

# North Shore Barrington Association of REALTORS®

## Broker Orientation

All new broker/owner applicants of NSBAR are required to complete the Broker Orientation course within six months (180 days) of joining NSBAR as a REALTOR® Office. This was stated in the application you completed to join NSBAR as a broker-owner.

Broker Orientation is a one-day course specifically for new brokers/owners. It is **not** the same as broker management (required by the state) **or** new member orientation (required by NAR). That means you need to complete it even if you are an attorney. Recent modifications to this course allow for broker owners to fulfill two membership requirements in one. Upon completion of Broker Orientation, you will receive “credit” for both New Member Orientation and Broker Orientation.

### Broker Orientation Seminar Outline

- I. Welcome – NAR Member Orientation DVD
- II. Bylaws and Rules and Regulations of the Board
- III. Bylaws of the State Association
- IV. Constitution and Bylaws of the NATIONAL ASSOCIATION OF REALTORS®
- V. MRED Rules and Regulations
- VI. REALTOR.com
- VII. Code of Ethics
- VIII. Pathways to Professionalism
- IX. Guilty or Not Guilty – Ethics Cases
- X. Statistics Your Real Estate Company Can Use:
  - a. Purchase Data – Illinois Assoc. of REALTORS®
  - b. Profile of Home Buyers and Sellers (NAR)
  - c. IAR/NAR Resources/REALTOR® Benefits, Education, Designations, Using REALTOR® Marks
  - d. NAR Field Guides
- XI. Goal Setting
- XII. Basic Real Estate Business Plan
- XIII. Recruiting
- XIV. Professional Responsibility (Illinois License Law)
- XV. Real Estate Independent Contractor/Compensation Issues
- XVI. REALTOR® Safety Video
- XVII. Escrow Accounts
- XVIII. New Rules, Regulations, and Laws
- XIX. Policy Manual (writing/implementing)
- XX. NSBAR – Forms and Contracts
- XXI. Antitrust – Videos and Discussion
- XXII. Fair Housing – Videos and Discussion
- XXIII. Risk Reduction Case Studies
- XXIV. IDFPR Compliance Examination Report
- XXV. Oath
- XXVI. Instructor Biography

**Time:** 9:00am – 5:00pm

**Instructor:** Marilyn Glazer

**Cost:** \$95

**Location:** NSBAR Northbrook  
450 Skokie Blvd Bldg 1200  
Northbrook, IL 60062