

ARIZONA REALTORS®

www.aaronline.com

MEMBERSHIP

2026

Guide

Resources & Tools

to make running your
business easier

*Available
Only*

to members of the
Arizona REALTORS®



Our Vision & Mission



Mission Statement

The purpose of the state association is to serve its members by providing and promoting services to enhance members' abilities to conduct their businesses with integrity, competency, and to promote the extension and preservation of private property rights.

Vision

"The best prepared real estate practitioners with the highest standards!"



We know how important it is to have access to the information you need when you need it.



Legal Hotline

(Only for Arizona Designated Brokers)

Monday - Friday

9:30 am - Noon & 2:00 pm - 4:30 pm

www.aaronline.com/mange-risk/legal-hotline

Transaction Desk

24/7

800-668-8768

tdsupport@lwolf.com

Tech Helpline

Monday - Friday

7:00 am - 6:00 pm

Saturday

7:00 am - 3:00 pm

866-232-1791

support@techhelpline.com

Business Support

Weekdays

8:00 am - 4:30 pm

480-304-8930

support@aaronline.com



***Lisa
Paffrath***
President

2026 State Line Officers



Shane Cook
President-elect

Paul Baker
First Vice President

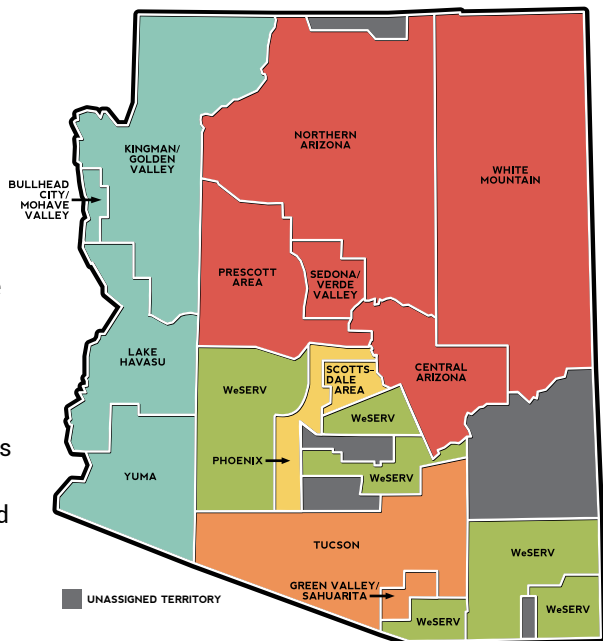


M. Teresa Rubio
Treasurer

Local Associations

The Arizona REALTORS® state association is the largest trade association in the state. As a member of the association, **you are one of almost 50,000** real estate professionals in Arizona who have committed to following the National Association of REALTORS® strict Code of Ethics.

The Arizona REALTORS® is led by some of our most passionate and dedicated members; all committed to helping you and your business succeed.



Management and control of the association are vested in its **Board of Directors**, with the **Executive Committee** having oversight of the transaction of association business and finances.

The state association's four Primary Committees: Legislative & Political Affairs; Risk Management; Professional & Business Development; and Business Technology & Communications determine which programs and services to implement to further the association's vision.

Find out more by visiting

www.aaronline.com/about-us/benefits

Legislative & Political Affairs

The **Legislative & Political Affairs** department is your voice at the Capitol advocating for REALTOR® issues and mobilizing members to collectively promote our members' best interests at all levels of government.

The state association lobbies on your behalf to champion bills that protect private property rights, rational sign laws, utility practices, and anti-deficiency laws, all of which benefit you and property owners throughout the state.

The Legislative and Political Affairs Committee (LPA), comprised of REALTORS® from across Arizona, works to protect private property rights, promote REALTOR® interests at all levels of government, and mobilize members to legislative and political action. This includes work on needed legislation, legislative monitoring, lobbying (including "calls for action"), issues campaigns, issues research, member awareness and political training programs, and raising and disbursing funds for RAPAC and the Issues Mobilization Fund.

Advancing the REALTOR® Party: The REALTOR® Party is a powerful alliance of REALTORS® and REALTOR® Associations working to advance public policies and candidates that build strong communities, protect property interests and promote a vibrant business environment.

REALTORS® of Arizona Political Action Committee (RAPAC): RAPAC is a member-sponsored effort organized to financially support candidates running for local, state, and federal office whose positions on real estate regulation and a free-market business environment most closely align with the initiatives of the Arizona REALTORS®. RAPAC contributes to and channels resources into races that will have the most impact on the real estate industry. RAPAC is a voluntary, non-profit political action committee and operates independently of any political party.

REALTORS® Issues Mobilization Fund: Do you have an issue in your community that needs funding support? Issues Mobilization is a tool to help support your community issues financially. The REALTORS® Issues Mobilization Committee (RIMC) reviews and approves funding requests from local associations to expend their own local issues mobilization reserve balances as well as requests to the state reserves of the Issues Mobilization fund. The RIMC is governed through bylaws and is comprised of REALTOR® members from various areas across the state.

SUCCESSES



PROTECTED

the current broker/agent model and REALTOR® business practices by defeating HB 2003



SUPPORTED

common-sense zoning legislation to increase entry-level ownership housing inventory



BLOCKED

attempts to weaken construction defect laws in Arizona, shielding clients from burdensome repair costs



SECURED

funding for ADRE's IT needs to ensure online application renewals can continue



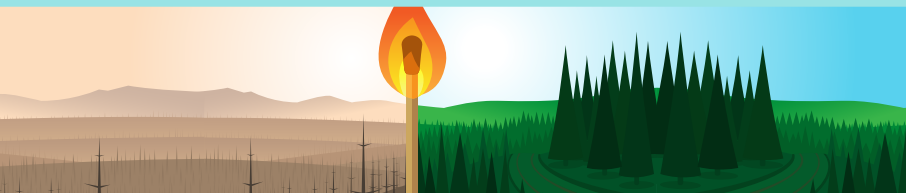
DEFENDED

private property rights by defeating rent control, source of income mandates, and short-term rental bans



PASSED

"Ag to Urban" water policy allowing agricultural landowners to trade unused water allocations for residential development



EDUCATED

legislators on the need to reduce the risk of wildfires as escalating insurance costs are further decreasing housing affordability

For more Legislative & Political Affairs information visit

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

For more information contact Tim Beaubien at

TimBeaubien@aaronline.com

Risk Management

The Arizona REALTORS®
Risk Management department is focused
on helping members Manage Risk, by
developing standardized
real estate forms,
providing Best Practice
articles for members and
resolving disputes through
Professional Standards
programs.



Forms / Advisories: Utilizing our membership and legal team's collective expertise, the state association has created more than 80 standard forms to help streamline and protect everyone involved in the transaction.

Standard forms ensure that all parties are using the same documents with consistent terms and language, reducing confusion and miscommunication. By using Arizona REALTORS® forms, agents and brokers do not need to interpret a variety of perplexing terms in unfamiliar or incompatible forms.

Legal Hotline: The Legal Hotline delivers fast and accurate information to assist designated brokers and their designees with day-to-day legal questions that may arise. Legal Hotline Question & Answers (Q&As) are published weekly, and also archived on the association's website: www.aaronline.com/manage-risk/legal-hotline

REALTOR® Safety: The state association established the text message-based Agent Safety Alert Program (ASAP) to alert REALTORS® of critical safety issues. Members can view reports and submit reports of incidents they see or know about using the following link: www.aaronline.com/manage-risk/realtor-safety/asap-safety-report. This information is also accessible at www.agentsafetyalert.com

Dispute Resolution Programs: REALTORS® pledge to abide by the National Association of REALTORS® Code of Ethics. The essential distinction between a REALTOR® and a real estate licensee is the Code of Ethics a REALTOR® subscribes to. The Arizona REALTORS® administers a variety of Professional Standards Dispute Resolution programs including Code of Ethics enforcement. Information about Professional Standards and Dispute Resolution programs can be found at: www.aaronline.com/resolve-disputes

*Legal
Hotline*

REALTOR®
Safety

Articles

Sample Forms

Professional Standards
Dispute Resolution

Advisories

For Risk Management resources go to
www.aaronline.com/manage-risk

For Dispute Resolution resources go to
www.aaronline.com/resolve-disputes

Professional & Business Development

The **Professional & Business Development** department helps you sharpen your knowledge, stay ahead of change, and strengthen the skills that matter most, so you can stay prepared, stay competitive, and consistently deliver exceptional value to the people you serve.

Our instructors practice in their teaching field, giving them the ability to share real-world situations you may face in your practice, and to provide effective problem-solving tactics and business-building strategies.

Designations / Certifications



Graduate REALTOR® Institute (GRI)

Helps you expand your skills and business through focused business practices content.
www.azgri.com



Certified Risk Management Specialist (rCRMS)

Focused on the legal issues related to a transaction.
This is the only state-specific, comprehensive risk management program in Arizona with instructors who are attorneys or attorney / REALTOR® teams.



Certified Residential Property Manager (CRPM)

Helps you navigate the complexities of managing residential rentals from risk to operations.

For more information on our designations and certifications go to
www.aaronline.com/increase-knowledge/designations-certifications

Educational Programs / Resources

Live & Live-Virtual Classes:

Brings top quality CE classes through partnerships with local associations delivered in-classroom and virtually.

Leadership Development:

Provides training for REALTOR® association incoming presidents-elect to prepare them for their role as state or local association president through the Arizona REALTORS® Leadership Training Academy (LTA).

Virtual Forums: Provides an opportunity for brokers/managers and property managers to receive timely regulatory and business issue updates through a live virtual platform.



Contract Conversations Videos: Provides a quick walk-through of the standard Arizona REALTORS® contracts and related forms, breaking down the form (or sections) for quick absorption through this video series.

Legal Video Snippets: Provides legal hotline topics, business practice issues, and regulatory updates through short videos. These are an excellent resource for your office meetings.

Professionalism: Programs that recognize and encourage REALTORS® to go above and beyond compliance with the REALTOR® Code of Ethics and aspire to the highest standard:

- Education Achievement
- R.I.S.E
- Attributes of a Professional

Classes Instructor Development *Events*

For a complete list of educational programs and
resources go to

www.aaronline.com/increase-knowledge

Business Technology & Communications

The Arizona REALTORS® **Business Technology & Communications** department works to ensure that the Business Tools you need to effectively represent your clients are up-to-date and running efficiently.



- Real estate forms and digital signature platform access
- Unlimited document storage
- Seamless integration with MLS Systems
- 24/7 Support at 800-668-8768



- The ability for clients to electronically complete disclosures
- Access to 11 disclosures including the SPDS
- A guided workflow that benefits clients
- Improved efficiency, security, and compliance of the disclosure process
- <https://breeze.skyslope.com>



- Member-only resource with tech tools and discounted services for Arizona REALTORS®
- www.aaronline.com/efficient-business-tools/tech-marketplace/



- Technical support seven days a week
- US based support staff
- Mobile app available
- Call 866-232-1791

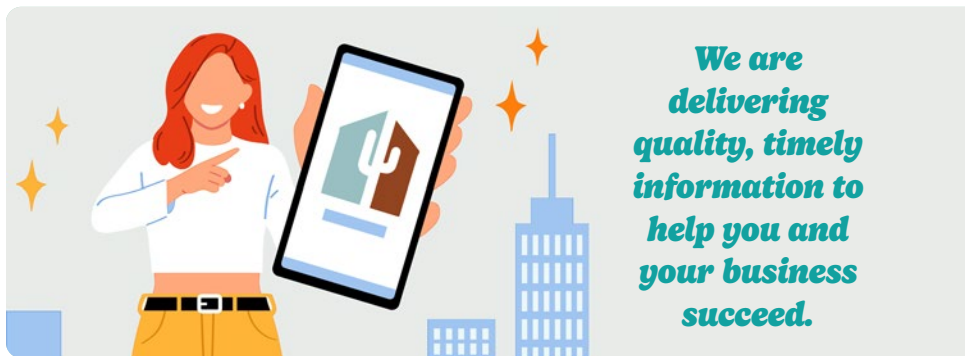


- Access to commercial forms at a discounted price
- Gold standard for commercial forms since 1967
- Robust training and support
- First 100 credits are free
- www.aircre.com/air-cre-contracts



- Arizona Housing Reports
- Public records data
- Pricing tools and AI ChatGPT Script Writer
- CMA creation tool and more!
- www.narrpr.com

Find out more by visiting
www.aaronline.com/efficient-business-tools



**We are
delivering
quality, timely
information to
help you and
your business
succeed.**



AAROnline.com

Our website is a great resource for credible information that you can use to answer questions, share with clients and help determine the right course of action to take.



Arizona REALTORS® The Voice Newsletter

Our weekly email publication provides members with risk management, legislative, technology, professional development, and industry news.



Arizona REALTORS® Voices Podcast

Dedicated to equipping REALTORS® and real estate professionals with the news, tools, and stories they need to better serve their clients and communities.



Broker / Manager Quarterly

Our quarterly digital publication sent to brokers and managers featuring legal updates and broker-specific content that can be easily shared in staff meetings.

Arizona REALTORS® Social Media Channels



arizonarealtors



azrealtors



arizonarealtors



az_realtors



Arizona REALTORS



arizonarealtors

Find out more by visiting
www.aaronline.com/stay-informed
and
www.aaronline.com/videos

Attend Events



REALTOR® Day at the Capitol

brings our members face-to-face with state legislators to help form lasting relationships and bring heightened awareness to issues that affect our industry.



Arizona REALTORS® Spring Conference

brings together local and national experts in real estate to share ideas, issues, and updates, along with networking and fun.



Industry Partners Conference

is a one-day conference that brings REALTORS® together with members of the lending and escrow industries for a solution-based educational program to help attendees learn how to navigate common issues that arise during the transaction.



Broker Summit

brings together brokers from around the state to address issues impacting brokerages and steps brokers can take to prepare their brokerage AND their agents for the changing shape of Arizona's real estate industry while reducing risk as well as sharing insights on business best practices.



REALTOR® Caucus

provides members an opportunity to offer insight into what should be included in the Legislative Policies guiding our advocacy work at the Capitol.



Journey to Leadership

is designed for members who are thinking about starting their own journey to a leadership role in their local or state association by providing guidance and foundational knowledge about leadership in general.

ARIZONA REALTORS®
LEADERSHIP
 CONNECTING LEADERS TOGETHER CONFERENCE

**Arizona REALTORS®
 Leadership Conference**

is a two-day program that offers on-going leadership development for incoming local and state leadership.



Connect. Unify. Empower.

is a welcoming space for REALTORS® from around the state to learn from, share with, and grow together.



Women's Conference

is designed for women of all ages and backgrounds who strive to have a stronger sense of their own value and worth, inspiring women to pursue their leadership goals with confidence and resilience.



Trends Summit

brings together members from around the state to hear about trends happening in real estate that impact or shape business practices.



To see upcoming AAR events
 go to

www.aaronline.com/calendar

Get Involved

Invest in Your Business

The **REALTORS® of Arizona Political Action Committee (RAPAC)**: contributes to, and channels resources into races that will have the most impact on the real estate industry. RAPAC strives to educate the city council members, legislators, and members of Congress about the REALTOR® Party and guarantees that no decision is made that will affect our industry, good or bad, until our voice is heard. Find out how to invest in RAPAC and YOUR business at: www.aaronline.com/rapac

Charities

Arizona REALTORS® Disaster Assistance Foundation (ARDAF): Established in 2002, this fund collects and distributes tax-deductible donations to assist individuals or entities affected by a personal or natural disaster. More at: www.aaronline.com/about-us/arizona-association-of-realtors-disaster-assistance-foundation

Arizona REALTORS® Foundation for Housing and Community Outreach (ARFHCO): Established to provide charitable support to local associations for housing projects. More at: www.aaronline.com/about-us/leadership/arizona-realtors-for-community-and-housing-outreach-2012

Volunteer

Participate in the Association's decision-making process by applying to serve on a state committee. When you volunteer your time, the Arizona real estate industry benefits and you do too! Find out more at:

www.aaronline.com/about-us/leadership-and-volunteers



NAR Three-way Agreement

YOUR MEMBERSHIP TRIFECTA

THE

THREE-WAY

AGREEMENT

*The value of partnership
at every level.*



YOUR DYNAMIC THREE-TIERED STRUCTURE:

- Ecosystem of support, resources and advocacy
- The right to use the REALTOR® brand
- Shared Code of Ethics
- Amplified influence and political impact
- Unmatched benefits at every level
- Access to NAR insurance for associations, affiliates and MLSs

TAP INTO YOUR POWER
[@nar.realtor](https://www.nar.realtor)



NAR



ARIZONA
REALTORS®

What Do You Get For Your Dues Dollars?

As an Arizona REALTORS® member, you have access to numerous benefits including: standardized contracts and forms; continuing education classes; business services and technology support, and much more. Your dues dollars also help you save money in ways you might not have known:



Standardized real estate forms



Legislative initiatives that protect you, your business, and your clients



Online access to transaction forms via TransactionDesk® and secure eSignatures via Authentisign



High quality live and recorded webinars



Business Services Support provides solutions to member login issues and electronic forms, while Tech Helpline offers unlimited assistance with any computer, printer or peripheral problem



The Hotline is designed for Designated REALTORS® (Designated Brokers) to have direct toll-free access to a qualified attorney who can provide information on real estate related matters



Access to a legal assistance fund



Discounted applications, software, products, and services in our Tech Marketplace



Access to NAR Member Benefits
www.nar.realtor/realtor-benefits-program



View the Member Benefits video for more information!
<https://bit.ly/AARbenefits>

Find out more by visiting
www.aaronline.com/about-us/benefits



www.aaronline.com

Phone: 602-248-7787 • Toll-free in AZ: 800-426-7274 • Fax: 602-351-2474