



Affiliate Membership Brochure



REALTOR® ASSOCIATION OF PRINCE WILLIAM



4545 Daisy Reid Avenue, Suite 150
Woodbridge, VA 22192
P: 703.565.0033 F: 703.565.0039
www.pwar.com

AFFILIATE MEMBERSHIP INFORMATION

ABOUT PWAR

The REALTOR® Association of Prince William (PWAR) is a professional trade association in Prince William County, **assisting nearly 2,000 REALTORS® and Industry Affiliates**. The mission of PWAR is to provide outstanding services, programs and communications to our members and advocate for their benefit.

PWAR aspires to help its members through professional development, in the form of: premium continuing education and post-licensing courses, networking events, and upholding the national ethics standard. **Helping members is PWAR's sole purpose**. In addition to our education and networking programs, PWAR provides a personalized touch. It looks at every member as an individual, and tailors its programs to benefit the entire membership, while maintaining a professional and personal relationship with every member.



AFFILIATE MEMBERSHIP

Thank you for your interest in the REALTOR® Association of Prince William's Affiliate Membership. Affiliate Membership of PWAR is for those companies which complement the real estate industry such as banks, mortgage companies, title companies, pest control, home inspectors, attorneys, and any other businesses that would benefit from association membership. Our Affiliates have a solid reputation and work with our REALTOR® members regularly. Membership is on an individual basis.

MEMBER BENEFITS

Joining the REALTOR® Association of Prince William (PWAR) allows you the opportunity to network with and market to hundreds of REALTOR® members and industry professionals. With our association, you can foster relationships and partnerships to help your business grow. Your Affiliate Membership provides you with great advantages that can help your company stand out from the crowd. Some benefits include:

- ⇒ Endless networking opportunities with REALTOR® members and industry professionals at PWAR events such as the Annual Awards Gala, Annual Fall Conference, Installation of Officers & Directors and more!
- ⇒ Exclusive sponsorship and instructing opportunities of Professional Development classes, New Member Orientation, Lunch and Learns, etc.
- ⇒ Full listing with company description in PWAR online membership directory
- ⇒ Logo on our website www.pwar.com with hyperlink (\$500 value)
- ⇒ SentiLock® key card access (only applicable for qualifying companies)
- ⇒ Discounted rates on exhibit booth and sponsorship at Annual Fall Conference held every October
- ⇒ Sponsorship and volunteer opportunities at other various PWAR events throughout the year
- ⇒ One free mailing list per year, per office, of PWAR REALTOR® members upon request, provided in Excel. Note that PWAR does not provide email addresses for its members.
- ⇒ Participation in Affiliates Forum that meets monthly to enhance the connection between REALTORS® and Affiliates
- ⇒ Ability to serve on various committees alongside REALTOR® members to help guide the future of the Association
- ⇒ Free weekly e-newsletter subscription to keep you in the know on current real estate trends and statistics as well as important PWAR announcements
- ⇒ Discounted rates on meeting space rental at PWAR



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FREQUENTLY ASKED QUESTIONS

What's the difference between primary membership and secondary membership?

Primary members are considered the responsible contact for their office location and are typically the first person from their location to join. Any additional individuals from the same office location that would like to join can do so as a secondary member for a slightly lower rate. If an individual from the same company but different office location would like to join, they would be considered a primary member and would be the responsible contact for their office location. Only individuals that are primary or secondary members can attend PWAR activities unless a non-member rate is available.

How much does it cost to join?

Our dues are billed on a calendar year so your cost will depend on when you submit your membership application. Dues are pro-rated quarterly and the current dues rate table can be found on the application. A one-time administrative fee applies per applicant. As long as your membership is consecutive, you will not be charged this fee again.

What sponsorship opportunities are available to me?

Throughout the year, PWAR has many sponsorship opportunities available for various classes and networking opportunities. For some events, sponsorship packages offer a variety of tiers that fit in your price range. Some opportunities are exclusive to one company. Sponsorship opportunities will be emailed out in a timely fashion as events and classes are scheduled. These opportunities are also brought to Affiliates attention during monthly Affiliate meetings. These include but are not limited to: Annual Awards Gala, Annual Fall Conference, Installation of Officers and Directors, YPN Happy Hours, New Member Orientation breakfast, Affiliate Meet & Greet, Lunch & Learn seminars, professional development, etc.

How do sponsorship opportunities benefit me?

The benefit of sponsoring an event or class brings your company name in front of REALTOR members. Your logo is included in promotional materials, on the website and on-site materials. Many sponsorships have speaking opportunities in front of the group as well. Through sponsorship, you have valuable face-to-face interaction with REALTOR members to create brand awareness and help your company stand out from your competitors.

What committees can I join as an Affiliate member?

Every Affiliate member holds a spot on the Affiliates forum which meets the second Thursday of every month at 9:00 am. Affiliates are also able to join the following committees: Awards, Community Outreach, Legislative and Your Professional Network (YPN). To learn more about each committee, please visit www.pwar.com/committees.

How do I get started?

All you need to do is complete the membership application on the last page and remit with payment. You can fax the application to 703.565.0039 with credit card authorization form or mail it with check (payable to PWAR) to our office. Once your application has been approved, our Membership Director will reach out and then you can submit your company logo.

Still have a question?

Staff is here to help in any way we can. You can reach PWAR by phone at 703.565.0033, by fax at 703.565.0039 or stop by our office. Please refer to the list below to contact us by email:

April Thomas, Chief Executive Officer
Angie Simensen, Membership Director
Brandy Hinton, Professional Development Director
Amanda Webster, Events & Marketing Director
Melodie Usrey, Administrative Coordinator
Annette Banks, Member Service Representative
Haley Avila, Member Service Representative

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annette@pwar.com
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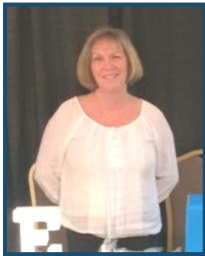
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HEAR FROM OUR AFFILIATE MEMBERS



I have had the opportunity to meet incredible professionals from all sectors of the industry and have built lasting relationships.

*Marc Wiltshire,
Kensington Vanguard National Land Services*



My business partner and myself have taken full advantage of every sponsorship and networking opportunity made available to us. It has provided us with priceless exposure for our company that we would not have had otherwise. As a PWAR member, you get as much out of it as you put into it, so **it's very important to be involved**. During this time, we have met hundreds of agents and made a multitude of long lasting friendships with other affiliate members.

Adele Yost, Commission Express of Prince William



I joined PWAR as an Affiliate member with **the desire to establish a presence in my local community**. Over the past several years, I have been able to take advantage of numerous networking and sponsorship opportunities at PWAR. I believe that participating in those opportunities has helped to grow my business by creating valuable personal and business relationships with Realtors and other Affiliate members. The opportunity to get involved with various committees, volunteer and fundraising events is a unique way to both contribute to and benefit from the advancement of the local real estate community.

Jodi White, First Country Mortgage LLC



I first joined PWAR as an Affiliate member more than ten years ago as part of my commitment to helping foster excellence in the real estate industry through education. I have had the opportunity to meet incredible professionals from all sectors of the industry and **have built lasting relationships** that continue to provide me a fuller understanding of my clients' experiences and needs. I can truly say that my PWAR membership has made me a better title professional.

Marc Wiltshire, Kensington Vanguard National Land Services