



GAR Talking Points – September 2019

September is REALTOR® Safety Month

- September is REALTOR® Safety Month across the United States.
- We strongly encourage brokers and team leaders to review safety practices with their agents in the coming weeks.
- GAR features a Safety page on our new website under the Members tab, which offers a variety of safety tools that you can use, including a downloadable Prospect Identification form and an Agent Itinerary Form.
- Additionally, we offer safety classes throughout the year. Please visit our website and under the Education tab, select Search Upcoming Classes to learn about upcoming safety classes that we have scheduled.
- NAR also offers a field guide to REALTOR® Safety.
- In addition to brushing up on safety, we advise you to trust your gut, remove yourself from any situation in which you feel threatened, and call the police if necessary.

GAR Offers 401K Retirement Solution

- After a comprehensive search and due diligence, GAR has partnered with well-known retirement industry providers to offer the GAR Retirement Solution, a 401K powered by TAG Resources.
- The TAG Retirement Program | 401(k) Aggregated Solution is based on sound structural elements that have been reviewed and successfully tested based on the fiduciary responsibilities specified in the law and regulations, from the Internal Revenue Service (IRS), the Department of Labor (DOL), Employee Retirement Income Security Act (ERISA), and other government agencies.
- With the TAG Retirement Program, brokers outsource the functions and liability of the retirement plan administration. TAG becomes each employer's Retirement Plan Support Team in action and accountability. TAG eliminates a majority of your plan administration burden, allowing you to focus on your business.
- For brokers who want more information on this program, please visit the GAR website and under the Find tab on the home page, click on Member Resources, and then click on the logo that reads "Georgia Realtors 401K".

REALTOR® License Plates

- In January 2020, GAR will mark our 100-year anniversary!
- We have a variety of celebrations and promotions being planned to commemorate this remarkable milestone, and we want to take the opportunity to show all of Georgia what we have done for homeownership and property rights over the last century.

- Leading up to our anniversary, we would like for the Realtor R to be more visible than ever. So we are asking our members to consider purchasing a Realtor license plate when it comes time to renew your car tag in the coming year.
- We want to have as many Realtors on the Road as possible in 2020, so that when we educate the public on our accomplishments on behalf of home owners and property owners, they will see that you are a part of a century of service.
- Our outreach efforts will directly benefit those who make themselves visible as a member of the Georgia Realtors.
- For more information on how to acquire the license tag, visit the GAR web site and under the Member Center tab, click on Benefits of Membership and then click on REALTOR® License Plate.

GAR Mobile Alerts

- Stay informed of the latest news with GAR by signing up for our mobile alerts!
- Simply text "Realtor1920" to 51660 and you're set!
- We limit text messaging only to important topics such as conference registration deadlines, agent safety alerts, GAR contract forms updates, and Georgia Legislative Calls for Action, and will send no more than 4 text per month.

GAR Licensee Scholarships

- Did you know that GAR distributed more than 300 scholarships to real estate practitioners in 2018?
- The GAR scholarship program is available to assist people in the real estate field who have completed a real estate related designation/certification course that leads towards earning a nationally recognized designation or certification eligible for scholarships.
- Once you pay for and complete an approved course, you'll complete an online application, upload your receipt for the class and proof of completion to the scholarship program for reimbursement.
- You may apply for one scholarship per calendar year.
- Scholarship amount vary, but typically cover between 30-70% of the cost of the course!
- GAR offers both classroom and online CE and designation/certification courses. Be sure to check out garealtor.com to find education offerings in your area or online.
- Visit the GAR Web site to learn more about applying for a Scholarship.

GAR Member Discounts

- Did you know that GAR offers exclusive discounts for members on a variety of products and services?
- From office supplies, to travel discounts, to auto insurance, to E&O insurance and much more, if you have not checked out these unique benefits, then you could be missing out on substantial savings!
- Visit the GAR web site – www.garealtor.com – and under the Member Center tab on the home page, click on Benefits of Membership and then click on Member Discounts.

GAR Legal Helpline

- The GAR Legal Helpline is a member benefit that was established to assist Georgia REALTORS® with their questions regarding contract forms, license law, ethics, and arbitration.

- Additionally, members may inquire about basic real estate-related legal questions that do not require extensive research.
- Please note that the purpose of the Helpline is not to draft contracts or special stipulations, write opinion letters or negotiate with other REALTORS® or parties.
- Your questions are sent to Weissman, which is the law firm of GAR's longtime general counsel, Seth Weissman.
- Depending on volume, users can typically expect an answer to their question within 24 hours.
- Visit the GAR web site for additional directions on using the Legal Helpline, or to access the Helpline today

Join Us on Social Media!

- GAR is present on the following social media channels: Facebook, YouTube, Twitter, LinkedIn, and Instagram.
- Our most up-to-date information is shared through these channels. Follow us today and receive all of GAR's news as it happens.