



Official publication of the Aurora Association of REALTORS®

# Aurora Outlook

The Voice of Real Estate in Aurora, Colorado

JUNE 2019

**Saturday, June 22nd 11am-3pm**  
**Utah Park, Aurora CO**

PLEASE JOIN US FOR OUR ANNUAL FAMILY SUMMER PICNIC!

All are welcome to come enjoy grilled eats, beverages, and outdoor games.  
Bouncy house, bubbles, face painting and games for the kids!



## Summer Picnic

FUN FOR EVERYONE!



ASSOCIATION OF REALTORS®

## Mission Statement



We enhance our members' ability to succeed with networking opportunities, professional development and other cutting edge services.

## Vision Statement

We are the home of Colorado's most successful REALTOR® professionals.

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### Richard Workman, Affiliate Vice Chair

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*This edition of the Aurora Outlook is made possible by the following businesses:*

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**North American Title**

**Quality Fireplace Solutions**



**The Aurora Outlook** is published monthly by the Aurora Association of REALTORS®. Ideas and suggestions for articles may be submitted to Kelsey McMaster, Kelsey@aaor.org, Editor, at 14201 E. Evans Drive, Aurora, CO 80014. Phone: 303-369-5549.

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SATURDAY JUNE 8 |  
9AM-NOON

# AAR GROUNDS CLEAN-UP DAY!

Bring your Hat, Gloves &  
Sunscreen and Come Help  
Us Out!



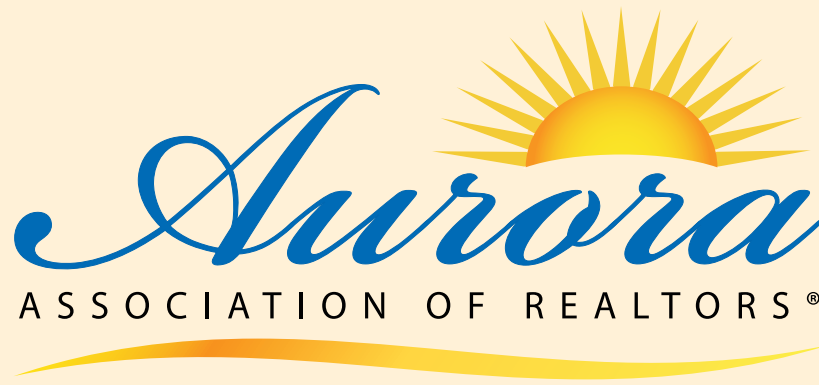
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## **Member Appreciation Month Drawings:**

Drawings each Friday at the Marketing Meeting based on events attended during that week.

Each member that attends an event during the month will receive a ticket indicating attendance. Because we will be having multiple drawings during the month, we will need to have the ticket holder legibly print their name on each drawing ticket they receive.

One-half of the ticket will be entered into the drawing at the Friday Marketing meeting for that week's events, and the other half will be entered into the major prize drawing on June 28th.

You must be a member in good standing to receive a drawing ticket and to be eligible for any prizes awarded.

**MEMBER APPRECIATION MONTH**

**Events Happening Every Week in the  
Month of June!**





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## Various Scams Affecting Brokers & Consumers

**WEDNESDAY, JUNE 12TH FROM 10:00AM-NOON**

Free, 2 CE Hours

**Instructor:** Mickey Sanders

REALTOR® Safety Class



# REALTOR® SAFETY

**WEDNESDAY, JUNE 12TH FROM NOON-1:30PM**

**Instructor:** Cheryl Lacey

*We Encourage Registration as Refreshments and Class Materials will be Provided!*

RE  COLORADO®

TRAINING & EDUCATION

## Getting Started with REcolorado

**THURSDAY, JUNE 13TH FROM 9:00AM-NOON**

Contact REcolorado for class and registration details.



## Lenders Round Table

**TUESDAY, JUNE 18TH FROM 9:30AM-11:30AM**

- You THOUGHT There Was NO Hope to Buy a Home, SURPRISE! With Ann Bagwell
- What's the Deal with All Those Letters? The Quick and Dirty on VA, FHA & USDA With Ben Martin
- Can't Buy Credit, but You Gotta Have it! With Dave Leonard
- Golden Senior Equity Helps Them Sell and Buy with No Payments, With Katherine Nickerson
- Return of the Bank Statement Loan--Non QM Products for Your Non-Standard Client, With Terry Remigio
- Moderate to High Income? Low Down and Low Monthly Payments are Available for YOU too! With Pricilla Sandoval

*Free, Refreshments Provided*



## Renovation Loan Fixer Upper

**THURSDAY JUNE 20TH FROM 1:00-3:00PM**

Free, 2 CE Hours

**Instructor:** Pricilla Sandoval

*Refreshments Provided*



# Calendar of Events



## REALTOR® Update Meetings – a great member benefit!

This benefit is another way the Association strives to serve you. Attendance is just \$1, except on the first Friday of the month when there is no charge and breakfast is provided by an Affiliate member. All AAR members are welcome.

- 8 JUNE**  
AAR Building Spring Clean-up Day!  
Saturday 9am-12pm
- 10 JUNE**  
Free Cookies & Coffee at AAR & 10% off at the REALTOR® Store all week!
- 11 JUNE**  
Lender Education Meeting 9:30am
- 12 JUNE**  
Various Scams Affecting Brokers & Consumers-  
10am-noon, 2 CE Credits FREE
- 13 JUNE**  
REcolorado– Getting Started
- 14 JUNE**  
Marketing Meeting - Colorado REALTOR®  
Foundation with Stacy Brown, CAR  
Flag Day decorations, free breakfast & 2nd drawing
- 17 JUNE**  
Free Cookies & Coffee at AAR
- 18 JUNE**  
Lenders Roundtable Event- Free, 9:30-11:30am
- 20 JUNE**  
Renovation Loan Fixer-Upper with Wilcox/  
Sandoval, 10-12pm, 2 CE Credits FREE
- 21 JUNE**  
Marketing Meeting - Common Hiccups in a  
Transaction with Debbie Blanc, Free breakfast and  
3rd drawing
- 22 JUNE**  
AAR Annual Family Picnic Bash! Saturday  
11am-3pm
- 24 JUNE**  
Free Cookies & Coffee at AAR
- 25 JUNE**  
Professional Head Shots- \$5 1-4pm Contact Ann  
Bagwell
- 27 JUNE**  
Builder Fair & Ice Cream Bar
- 28 JUNE**  
Marketing Meeting-CAR Health Care &  
Introduction of the new CEO, free breakfast & Final  
Drawing



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*Susan Rivas*



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# Welcome New Members

Applications have been received from the following for membership. Any member who believes that an applicant is not eligible for membership in this Association should submit the objection in writing in accordance with the bylaws.

## AFFILIATES

### **Justin Clark**

*ENT Credit Union*

### **Yanina Rabinkova**

*Fun Gift Boxes*

### **Raquel Ojeda**

*Intertech Environmental INC*

### **Bailey Templeman**

*National Property Inspections*

### **Savannah Becerril**

*Quality Building Inspections*

### **Doug Fast**

*Quality Building Inspections*

## REALTORS®

### **Teri Miles Wehrli**

*Coldwell Banker Denver West*

### **Lina Lee Pierre**

*EcoLogic Real Estate LLC*

### **Juchilt Ramos**

*Keller Williams Realty Success*

### **Dana Parrish**

*Keller Williams Realty Urban Elite*

### **Kyle Bradley Case**

*Madison & Co. Properties*

### **Brandon Scott Thomas**

*RE/MAX Alliance Denver Central*

### **Susan Lederhos**

*RE/MAX ALLIANCE North East*

### **Jackie Thomas**

*Start Real Estate LLC*

### **Dianne C. Haynes**

*Haynes Realty, INC.*

### **Judith Gray**

*MB Judy Gray Properties*

### **Eileen Stout**

*Redfin Corporation*

### **William Freud**

*Your Castle Real Estate, Inc.*

### **Christopher Mygatt**

*Coldwell Banker Denver West*

### **Daniel Kingdom**

*WK Real Estate*

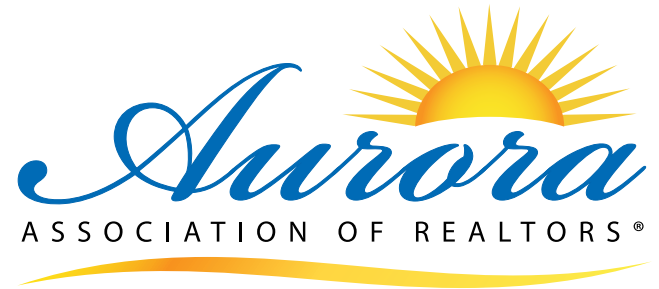
## DESIGNATED SECONDARY REALTORS®

### **Christopher Mygatt**

*Coldwell Banker Denver West*

### **Daniel Kingdom**

*WK Real Estate*



## Congratulations, New Inductees!

The Aurora Association of REALTORS® welcomes new members. The group recited the REALTOR® pledge, led by Chairman Terry Gist. Inducted in May were (in alphabetical order and not necessarily pictured):

Sharie Barban, Keller Williams Preferred Realty

Kyle Case, Madison & Co. Properties

Elaine Cordero, Keller Williams Preferred Realty

Bill Freud, Your Castle Real Estate, Inc.

Phil Gibson, Keller Williams Realty

Anthony James, Keller Williams Realty

Amanda Parrish, Redfin Corporation

Anitha Sundararajan Manj, Keller Williams Realty

Youssef Wahba, Home Smart Cherry Creek





# Education Schedule

Month - Time	Event	Speaker/Instructor	Cost & C.E. Credit
June 13 - 9 AM- noon	"Getting Started" with REcolorado		Free
June 12 - 10 AM – noon	Various Scams Affecting Brokers & Consumers		Free/2 CE
June 12 - Noon – 1:30 PM	Realtor Safety	Cheryl Lacy	Free/2 CE
June 20 - 10- noon	Renovation Loan Fixer-Upper		Free/2 CE

Registration is required for all courses.  
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for a downloadable registration form.

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# REALTORS® Discuss Benefits, Advancements in New Real Estate Technology



WASHINGTON (May 17, 2019) – Automation is very much a part of the real estate industry and should be embraced by Realtors® and other industry leaders, panelists said at yesterday’s Emerging Business Issues and Technology Forum during the 2019 REALTORS® Legislative Meetings & Trade Expo.

The session, “Automation and Sharing Economy: How it will Affect the Way We Work and Live,” discussed artificial intelligence or AI components, including Alexa, bots and OJO labs, and explained how each tool could be used by Realtors® in various home sale transactions.

Mike Simonsen, CEO of Altos Research, which tracks real estate market data, highlighted some of the technology’s most positive and significant impacts on the real estate industry. Even the consequences of buyers and sellers having more smartphones, he says, has helped the market. “Before the iPhone, we couldn’t do photo banks [for property image recognition] because we didn’t have enough photos. But now we have an infinite number of photos.”

Simonsen, however, did acknowledge that there are some downsides to technology. “Now we have the iBuyers who are using their machine learning techniques to eat up inventory as quickly as they can.”

iBuyers are individuals or companies known to make offers to purchase homes—sight unseen—often within days or even minutes of a property being placed on the market. The proposal is based on a proprietary valuation model. “The technology that we’re putting on top of the market is, in general, suppressing our inventory even further,” says Simonsen.

Teresa Grobecker of US Capital Global and NAR REACH 2019 encouraged Realtors® to use the Real Estate Consortia, which tracks real estate referrals, ensuring Realtors® are rightfully paid for their referrals.

While the tool would protect Realtors® in the event they fail to be compensated, Grobecker has received pushback from some colleagues. “They say ‘You know what? We don’t want that technology because it’s taking away human touch

in our business.’”

Still, Grobecker sees the use of the Real Estate Consortia as a proactive step. “If we don’t get in front of this technology . . . this profession will not exist in the next 20 to 30 years.”

Grobecker says the Real Estate Consortia will revolutionize the industry. The technology tracks referrals from start to finish, logs them in a system and creates a portal that can be checked. “And if anyone forgets to do their job, there is a match and pin process,” she says. “What that means is post close, you never have to pick up the phone again and wonder about the status of your referral.”

Jeff Turner, entrepreneur-in-residence with Second Century Ventures, the strategic investment arm of the National Association of Realtors®, cautioned against dismissing new technologies.

“There is this general cynicism that takes place, and I see it all the time. They say, ‘Oh another AI whatever; everything is AI today.’ There’s a dismissiveness to it that I think is dangerous,” Turner said. He called for Realtors® to educate themselves on these new resources so they can be used to agents’ advantage. “It’s important for the real estate community to understand very, very specifically what’s possible with the technology.”

Turner says if nothing else, Realtors® should learn the technology to ensure that it is operating fairly and not breaking laws. “I applaud a healthy cynicism about technology. Your understanding of it needs to make its way back upstream and force them to follow the rules.”

JD White of the Prescott Area Association of Realtors®, who spoke during the session’s Q&A portion, said he has been pushing to convince fellow Realtors® to use these technologies to their advantage. “They can use this to free up their time; they can automate their jobs. They can use this technology to focus on the things they’re good at—social skills and handholding—making it a stress-free interaction when trying to buy property,” he said. “The change is coming; there’s no way to avoid it.”



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# Tech trends. Tech topics.

## *Tech Talk for 2019*

Become a more tech-savvy professional in 2019.

To stay on top of business, you have to stay on top of trends in technology. What are the latest apps? Is a colleague tapping into a program that could benefit your business? Do you have some great info to share? Network with your colleagues as you stay on top of the latest trends, tricks and tips that can keep your business technologically sound at AAR's monthly Tech Talk. Bring a brown bag lunch.

## **AAR's Tech Talk**

Wed., June 5, Noon – 1 p.m.  
AAR Conference Center

**Tech Talk typically meets the first Wednesday of every month.**

## **For a special event venue, look no further**

Looking for a place to hold a meeting or a seminar?

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AAR has conference room space to accommodate a variety of needs with **special rates** for REALTOR® and Affiliate members. Rentals include use of a full kitchen, free parking for 104 cars and a built-in dance floor.

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# REALTORS® Survey Shows Median Income Jumped 5%, More Women Joining



WASHINGTON (May 9, 2019) – Realtor® median net income increased 5% from 2017 to 2018, and 67% of all Realtors® were female, an increase from 63% last year, according to key findings in the 2019 National Association of Realtors® Member Profile.

While overall membership grew from 1.23 million in 2016 to 1.36 in 2018, membership remained steady at 1.32 million as of April 2019, according to the report. The median tenure in real estate decreased from 10 to eight years and the median time spent at a real estate firm was recorded at four years, the same as 2018.

“As the real estate industry continues to feel the impact of limited inventory, the typical number of transactions Realtors® make in a year remained at 11 in 2018, the same as in the previous report. In addition, because of rising home prices across the country, the median brokerage sales volume increased to \$1.9 million in 2018 from \$1.8 million in 2017,” Lawrence Yun, NAR chief economist, stated.

The survey’s results are representative of the nation’s 1.3 million Realtors®; members of NAR account for about half of all active real estate licensees in the U.S. Realtors® go beyond state licensing requirements by subscribing to NAR’s Code of Ethics and standards of practice while committing to continuing education.

## Demographic Characteristics of Realtors®

The report identified the typical Realtor® as a 54-year-old white female who attended college and was a homeowner. Sixteen percent of Realtors® had a previous career in management, business, or finance, and 15% worked in sales or retail. Realtors® continue to see an overall growth in diversity of membership while a growing number of women are entering the profession. Since 2001, there has been a 20% increase in females and a 120% increase in minorities.

Only 4% of Realtors® reported real estate was their first career. Seventy-two percent of Realtors® said that real estate was their only occupation, and that number increased to 82% among members with 16 or more years of experience.

## Business Activity of Realtors®

“Limited inventory continues to cause headaches in markets across the country and is preventing potential homebuyers from finding a home. For the sixth year in a row, Realtors® cited the difficulty in finding the right property surpassed the

difficulty of obtaining a mortgage. “However, rental business has been strong with more members involved in property management,” said Yun.

The typical property manager supervised 47 properties in 2018, up from 35 properties in 2017. The typical Realtor® earned 13% of their business from repeat clients and customers and 17% through referrals from past clients and customers.

## Business Characteristics of Realtors®

Sixty-eight percent of Realtors® were licensed sales agents, 20% held broker licenses and 14% held broker associate licenses.

Fourteen percent of members had at least one personal assistant. Fifty-one percent of Realtors® reported having a website for at least five years, 9% reported having a real estate blog, 73% of members were on Facebook and 58% are active on LinkedIn for professional use. The most common information found on Realtor® websites was the member’s own listings and home buying and selling information.

## Income of Realtors®

The median gross income of Realtors® was \$41,800 in 2018, an increase from \$39,800 in 2017. Realtors® with 16 years or more experience had a median gross income of \$71,000—down from \$78,800 in 2017. In comparison, Realtors® with two years or less experience had a median gross income of \$9,300, a slight increase from \$8,330. Median business expenses were reported at \$4,600 in 2018, similar to the \$4,580 recorded last year. In 2018, 36% of Realtors® were compensated under a fixed commission split (under 100%), followed by 23% with a graduated commission split (increases with productivity).

## Office and Firm Affiliation of Realtors®

The survey looked at office and firm affiliation for members and found that over half of Realtors® were affiliated with an independent company. Nearly nine in ten 10 members were independent contractors at their firms. The median tenure for Realtors® with their current firm was four years again in 2019. Nine percent of Realtors® worked for a firm that was bought or merged in the past two years.

*The National Association of Realtors® is America’s largest trade association, representing more than 1.3 million members involved in all aspects of the residential and commercial real estate industries.*



# RPAC – REASONS TO CONTRIBUTE

REALTOR® Political Action Committee (RPAC) is a voluntary political action committee that actively and effectively protects the real estate industry by participating in government affairs at the local, state and federal levels. It exists solely to further issues important to REALTORS®, working every day on behalf of REALTORS® so that you can practice real estate with the assurance that someone is fighting for you and the real estate industry.

**MORTGAGE INTEREST DEDUCTION** How does it affect your business? If this might be important to you and your business, then please contribute to RPAC.

**FLOOD INSURANCE** Was anyone here in 2013 when parts of our state were under-water? Do you think flood insurance is important? If this might be important to you and your business, then please contribute to RPAC.

**1031 EXCHANGES** How many of you or your clients own rental property? What would happen if you or they could not do a 1031 exchange and would in turn have to pay capital gains when they sell? If this might be important to you and your business, then please contribute to RPAC.

**INDEPENDENT CONTRACTOR** How many of you are independent contractors? Did you know each of you is? How would you like to be somebody else's employee? If this might be important to you and your business, then please contribute to RPAC.

**COMMISSION DISCLOSURE** How would you like to be regulated and HAVE TO DISCLOSE your commission amount on every piece of marketing material you put out there? If this might be important to you and your business, then please contribute to RPAC.

**CFPB** Have you had issues with the Consumer Financial Protection Bureau, like delayed closings? If this might be important to you and your business, then please contribute to RPAC.

**FAIR PROPERTY TAXES** How would you like to see your property taxes double or triple in amount? Talk to your friends in New York or New Jersey. If this might be important to you and your business, then please contribute to RPAC.

**DOC FEES** Did you know every year the legislature wants to increase these fees? If this might be important to you and your business, then please contribute to RPAC.

**CONSTRUCTION DEFECTS** Wouldn't it be nice to have some affordable housing like condos and townhomes in Colorado? If this might be important to you and your business, then please contribute to RPAC.

**HOME INSPECTORS** Do you think it is important to know that your home inspector is regulated, licensed, insured, background checked and required to have some sort of continuing education in order to do the very best job for you and your clients? If this might be important to you and your business, then please contribute to RPAC.

**LICENSING** Is it important that someone is watching over the licensing regulations? If this might be important to you and your business, then please contribute to RPAC.

**SIGNAGE** How would you like to have to pay \$50 or more to get your signs out of sign jail in various parts of the city? If this might be important to you and your business, then please contribute to RPAC.

**TRANSPORTATION** Have you traveled Arapahoe Road and did it make your life easier? If this might be important to you and your business, then please contribute to RPAC.

**EMINENT DOMAIN** How would you like Regatta Plaza (Peoria and Parker Road) to look like a pothole for the rest of your real estate career? If this might be important to you and your business, then please contribute to RPAC.

**SMART GROWTH** How would you like a fence around the state of Colorado and not let anyone in? If this might be important to you and your business, then please contribute to RPAC.

**GREEN REGULATIONS** How would you like every listing that you have required to have an energy rating before it can be sold? If this might be important to you and your business, then please contribute to RPAC.



*Use your voice. Keep the industry vital and strong.  
Make your contribution to RPAC today.*

The Aurora Association of REALTORS® is proud to feature its Affiliate Members  
Reference these pages often and support the Affiliate members who support you.

Ava Aabak—Aabak Home Inspections  
Ann Bagwell—BOK Financial Mortgage  
Jayne Bail—Platte River Mortgage and Inve  
Desiree Banka—North American Title Co  
Mike Barnhill—National Property Inspections  
Ann Bartels—A Cleaner Carpet/Flood Master  
Alex Beardsley—First Bank  
Savannah Becerril—Quality Building Inspections  
Michael Bedford—Castle Peak Mortgage  
Randy Berg—The Randy Berg Agency  
Cynthia Bethurum—Quality Fireplace Solutions  
Emmanuel Bible—American Family Insurance  
Debbie Blanc—Precision Transaction Management Corp  
Cindy Bonick—Fidelity National Home Warranty  
Don Booher—Colorado Escrow & Title  
Rae Boyce—Integrity Building Solutions  
Stacey Branch—Healthmarkets  
Paula Budd—RE/MAX Alliance Relocation Division  
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Christopher Carter—Structurecheck, LLC  
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Justin Clark—Ent Credit Union  
Scott Clarke—Metrolink Mortgage  
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John Dingess—Hamre, Rodrigues, Ostrander & Dingess, P.C.  
Connor Dolan—My Way Mobile Storage of Denver  
Tony Dorris—Mesa Moving & Storage  
Andrew Dort—Bespoke Gifts  
Erynn Dostaler—Arizona Tile LLC - Moving Makeover  
Mike Dyer—Blackstone Home Inspections  
Tim Edwards—JetClosing  
Ashley Eugene—Curly Girl Cleaning LLC

Doug Fast—Quality Building Inspections  
Clay Fell—Fidelity National Title  
Tish Gaddy—Heritage Title Company  
Oscar Galloway—Able Financial Inc.  
Thomas Gould—WIN Home Inspection  
Jeri Grable Mullis—M. Mullis Collectibles  
Luanna Graham—Finance of America Mortgage  
Thomas Gross—Assurance Mortgage Corporation  
Angela Grunst—Roof Brokers, Inc.  
Deborah Gustafson—Navy Federal Credit Union  
Whitney Harris—Lokal Homes  
Bert Hermelink—Strategic Advantage Financial  
Matthew Hiltner—Nationwide Home Loans Inc.  
Theresa Huffman—Trade Pro Colorado  
Karen Hyman—2-10 Home Buyers Warranty  
Michael Juliano—Farmers Insurance  
Brendon Jump—Colorado Discount Heating & Cooling  
Alexander Kaminskiy—Copper Creek Construction  
Ashley Karros—Core Contractors Roofing Systems  
Ray Kauffman—C/T Home Services  
M. Jim Kdeen—Buisness Journals Corp  
Justin Key—Service Network Plumbing & Heating, Inc.  
Robert Knepshield—RBS&K Home & Building Inspectors  
Elfriede Leicht—CO Housing & Finance Authority  
David Leonard—Universal Lending  
Carrie Levy—Exodus Moving & Storage, Inc.  
Deniece Loucks—Heritage Title Co.  
Michael Lucero—Colorado Escrow & Title  
Stephanie Martychenko—Sweet Green Photography  
Benjamin Martin—Alliance Mortgage Group  
Andrew Marquez—READY2SHOW  
Antonio "Tony" Mayorga—A&B Electric  
Hank McClellan—JDog Junk Removal & Hauling  
Michael Merit—Liberty Tax Service  
Amelia Meza—Heritage Title Company





Matt Mullins—Goosehead Insurance

Jay Munoz—Professional Custom Painting, LLC

Mike Nekoorad—Colorado Financial Advisors

Katherine Nickerson—Success Mortgage Partners, Inc. Reverse Mortgage

Raquel Ojeda—Intertech Environmental Inc.

Jessica Olsen—City of Aurora

Daniel Pearsall—Artistic Aerial Productions LLC

Donald Peterson—Donald Peterson - Attorney - At - Law

Steve Pisano—Vacant Interiors, Inc.

Louis Plaven—LP Notary Services LLC

Yanina Rabinkova—Fun Gift Boxes

Terry Remigio—Universal Lending Corporation

Susan Rivas—Blue Ribbon Home Warranty, Inc

Beverly Robinson—Maid Simple of Aurora, LLC

John Romero—Synago Commercial Capital

Bryan Rose—Rose Inspections Co.

Mickey Sanders—North American Title Co

Priscilla Sandoval—Home Mortgage Alliance LLC

Deborah Seeber—Universal Lending Corporation

Kyle Seth—JetClosing

Tim Simon—Sewer View, LLC

Craig Smith—S and S Inspections

Robb Stenman—Point & Click Staging

Cassandra Thacker—New Way Marketing

Shelly Thoman—Carpet Connection

Gary Thomas—Legal Shield & Identity Theft Shield

Faith Trossbach—Carpet Connection

Savannah Becerril—Quality Building Inspections

Chris Tyrrell—Chris Garage Doors

Ryan Urbach—American Pacific Mortgage

Arlen Van Alstyne—Spectrum Improvements Inc.

Jeff Watson—A Better Sewer Inspection

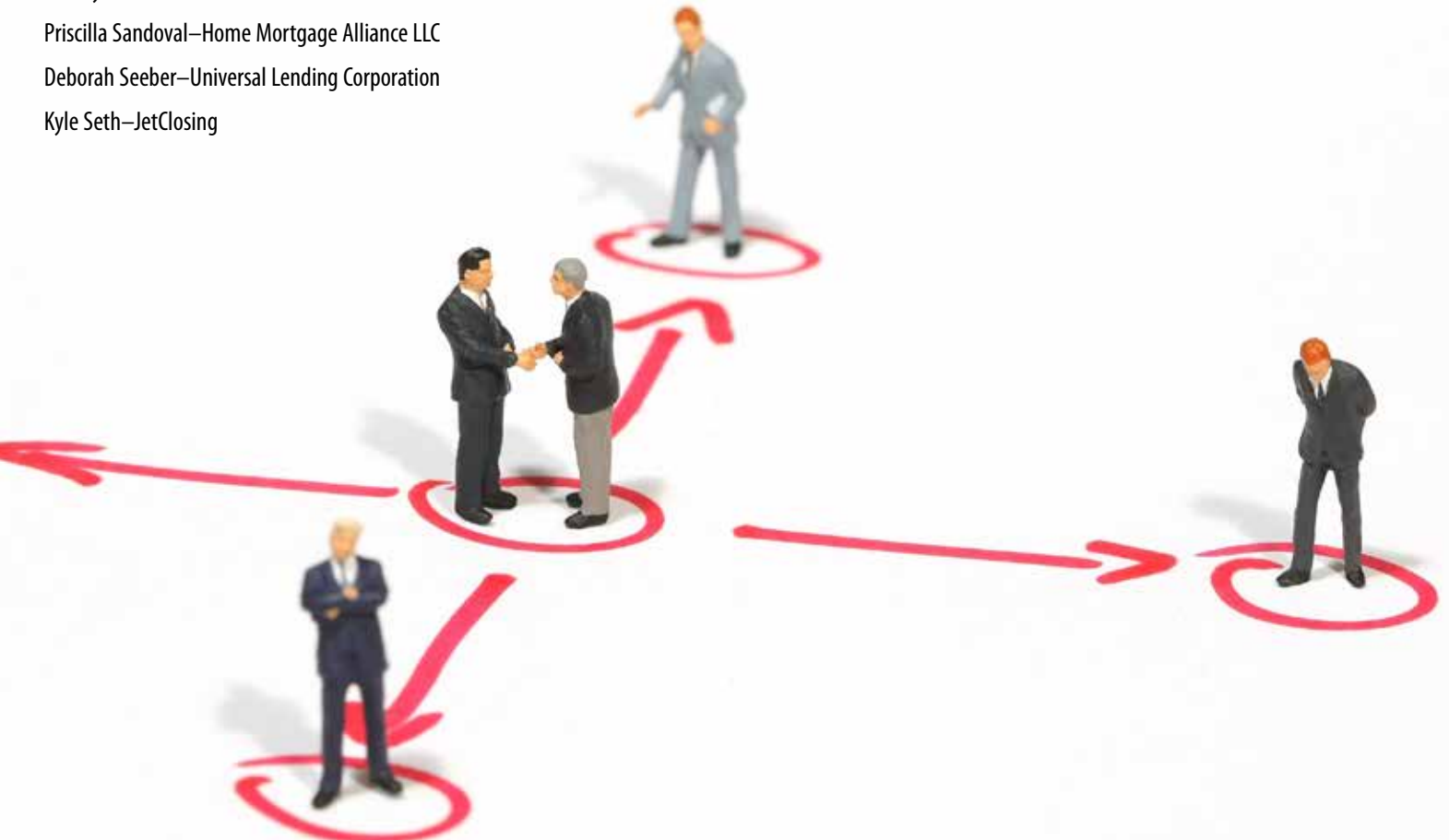
David Williams—Trusted American Mortgage

Shawn Williams—Iron Phoenix Inspections

Paulette Wisch—Universal Lending Corporation

Rich Workman—Pinnacle Design & Marketing, Inc.

Alex Yakubovich—HM Brown and Asso.



# NAR Member Value Plus program: earn rewards by taking action



The National Association of REALTORS® Member Value Plus (MVP+) Program rewards members for taking an active role in their professional organization. The Association believes that involved members improve the Association and increase its value for everyone.

## What you need to do

Every two weeks a new MVP+ offer is posted. All you have to do is complete the specified Action within the two-week timeframe. After you complete the Action, you'll receive instructions and a code via e-mail to redeem your Reward. That's it. It doesn't get simpler than that.

## What you can expect to receive

Valuable Rewards from across the spectrum of NAR's services may be included, ranging from free e-products to discounts on NAR event registration, and much more. It's NAR's way of reminding you, its member, of the valuable tools, programs and services available through membership.

## Start today

Getting started is easy. Browse around at <http://mvp.realtor.org/about/> to learn more about the MVP Program, and then go to the "Current Offer" page at <http://mvp.realtor.org/> to find out what Action you should take and your Reward for doing it!



## NAR MVP+ June 1 to 15, 2019

### YOUR ACTION:

Sign Up for a free 30-day Trial of QuickBooks Self-Employed from Intuit, a REALTOR Benefits® Program Partner

### YOUR REWARD:

Social Media for REALTORS®; Digital Marketing-Download, PLUS a chance to win a \$300 Amazon Gift Card

### [Click Here to View The Product](#)

You have until July 15, 2019 to order your Social Media for REALTORS®; Digital Marketing-Download reward from the REALTOR® Store before it expires.

You will be sent a unique coupon code from the MVP system to redeem your reward in the Store within 2 business days of taking the action. The product will only become free after logging into the Store and then utilizing the coupon code.

Digital Download Value \$11.95, Grand Prize Value \$300

### DETAILS:

Organize your finances with QuickBooks® Self-Employed and it will help you find your tax deductions! Put more money in your pocket with this convenient mileage tracker, expense tracker, and tax deductions estimator.

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- Take pictures of your receipts and then categorize as personal or business with a swipe of your finger
- Minimize your tax bill – the program does the math for you, so you know how much to set aside for quarterly or year-end taxes
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