



NEW MEMBER ORIENTATION

UNLOCKING YOUR MEMBERSHIP

We give you the keys. You open the door.



Resources

Our two-day orientation offers an in-depth understanding into the resources, tools and value of your membership.



Education

Get over half (9.5 hours) of your yearly required education, worth \$95, for FREE from industry professionals on key real estate topics.



Networking

Start growing your network and meet other real estate professionals from every side of the industry.

Your Orientation Dates



DAY 1

SPAAR Resources - 9 a.m.

Gain an understanding of the resources available to you at SPAAR; what your membership means and how you can use it to grow your business.

Getting Started with RPR (1 HR CE) - 10:30 a.m.

This course is designed for REALTORS® to learn how to use REALTORS® Property Resource (RPR) as their all-in-one data and information source to serve customers and clients. Students will learn how to generate stunning property reports, conduct a detailed CMA in minutes, research schools and neighborhoods – all with one tool.

Real Estate Safety Matters (1 HR CE) - 12:15 p.m.

This one-hour course will instill safety awareness and habits in real estate professionals. They will learn methods for averting or responding to dangerous situations they—and the consumer clients they serve—may encounter when practicing their profession.

Agency and Fair Housing (2 HR CE) - 1:30 p.m. Completes License Requirement

This course covers Agency Law and Fair Housing. It is designed to give real estate salespersons and brokers the basic understanding of both these laws.

DAY 2

Intro to NorthstarMLS (3 HR CE) - 9 a.m.

Intro to NorthstarMLS.com is designed as an introduction to the most frequently used NorthstarMLS Matrix functions. This class covers the basic features every Matrix user should know to use this software proficiently. This class is a hands-on experience; each student needs to bring their own laptop.

New Member Code of Ethics (2.5 HR CE) - 12 p.m. Completes Membership Requirement

This class will educate new licensees about the National Association of REALTORS® Code of Ethics and how it promotes professional ethics in real estate. We will review some of the Code's Key Articles, discuss how they apply in common scenarios faced by real estate professionals and explore the legal and ethical duties REALTORS® have when these situations arise.

Graduation - 3:15 p.m.

Take the REALTOR® oath and receive your certificate of completion, which completes your requirements for membership. Congratulations! You are now part of the REALTOR® family!

Who is SPAAR?

Better Agents. Better Communities.

For over 130 years, the Saint Paul Area Association of REALTORS® (SPAAR) has been dedicated to promoting the dream of homeownership with the highest level of professionalism and integrity, through its four pillars: Professionalism, Advocacy, Community Outreach and Communications.

WHAT TO EXPECT