

**In commercial
real estate?
Look what we've
got for you!**

As a commercial broker, you may wonder what benefits you receive from your membership in the Texas Association of REALTORS®. Every member—regardless of your specialty—benefits from the strength and economies of scale enjoyed by the largest association in Texas. The grassroots involvement of more than 80,000 members gives the Texas Association of REALTORS® the political influence to pass laws favorable to the commercial sector. You'll also find value in your association's commercial real estate programs and networking opportunities. And you will save money with benefits negotiated on behalf of all REALTORS® in the state.



As a Texas REALTOR® specializing in commercial real estate, your membership at the state and national levels is worth more than your total dues paid! How much more is entirely up to you. So get involved and take advantage of all your REALTOR® membership has to offer.

Unparalleled political advocacy

The Texas Association of REALTORS® offers members a thorough and organized approach to political advocacy.

Through grassroots campaigns, the power of TREPAC, and the strategy of the Governmental Affairs Department, we regularly defeat proposals at the state Capitol, like mandatory sales-price disclosure and transfer fees on all real estate transactions (and, yes, that could include commercial leases).

We also fight for a balanced, fair, and transparent property-appraisal system and oppose any tax structure that places an undue burden on commercial property.

With the Issues Mobilization Fund, we've got your back at the local level, too. Created in 2000, this fund helps Texas REALTORS® pass or defeat real estate-related proposals at the local level ... things that really affect your business, like zoning restrictions, short-term rentals, anti-growth ordinances, rental registrations, and any other issues.

What other issues, you ask? Hey ... you tell us. That's how Issues Mobilization works: A group of local Texas REALTORS® identifies a proposed threat and reports it. Then the Issues Mobilization Committee steps in, usually within 48 hours, and brings some combination of political expertise, strategic guidance, marketing collateral, and funding. Then we fight it there ... before it gets too big.

As a commercial broker, you have to admit the idea of restrictive ordinances, new taxes, and increased regulation is pretty scary. What's even scarier is how

these proposals could affect your business.

But, don't worry. We'll take care of the legislative and regulatory stuff ... you take care of your business.

Commercial forms and information

You have at your disposal a library of 37 commercial real estate forms available to members only. You can access them in the *Forms* section of TexasRealtors.com and through zipForm, the industry-leading forms and contracts software that's free for all Texas REALTORS®.

Legal

When you want to talk with an attorney about real estate law and related matters, the Legal Hotline is available Monday through Friday, 8:30 a.m. - 4:30 p.m., for free, by calling 512-480-8200.

And you can stay informed on legal and political issues, industry trends, and more with *Texas REALTOR®* magazine and the association's e-newsletter, podcasts, videos, blog, and social-media activity.

Networking

TAR Commercial brings together the state's foremost economic and business experts to give you insights on trends and factors affecting your livelihood. We also provide networking events, "haves and wants" marketing sessions, and other special events during the association's Winter Meeting and the annual Texas REALTORS® Conference. Making connections at these events can lead to lucrative new business opportunities.

Recognition

The William C. Jennings Award for the Texas Association of REALTORS® Commercial Transaction of the Year is awarded annually to recognize outstanding efforts in commercial brokerage. To enter or read about previous winners, check out *Texas REALTOR®* magazine or the *Commercial* section of TexasRealtors.com.

Education

Your continued professional development as a commercial broker ensures that you increase your knowledge and your clients get better service. That's why the Texas Association of REALTORS® plans workshops and webinars, MCE sessions, and programming with you in mind.

Professional standards

Sure, commercial transactions are different. But the processes for handling disputes or complaints are the same. There's only one REALTOR® Code of Ethics. What's sometimes missing, though, is a commercial real estate expert to help solve commercial-transaction disputes. That's you! As an expert negotiator, you have a lot to offer your fellow Texas REALTORS® and consumers.

Money savings

Commercial members can take advantage of all of the money-saving programs available to Texas REALTORS®. These include discount lodging, car rentals, office products, and many more. For additional information, visit TexasRealtors.com/Benefits.

Superior value for the commercial practitioner

In addition to the benefits at the local level, the National Association of REALTORS® has a robust program for commercial members through NAR Commercial. Check out your national benefits at Realtor.org/Commercial.

