

FALL
UPDATE

BENEFITS • PUBLICATIONS • EDUCATION

CATALOG

OWN
YOUR
MEMBER
EXPERIENCE



Welcome to the 2018 NAR Catalog Fall Update

This catalog compiles the best of NAR’s member benefits, publications and education, conveniently broken down by section. Here you will find a full listing of current REALTOR Benefits® Program Partners, savings opportunities and other free offerings available to members only. This catalog also contains products available for purchase online in NAR’s REALTOR® Store, along with designations and certifications recognized by NAR, plus REALTOR® University’s Master of Real Estate degree program.

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Discover your official NAR member benefits resource, bringing you savings and special offers for REALTORS® from more than 30 carefully selected, industry-leading companies.

Program availability and eligibility requirements may vary by partner program. See partner websites for details, terms and conditions.

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NAR’s Member Center

Log on to the Member Center, your personal dashboard for quick and easy access to your NAR member card, one master calendar of association activities, the NAR designations and certifications you’ve earned and more. Visit the online Member Center at **MemberCenter.NAR.realtor** to tap into all your benefits of membership.




REALTOR BENEFITS® PROGRAM

Unique Offers and Savings for REALTORS®



REALTOR Benefits® Program — Your Official Member Benefits Resource

Designed with you in mind, NAR's REALTOR Benefits® Program is your official member benefits resource, bringing you savings and special offers just for REALTORS®. Program partners are carefully selected, so you can be assured they understand the unique needs of real estate professionals and are committed to your success. In one year alone, over 800,000 REALTORS® saved \$60 million and had over 26 million experiences through this program!

Make www.NAR.realtor/RealtorBenefits the first place you stop when you shop for your professional and personal needs and visit us on Facebook for limited time offers and Program news. [Facebook.com/NARRealtorBenefitsProgram](https://www.facebook.com/NARRealtorBenefitsProgram) 



Michelle Walker
 REALTOR®
 Saint Charles, Missouri

"NAR's REALTOR Benefits® Program is a value that ALL members should take advantage of; there are so many partners and offerings that truly help with my professional life. Membership has its benefits; make sure to use them!"



Candice Eberhardt
 Broker, REALTOR®
 Akron, Ohio

"There are so many amazing benefits available right at our fingertips through NAR's REALTOR Benefits® Program! Next time I even think about making a purchase, I will absolutely check NAR's REALTOR Benefits® Program first."

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Program availability and eligibility requirements may vary by partner program. See partner websites for details, terms and conditions.

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REALTOR Benefits® Program

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NOTE: Contact your broker, State or Local Association for additional assistance



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i For individuals and offices up to five users, visit go.DocuSign.com/NAR

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i www.NAR.realtor/RealtorBenefits/zipLogix
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Program availability and eligibility requirements may vary by partner program. See partner websites for details, terms and conditions.



Indicates companies in which NAR has invested directly or through Second Century Ventures. This relationship allows the Association to nurture the technological advancement and continued success of the real estate industry.

Program availability and eligibility requirements may vary by partner program. See partner websites for details, terms and conditions.

REALTOR Benefits® Program

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\$500 cash allowance on select vehicles and Exclusive Maintenance Contract from Mopar® Vehicle Protection, including oil changes, valued at \$1,000

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For more information on these designations and certifications, please see pages 19 and 20.



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Association Resources

	<p>What Everyone Should Know About Equal Opportunity in Housing </p> <p>Fair housing law and party responsibilities are outlined in this brochure. Sold in packages of 100.</p>	<p>Item #: 166-799 Members: \$20.95 Non-Members: \$31.45</p> <p> Item #: E166-799 Members: \$4.95 Non-Members: \$12.95 Also available in Spanish.</p>
	<p>Your Director Hat: A Guide to Serving as a Director on a Board</p> <p>An excellent resource for anyone thinking of becoming a member of a governing Board or starting service on a Board, or a sitting Board member who just wants a little more insight.</p>	<p>Item #: 141-182 Members: \$11.95 Non-Members: \$19.95</p>
	<p>A Pathway to Professional Conduct: Respect Starts Here </p> <p>This brochure includes tips for showing respect for property, the public and your peers. Sold in packages of 100.</p>	<p>Item #: 135-85 Members: \$39.95 Non-Members: \$49.95</p>

Brokerage Management

	<p>Real Estate Brokerage Essentials®: Navigating Legal Risks and Managing a Successful Brokerage — Fourth Edition </p> <p>Created by NAR's Legal Team, this is your essential guide to running a successful brokerage.</p>	<p>Item #: 126-359 Members: \$32.95 Non-Members: \$49.95</p>
	<p>Power Teams: The Complete Guide to Building and Managing a Winning Real Estate Agent Team</p> <p>A step-by-step guide to forming an agent team and the best practices of teams that have already reached a notable level of success.</p>	<p>Item #: 141-300 \$24.95</p>
	<p>21 Things I Wish My Broker Had Told Me: Practical Advice for Real Estate Professionals</p> <p>Written with humor and insight, this publication provides hands-on advice to help agents start or maintain their career.</p>	<p>Item #: 141-237 \$19.45</p>
	<p>Why Rent When You Can Buy? </p> <p>This brochure outlines the financial benefits of owning a home, including mortgage interest, property tax deductions and mortgage principal accumulation. Sold in packages of 100.</p>	<p>Item #: 186-90 Members: \$29.95 Non-Members: \$50.00</p> <p> Item #: E186-90 Members: \$6.95 Non-Members: \$29.95 Also available in Spanish.</p>
	<p>The Champion Real Estate Team</p> <p>Provides the tools and step-by-step blueprint you need to develop a top-notch real estate team — minus the trial and error.</p>	<p> Item #: 141-321 \$24.99</p>
	<p>Real Estate Office Management</p> <p>Based on the S-7 Management model, this product explores the seven interdependent variables for managing a successful brokerage office, with emphasis on planning, capital, marketing and people.</p>	<p>Item #: 141-341 \$36.75</p>

Being a REALTOR®

	<p>The Little Orange Book: Sales and Marketing Rules to Live By for REALTORS® </p> <p>Highlights the instructions, philosophies and rules used to build a brand and business, generate leads and maintain client relationships. Sold in packages of 5.</p>	<p>Item #: 135-137 Members: \$19.95 Non-Members: \$29.95</p> <p> Item #: E135-137 Members: \$9.95 Non-Members: \$19.95</p>
	<p>The Little Purple Book: International Rules to Live By for REALTORS® </p> <p>Learn what it takes to tackle global issues, work with international clients and overcome challenges associated with global real estate. Sold in packages of 5.</p>	<p>Item #: 135-117 Members: \$19.95 Non-Members: \$29.95</p> <p> Item #: E135-117 Members: \$9.95 Non-Members: \$19.95</p>
	<p>The Little Green Book: Green Rules to Live By for REALTORS® </p> <p>Focuses on tips to educate, list and support working with peers, service providers and clients on green issues. Sold in packages of 5.</p>	<p>Item #: 135-116 Members: \$19.95 Non-Members: \$29.95</p> <p> Item #: E135-116 Members: \$9.95 Non-Members: \$19.95</p>
	<p>The Little Red Book: Safety Rules to Live By for REALTORS® </p> <p>Focuses on tips REALTORS® can utilize to empower themselves, become more aware and be safe real estate practitioners. Sold in packages of 5.</p>	<p>Item #: 135-109 Members: \$19.95 Non-Members: \$29.95</p> <p> Item #: E135-109 Members: \$9.95 Non-Members: \$19.95</p>
	<p>The Little Blue Book: Rules to Live By for REALTORS® </p> <p>A fun focus on the tips for running a successful business and presenting a professional, realistic and everyman approach to real estate. Sold in packages of 5.</p>	<p>Item #: 135-105 Members: \$19.95 Non-Members: \$29.95</p> <p> Item #: E135-105 Members: \$9.95 Non-Members: \$19.95</p>
	<p>Getting It Sold — Your Resource for Staging, Curb Appeal and Selling Success </p> <p>Help consumers prepare their home for sale with proven methods on curb appeal, staging, showing and updating a home for selling success. Sold in packages of 100.</p>	<p>Item #: 135-70 Members: \$29.95 Non-Members: \$39.95</p> <p> Item #: E135-70 Members: \$4.95 Non-Members: \$12.95</p>
	<p>It's a Great Time to Own! </p> <p>Get your sales moving and get buyers off the fence. Sold in packages of 100.</p>	<p>Item #: 135-87 Members: \$29.95 Non-Members: \$39.95</p> <p> Item #: E135-87 Members: \$9.95 Non-Members: \$14.95</p>
	<p>It Pays to Work with a REALTOR® </p> <p>This brochure outlines key differences between a REALTOR® and a licensee, benefits that REALTORS® provide and how REALTOR® designations benefit consumers. Sold in packages of 100.</p>	<p>Item #: 135-30 Members: \$29.95 Non-Members: \$47.25</p> <p> Item #: E135-30 Members: \$6.95 Non-Members: \$12.95 Also available in Spanish and Portuguese.</p>
	<p>Fanatical Prospecting</p> <p>Eye-opening guide that clearly explains the why and how behind the most important activity in sales and business development.</p>	<p>Item #: 141-420 \$27.00</p>

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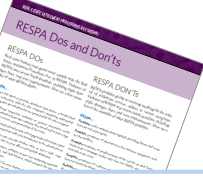







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Commercial and Investment Real Estate










	Commercial Real Estate Investing Shows readers the ins and outs of investing in commercial real estate. If you are investing in residential property or have started to invest in commercial property and want to take your investing to the next level, this product is for you.	Item #: 141-317 \$24.95
	The Insider's Guide to Commercial Real Estate This book will teach you everything you need to know about commercial real estate, from how to speak the language to the ins and outs of commercial contracts and financing.	Item #: 141-239 \$28.15
	An Introduction to Listing and Selling Commercial Real Estate Provides a complete foundation for a career in the commercial real estate industry.	Item #: 141-394 \$24.95
	Commercial Real Estate Investing: 12 Easy Steps to Getting Started Packed with fresh ideas, proven techniques and effective strategies for profitable investing.	Item #: 141-146 Members: \$24.95 Non-Members: \$29.95

Legal Issues

	Workplace Harassment: Awareness and Prevention Pocket Guide  A guide to the types of workplace harassment, the liability issues surrounding workplace harassment and suggestions on reporting and investigating claims. Sold in packages of 5.	Item #: 126-149 Members: \$20.95 Non-Members: \$31.45  Item #: E126-149 Members: \$6.95 Non-Members: \$12.95
	RESPA Dos and Don'ts Card — Download  Understand and comply with the Real Estate Settlement Procedures Act (RESPA). Provides RESPA "dos" on one side and RESPA "don'ts" on the other side.	 Item #: E126-100 Members: \$4.95 Non-Members: \$12.95
	The Green Guide for Real Estate Professionals This guide brings together all the information you need to "go green."	Item #: 141-388 \$27.55
	Protect Your Family From Lead in Your Home  Helps inform your clients about the potential hazards of lead-based paint and other sources of lead contamination. Sold in packages of 5.	 Item #: 141-40 Members: \$13.50 Non-Members: \$15.75  Item #: E141-40 \$4.95

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Legal Issues — Antitrust





	Antitrust 101 for Real Estate Professionals — Download  Understand the ins and outs of antitrust laws and the severe penalties associated with violating these laws.	 Item #: E135-112 Members: \$19.95 Non-Members: \$29.95
	Antitrust Pocket Guide for REALTORS® and for Association and Board Leadership  These brochures offer information and examples on how antitrust impacts current real estate practices. Sold in packages of 5.	 Item #: 126-1093  Item #: 126-1094 Members: \$24.25 Non-Members: \$34.95  Item #: E126-1093  Item #: E126-1094 Members: \$6.95 Non-Members: \$12.95

Legal Issues — Diversity and Fair Housing

	Housing Point: The Fair Housing Act — Video Download  Understand the ins and outs of fair housing laws and the severe penalties associated with violating these laws.	 Item #: E135-119 Members: \$19.95 Non-Members: \$29.95
	Fair Housing Handbook — Sixth Edition  The ultimate resource for fair housing information. Provides suggested fair housing office procedures, background on regulations, equal service report forms, NAR/HUD partnership information and a self-assessment questionnaire.	 Item #: 166-1084 Members: \$29.95 Non-Members: \$36.75  Item #: E166-1084 Members: FREE Non-Members: \$12.95
	Fair Housing Sales and Rental: Pocket Guides  The information covered includes fair housing laws, the responsibilities of real estate professionals and checklists to ensure proper procedures. Sold in packages of 5.	 Item #: 166-153  Item #: 166-81 Members: \$20.95 Non-Members: \$31.45  Item #: E166-153  Item #: E166-81 Members: \$6.95 Non-Members: \$12.95

Research

	2017 NAR Profile of Home Buyers and Sellers — Download  As the #1 research report used by REALTORS®, this profile highlights characteristics of home buyers and homes purchased, preferred methods employed during the search, financing and more.	 Item #: E186-45-17 Members: \$19.95 Non-Members: \$249.95
	2018 Member Profile — Download  Who are REALTORS®? Economic, demographic, education, tenure, agency relationship and compensation of REALTORS® are broken down. Designed to allow easy comparisons with previous studies.	 Item #: E186-12-18 Members: \$14.95 Non-Members: \$149.95
	2018 NAR Home Buyer and Seller Generational Trends Report — Download  Provides insights into differences and similarities across generations of home buyers and home sellers.	 Item #: E186-95-18 Members: FREE Non-Members: FREE
	2017 NAR Profile of Home Staging — Download  Find out how effective REALTORS® find home staging in this report.	 Item #: E186-85-17 Members: FREE Non-Members: FREE

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Sales and Marketing

	Before Hitting Send: Power Writing for Real Estate Agents Help make your emails and communications something clients and prospects can't resist.	Item #: 141-367 \$29.75
	Sales and Marketing 101 By using real-life examples and a friendly, easy-to-follow tone, this guide will improve your sales results by teaching you how to employ a complete, professional marketing strategy.	Item #: 141-240 \$41.65
	How To Become a Power Agent in Real Estate Gives real estate agents both the powerful sales techniques and the practical management tips they need to double their income by closing more transactions.	Item #: 141-375 \$24.95
	The Conversion Code Get the step-by-step system for capturing and converting online leads into closed sales at the highest rate possible.	Item #: 141-405 \$25.00
	Real Estate Advertising Made Easy A complete marketing tool with a mix and match format to ad writing sets you apart from the competition.	Item #: 141-121 \$29.95
	How to Make \$100,000+ Your First Year as a Real Estate Agent More than just an introduction to the ins and outs of the industry, it's a step-by-step guide to beginning your career, with insider advice on how to build a lucrative real estate practice.	Item #: 141-382 \$24.00
	The Road to Recognition Earn recognition by owning your brand and become an expert in your field.	Item #: 141-408 \$24.95

Sales and Marketing — Social Media

	Social Media for REALTORS® — VIP 4 Pack  Completely updated, the VIP 4 Pack was created for REALTORS® by REALTORS®. Includes all four booklets. • Social Media for REALTORS®: 101+ Dos and Don'ts • Social Media for REALTORS®: Your Website • Social Media for REALTORS®: Digital Marketing • Social Media for REALTORS®: Facebook	Item #: 135-71 Members: \$32.95 Non-Members: \$42.95  Item #: E135-71 Members: \$26.95 Non-Members: \$34.95
	Social Media for REALTORS®: 101+ Dos and Don'ts  Easy-to-understand tool to help real estate professionals take their business to the next level with social media. Save time, money and effort by getting you started with key dos and don'ts. Sold in packages of 5.	Item #: 135-66 Members: \$29.95 Non-Members: \$39.95  Item #: E135-66 Members: \$9.95 Non-Members: \$14.95
	Social Media for REALTORS®: Your Website  Save time, money and effort with assistance on how to start and effectively promote your website. Sold in packages of 5.	Item #: 135-67 Members: \$29.95 Non-Members: \$39.95  Item #: E135-67 Members: \$9.95 Non-Members: \$14.95
	Social Media for REALTORS®: Digital Marketing  Take inventory of current marketing activities and understand the hub and spoke concept, how to use social networking for marketing, how to measure online efforts and more. Sold in packages of 5.	Item #: 135-69 Members: \$31.95 Non-Members: \$41.95  Item #: E135-69 Members: \$11.95 Non-Members: \$19.95
	Social Media for REALTORS®: Facebook  Shows step-by-step how to use Facebook to benefit your business and market like a pro. Sold in packages of 5.	Item #: 135-68 Members: \$31.95 Non-Members: \$41.95  Item #: E135-68 Members: \$11.95 Non-Members: \$19.95
	#GetSocialSmart This product takes you through the nuts and bolts of what it takes to create a smart and sustainable social media strategy that will help you build better relationships with your clients, and generate new leads to help you grow your business.	Item #: 141-409 \$24.95
	Socialnomics: How Social Media Transforms the Way We Live and Do Business Find out the business implications of social media and tap its considerable power to increase sales, cut marketing costs and communicate directly with consumers.	Item #: 141-363 \$16.95
	How to Reach Millennials Through Instagram and Snapchat Webinar — Download  Learn best practices for maximizing two of the fastest growing platforms; Snapchat and Instagram.	Item #: E135-122 \$29.95

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Sales and Marketing — Staging

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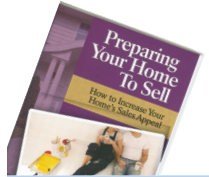
This engaging and easy-to-follow DVD walks sellers through three simple steps to prepare their home for sale. Let them see how easy it is to transform their home from livable to sellable.

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(DVD)
\$15.00

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Item #: 141-178
(DVD)
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**Staging to Sell: The Secret to Selling Homes in a Down Market**

Everyone involved in the selling process must be better prepared. In order to sell homes at top dollar, houses must be prepared for sale. That's where staging comes in.

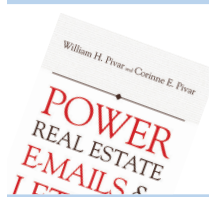
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Master of Real Estate Degree Program

REALTOR® University offers a highly advanced educational opportunity to earn a master's degree in what you know best. With our unique blend of practical and applied learning, you will be able to immediately apply your knowledge in day-to-day business.



The Master of Real Estate (MRE) degree program is a true graduate degree that offers both business and real estate core courses. The University's unique features include on-demand online courses, a research center that identifies the leading trends and issues in the real estate industry, competitive overall cost compared to other prominent graduate real estate programs, and the largest real estate library in the world.

- **Learn on your time.** Our online courses are accessible anytime and anywhere. This allows you to complete courses and advance your career in a way that works for your business and your life.
- **Scholarships and financing options available.** With a broad range of programs and course offerings, we have learning opportunities that work with any budget.
- **Leverage our resources.** We provide access to the largest real estate library in the world to connect you to everything about real estate. Additionally, the Richard J. Rosenthal Center for Real Estate Studies identifies and researches the leading trends and issues in the real estate industry.
- **Improve through guidance.** Our faculty are practitioners in the field of real estate, including Ph.D.-level faculty, who have hands-on experience and knowledge in the topics they teach. Connect with them for guidance or access our professional coaching center where we offer one-on-one mentoring and much more.

Learn more at www.RealtorU.edu

To be admitted to REALTOR® University's Graduate School, applicants must hold a baccalaureate degree from a U.S. institution of education accredited by, or in candidacy status with an accrediting agency recognized by the U.S. Department of Education.

NOTICE OF NONDISCRIMINATORY POLICY AS TO STUDENTS

REALTOR® University admits students of any race, color, or national or ethnic origin to all the rights, privileges, programs and activities generally accorded or made available to students at REALTOR® University, and REALTOR® University does not discriminate on the basis of race, color, or national or ethnic origin in administration of its educational policies, admission policies, scholarship and loan programs.

REALTOR® University is accredited by the Distance Education Accrediting Commission (DEAC), which is recognized by the Council for Higher Education Accreditation and the U.S. Department of Education.



REALTOR® University Class of 2018

REALTOR® Education

Official REALTOR® Designations and Certifications

Gain Specialized Knowledge with Designations and Certifications

In the current market, the time is now to add to your expertise to better assist prospective and current clients. Many designations and certifications are also available online for continuing education credit at the Center for REALTOR® Development at www.OnlineLearning.realtor.

Accredited Buyer's Representative (ABR®) Designation



Gain a competitive edge with a unique understanding of homebuyers' needs and how to best serve them, as well as specialized information on home buying issues, trends and exclusive resources. www.REBAC.net

At Home With Diversity (AHWD) Certification



The multicultural market is rapidly growing — and changing. Give yourself a competitive edge by learning how to work effectively with this clientele. www.NAR.realtor/AHWD

Certified International Property Specialist (CIPS) Designation



Foreign investment in U.S. real estate is taking place in all 50 U.S. states. The CIPS designation prepares you to assist in all aspects of international business, from attracting foreign investors to your local community to serving a multicultural buyer or helping local buyers invest abroad. www.NAR.realtor/Global

e-PRO® Certification



NAR's e-PRO® certification program helps REALTORS® master the advanced digital marketing techniques of today. With the e-PRO® certification, REALTORS® increase their ability to reach customers, expand their capabilities, and build trust by safeguarding client information. www.ePRONAR.com

General Accredited Appraiser (GAA) Designation



Signifies advanced education and experience in commercial, industrial and residential property valuation. www.NAR.realtor/Appraisal

NAR's Green Designation (GREEN)



This designation will allow you to guide your clients towards making informed choices about the resource efficiency and performance of the homes they live in, sell and buy. Homeowners will gain the knowledge to make educated decisions about the value of green features in homes. www.GreenResourceCouncil.org

REALTOR® Education

Official REALTOR® Designations and Certifications (continued)

Graduate, REALTOR® Institute (GRI) Designation



Stand out to prospective homebuyers and sellers as a REALTOR® who has gained in-depth knowledge on technical subjects, as well as the fundamentals of real estate. www.NAR.realtor/GRI

Military Relocation Professional (MRP) Certification



When military personnel and their families relocate, the services of a real estate professional who understands their needs and timetables makes the transfer easier, faster, and less stressful. NAR's Military Relocation Professional certification program teaches you about working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support. www.MilitaryRelocationPro.org

Pricing Strategy Advisor (PSA) Certification



Enhance your skills in pricing properties, creating CMAs, working with appraisers and guiding clients through the anxieties and misperceptions they often have about home values with the Pricing Strategy Advisor certification. www.PricingStrategyAdvisor.org

Residential Accredited Appraiser (RAA) Designation



Signifies advanced education and experience in analysis and valuation of residential property. www.REALTOR.org/Appraisal

Resort & Second-Home Property Specialist (RSPS) Certification



Every market is a second-home market (think rental and investment properties), not just obvious resort areas. Investment and vacation home sales have surged, and a Resort & Second-Home Property Specialist is the best resource for this demographic. www.NAR.realtor/Resort

Short Sales and Foreclosure Resource (SFR®) Certification



Designed for real estate professionals at all experience levels, this certification gives you a framework for understanding how to qualify sellers for short sales, develop a short sale package, negotiate with lenders, tap into buyer demand and safeguard your commission. www.REALTORSFR.org

Seniors Real Estate Specialist® (SRES®) Designation



The wealthiest buyers and sellers in the country are over age 50. Understand their maturing motivations and build your business and resources as a Seniors Real Estate Specialist®. www.seniorsrealestate.com

REALTOR® Education

NAR Affiliate Designations and Certifications

Accredited Commercial Manager (ACoM)

(Institute of Real Estate Management)

Develop your specialized skills and learn new industry solutions and technologies as a commercial manager. www.IREM.org

Accredited Land Consultant (ALC)

(REALTORS® Land Institute)

The designation of the most accomplished, trusted and skilled professionals in the business of land. www.RLILand.com

Accredited Management Organization® (AMO®)

(Institute of Real Estate Management)

Recognizes excellence among real estate management firms. www.IREM.org

Accredited Residential Manager® (ARM®)

(Institute of Real Estate Management)

The most recognized credential for residential real estate managers. www.IREM.org

Certified Commercial Investment Member (CCIM)

(CCIM Institute)

Commercial investment real estate experts demonstrating unparalleled financial analysis skills. www.CCIM.com

Certified Property Manager® (CPM®)

(Institute of Real Estate Management)

The premier real estate management credential for property and asset managers. www.IREM.org

Certified Real Estate Brokerage Manager (CRB)

(Real Estate Business Institute)

"THE SOURCE" for real estate business management and leadership solutions. www.rebinstitute.com

Counselor of Real Estate (CRE)

(The Counselors of Real Estate)

The designation for only the most experienced and trusted advisors in real estate. www.CRE.org

Performance Management Network (PMN)

(Women's Council of REALTORS®)

The REALTOR® designation that combines today's real-world skills with WCR's powerful nationwide referral network. www.WCR.org

Real Estate Negotiation Expert (RENE)

(Real Estate Business Institute)

This certification is for real estate professionals who want to sharpen their skills and serve as advocates for their clients. www.rebinstitute.com

Certified Residential Specialist (CRS)

(Residential Real Estate Council)

The premier designation for residential sales agents. www.CRS.com

Seller Representative Specialist (SRS)

(Real Estate Business Institute)

This designation is designed to recognize REALTORS® who professionally and ethically represent sellers. www.rebinstitute.com

Society of Industrial and Office REALTORS® (SIOR®)

The most knowledgeable, experienced and successful industrial and office real estate brokers. www.SIOR.com

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