIP ACADEMY

Do you step up to challenges? Are you a workplace leader? If yes, consider applying for The Right Track Leadership Academy. This program helps you recognize and maximize your strengths, explore the psychology of leadership, and determine your leadership style. Boost your public speaking abilities and enhance an array of skills you need as a leader.

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

FAIRHAVEN HOUSING SIMULATION

NAR launched Fairhaven, a new fair housing simulation training for REALTORS® that uses the power of storytelling to help members identify, prevent, and address discriminatory practices in real estate. At no cost to members, Fairhaven has REALTORS® work against the clock to sell homes while confronting discrimination in the process.

<https://www.nar.realtor/fair-housing/fairhaven>

REALTORS® are known for their professionalism. You can take your skills to the next level with this designation. C2EX features elements of professionalism ranging from customer service to the use of technology. Along with the knowledge, you will also gain the C2EX designation.

You can start by visiting [C2EX.realtor](https://www.c2ex.realtor) to take the self assessment that measures your proficiency in each of the elements of professionalism. From there, you will complete assigned learning objects and tasks to elevate your knowledge and your business.



SAVE THE DATES



NATIONAL ASSOCIATION OF REALTORS® LEGISLATIVE MEETINGS

May 1-6, 2022 | Washington, DC

KANSAS ASSOCIATION OF REALTORS® ANNUAL CONFERENCE

October 5-7, 2022 | Overland Park, KS

NATIONAL ASSOCIATION OF REALTORS® ANNUAL CONFERENCE

November 9-14, 2022 | Orlando, FL

KANSAS ASSOCIATION OF REALTORS® CAPITOL CONFERENCE

February 6-9, 2023 | Topeka, KS

NATIONAL ASSOCIATION OF REALTORS® REGION 9 CONFERENCE

February 25-27, 2023 | Lawrence, KS

KANSAS ASSOCIATION OF REALTORS® ANNUAL CONFERENCE

September 27-29, 2023 | Manhattan, KS

KANSAS ASSOCIATION OF REALTORS® STAFF

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