

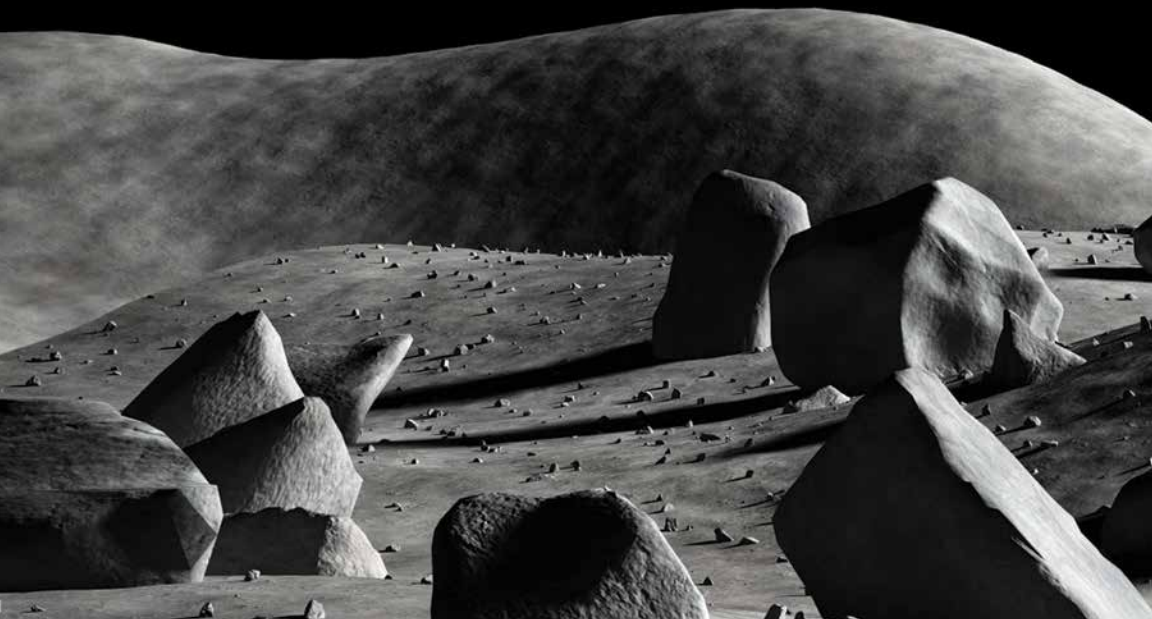
ARIZONA ASSOCIATION OF REALTORS®

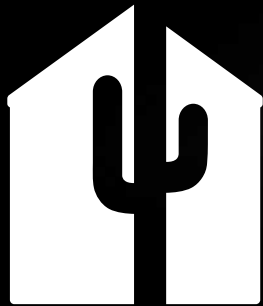


A WORLD WITHOUT AAR

Arizona REALTORS®, also known as the Arizona Association of REALTORS® (AAR), has your back in many areas critical to your real estate business. AAR is your place at the table with legislators and regulators, working to make sure rules and laws do not adversely affect your livelihood. AAR makes your life easier with forms and contracts created by experts and guided by our legal team. AAR provides a bounty of educational programs that keep you in-the-know and up-to-date. AAR keeps your business running smoothly and efficiently with its business and technology services.

But imagine a world *without* AAR. Imagine the Arizona real estate industry...imagine your business...without AAR.





ARIZONA
association of
REALTORS®



WITH AAR

Legislative & Political Affairs

- Arizona REALTORS® reads every legislative bill, then fights on your behalf by sponsoring laws that promote sound business and protect private property rights
- Arizona REALTORS® actively pursues rational sign laws, utility practices and anti-deficiency laws to benefit you and other Arizona property owners
- Arizona REALTORS® stopped future transfer taxes by working for a constitutional amendment

Find out more by visiting:

www.aaronline.com/voice-at-the-capitol



WITHOUT AAR

- You have to read more than 1,000 state legislative bills every year for new and changed laws that could damage your business
- Every year you have to fight new transfer and professional services taxes that take money out of your clients' pockets
- You and your clients can't put For Sale/For Rent signs in HOAs
- The banking industry passes strict deficiency laws which cripple the real estate industry



WITH AAR

Risk Management

- Arizona REALTORS® drafted Article 26 of the Arizona Constitution to give you the right to draft contracts
- Arizona REALTORS® provides standard forms created by experts, so you can depend on the boilerplate and focus on other details
- Arizona REALTORS® stands in for you at agency meetings and at the Corporation Commission to filter through information and keep you informed of any changes
- Arizona REALTORS® provides a variety of dispute resolution systems to resolve conflicts in the simplest manner possible

Find out more by visiting:

www.aaronline.com/manage-risk

www.aaronline.com/resolve-disputes



WITHOUT AAR

- Every contract you write must be drafted by a lawyer
- You have to spend hours on each transaction reading through unfamiliar real estate terms and clauses on behalf of your clients
- You have to spend a major portion of your time monitoring regulatory and legal developments to make sure you are in compliance
- You run into a problem with another agent and there's no easy way to resolve it





WITH AAR

Professional & Business Development

- Arizona REALTORS® provides convenient classes taught by dynamic instructors with practical experience; you get prepared for the real world and earn valuable certifications
- Arizona REALTORS® creates world class meetings with quality content (Industry Partners Conference, Leadership Conference, Spring Convention)
- Arizona REALTORS® rCRMS classes are taught by a real estate lawyer and a real estate expert, and provide Continuing Education (CE) credit

Find out more by visiting:
**[www.aaronline.com/
increase-knowledge](http://www.aaronline.com/increase-knowledge)**

WITHOUT AAR

- You sit through CE classes and leave wondering what you learned and how to apply it
- You had to travel out-of-state for your last real estate conference; it was expensive and the information was general, not local
- Your basic CE class offers no new information about how your daily business practices leave you open to liability and lawsuits



WITH AAR

Business Services & Technology

- Arizona REALTORS® provides you with unlimited Tech Helpline service for computers, smartphones, tablets, printers, cameras and much more
 - Arizona REALTORS® delivers more than 60 specialized, up-to-date contract forms you can write from nearly anywhere with zipForm®
 - Arizona REALTORS® provides AAR eSign as a member benefit

**Find out more by visiting:
[www.aaronline.com/
efficient-business-tools](http://www.aaronline.com/efficient-business-tools)**

WITHOUT AAR

- Your computer, smartphone or tablet crashes and there's no one readily available to help get it fixed when you have urgent business to finish
- You have to scan in every contract and convert it into an electronic form for paperless transactions
- You have to pay at least \$120 per year for a secure e-signature system






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REALTORS®

REAL SOLUTIONS. REALTOR® SUCCESS.



EQUAL HOUSING
OPPORTUNITY



REALTOR®