

ARIZONA REALTORS®

www.aaronline.com

# MEMBERSHIP

2025

## *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 Brokers)

**Monday - Friday**

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

[www.aaronline.com/mange-risk/legal-hotline](http://www.aaronline.com/mange-risk/legal-hotline)

Transaction Desk

**24/7**

800-668-8768

[tdsupport@lwolf.com](mailto: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](mailto:support@techhelpline.com)

Business Support

**Weekdays**

8:00 am - 4:30 pm

480-304-8930

[support@aaonline.com](mailto:support@aaonline.com)



**Sindy Ready**  
President

# 2025 STATE LINE OFFICERS



**Lisa Paffrath**  
President-elect



**Shane Cook**  
First Vice President

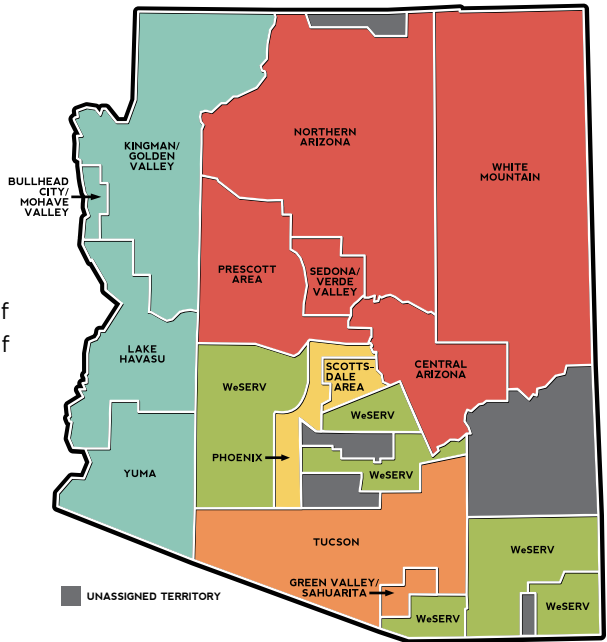


**Paul Baker**  
Treasurer

# 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 **more than 54,000 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](http://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 position on real estate regulation and a free-market business environment most closely represent 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.



# 2024 LEGISLATIVE POLICY SUCCESSSES



## SECURED

access to new water sources, crucial for homebuilding



## SUPPORTED

new zoning laws that could increase the needed housing inventory



## STOPPED

attempts to weaken construction defect protections

## BLOCKED

fee increases for licensees while SECURING funding for ADRE's IT needs



## ADVOCATED

for new consumer protections in exclusive listing agreements



## FOUGHT

to level the playing field, by requiring all licensees to use a buyer broker agreement before touring a home



## EDUCATED

legislators on lawful lot split practices

For more Legislative & Political Affairs information visit [www.aaronline.com/voice-at-the-capitol](http://www.aaronline.com/voice-at-the-capitol)

For more information contact Tim Beaubien at [TimBeaubien@aaronline.com](mailto:TimBeaubien@aaronline.com)

# RISK MANAGEMENT



The Arizona REALTORS® **Risk Management** department is focused on helping members **Manage Risk**, by developing standardized real estate forms and **Resolve Disputes** by overseeing Professional Standards hearings.



**Forms / Advisories:** Utilizing our membership and legal team’s collective expertise, the state association has created **more than 70 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 read each form’s boilerplate provisions when writing or reviewing an offer and do not have to review and try and interpret a variety of different forms, many of which they may not be familiar with.

**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. New questions are published monthly, and the archives are searchable on the association’s website: [www.aaronline.com/manage-risk/legal-hotline](http://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](http://www.aaronline.com/manage-risk/realtor-safety). This information is also accessible at [www.agentsafetyalert.com](http://www.agentsafetyalert.com)

**Resolve Disputes & Enforce Ethics:** REALTORS® pledge to abide by the NAR Code of Ethics. The association’s ethics enforcement is the essential distinction between a REALTOR® and a real estate licensee. Information about the dispute resolution programs can be found at [www.aaronline.com/resolve-disputes](http://www.aaronline.com/resolve-disputes)

Articles

Ombudsman  
Program

Mediation

Scams & Frauds

Teams

Buyer-Seller  
Disputes

Arbitration

Toolkit

Sample Forms

For Risk Management resources go to  
[www.aaronline.com/manage-risk](http://www.aaronline.com/manage-risk)

For Dispute Resolution resources go to  
[www.aaronline.com/resolve-disputes](http://www.aaronline.com/resolve-disputes)

# PROFESSIONAL & BUSINESS DEVELOPMENT

The **Professional & Business Development** department helps you increase your business knowledge by providing education, programs and resources to help you stay prepared to serve your customers and grow your business.

Our instructors practice in their teaching field, which allows them to share everyday experiences that you may face in your practice, provide you with 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](http://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.

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**For more information on our designations and certifications go to**  
[www.aaronline.com/increase-knowledge/designations-certifications](http://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

*Webinars* Instructor Development *Events*

**For a complete list of educational programs  
and resources go to**

[www.aaronline.com/increase-knowledge](http://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
- Easy login through Single Sign-On
- 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>



- A convenient login with a single set of credentials
- Access to multiple applications
- Access without having to remember multiple passwords
- Safe and secure
- Local Arizona REALTORS® support: [support@aaronline.com](mailto:support@aaronline.com)



- 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/](http://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](http://www.narrpr.com)

## Tech Marketplace

[www.aaronline.com/efficient-business-tools/tech-marketplace](http://www.aaronline.com/efficient-business-tools/tech-marketplace)

Find out more by visiting

[www.aaronline.com/efficient-business-tools](http://www.aaronline.com/efficient-business-tools)

# COMMUNICATIONS

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



### Arizona REALTORS® The Voice

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



### Arizona 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.



### 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® App

Be in the know while you are on the go! Tech tools, legislative updates, industry events, Single Sign-On, Code of Ethics, agent safety AND MORE all at your fingertips.



### 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.

### Arizona REALTORS® Social Media Channels



azrealtors



arizonarealtors



az\_realtors



arizona-realtors



arizonarealtors

Find out more by visiting  
[www.aaronline.com/stay-informed](http://www.aaronline.com/stay-informed)  
and  
[www.aaronline.com/videos](http://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 for what should be included in the Legislative Policies guiding our advocacy work at the Capitol.

## JOURNEY TO LEADERSHIP

### **Journey to Leadership**

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.



### **Women's Conference**

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.

## ARIZONA REALTORS' TRENDS SUMMIT

### **Trends Summit**

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

## ARIZONA REALTORS' LEADERSHIP CONFERENCE

CONNECTING LEADERS TOGETHER

### **Arizona REALTORS® Leadership Conference**

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



### **Success Through Diversity**

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

# 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 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](http://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](http://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](http://www.aaronline.com/about-us/leadership/arizona-realtors-for-community-and-housing-outreach-2012)**

## Volunteer

Apply to serve on one of our primary committees or various workgroups at: **[www.aaronline.com/about-us/leadership-and-volunteers](http://www.aaronline.com/about-us/leadership-and-volunteers)**





# NAR THREE-WAY AGREEMENT

The National Association of REALTORS® (NAR) operates under a **Three-Way Agreement** between:



## Purpose & Benefits

This agreement ensures that all members of local REALTOR® associations are also members of the state and national associations, creating a unified and consistent membership structure across all levels of the organization.

**Unified Voice for REALTORS®:** The agreement establishes a cohesive structure that enables REALTORS® to speak with one strong, collective voice on industry matters, ensuring that policies, standards, and advocacy efforts are aligned across local, state, and national levels.

**Membership Consistency:** REALTOR® members in good standing belong to all three levels (local, state, and national). This provides consistency in member services, professional standards, and advocacy efforts across the country.

**Advocacy Strength:** At the national level, NAR advocates for federal policies beneficial to real estate professionals and property owners.

**State associations** focus on state-specific legislation, while **local associations** address community-level issues.

The three-way structure ensures that REALTORS'® interests are represented at all levels of government.

## Governance & Funding

**Dues and Funding:** Members pay a single annual membership fee, which is distributed between the local, state, and national associations to fund services, advocacy efforts, and member benefits.

**Shared Governance Structure:** Local, state, and national associations collaborate to develop industry standards, share best practices, and provide guidance on regulatory compliance. The agreement ensures that decisions made at any level of the association are in alignment with the broader goals and values of the real estate profession.

## Professional Standards & Code of Ethics

**Code of Ethics Enforcement:** Through the three-way agreement, NAR's Code of Ethics is consistently enforced across all associations, ensuring a high level of professionalism and ethical conduct in real estate transactions.

**IMPORTANCE FOR REALTORS®:** The three-way agreement ensures that REALTORS® have access to the full suite of services, education, advocacy, and networking opportunities at all levels.

- It creates a **professional community** where members are supported and represented, whether they are navigating local market conditions or national policy changes.
- The agreement provides the foundation for **a strong and united real estate profession** that works for the benefit of its members and the communities they serve.

# 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](http://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](http://www.aaronline.com/about-us/benefits)

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