



# OPENING DOORS FOR REALTORS®



## DOORS AT THE CAPITOL:

solving political problems  
before they become your  
business problems

## DOORS OF THE CLASSROOM:

providing relevant education  
when you need it and  
how you want it

## DOORS TO PROFESSIONALISM:

supplying legal support,  
forms, and market data  
to keep you current

INDIANA ASSOCIATION OF REALTORS® - WE'RE IN BUSINESS TO HELP *YOUR* BUSINESS.

[www.indianarealtors.com](http://www.indianarealtors.com)

# HOW DOES IAR HELP YOUR BUSINESS?



## FORMS

IAR attorneys draft them to protect you and your transactions. Members review them to keep current with the market. They're statewide to cross board and listing service lines. Think of the time and money you save by not having to consult an attorney for each move during a transaction. Plus, they're secure and familiar.



## ZIPFORM® MOBILE AND DIGITAL INK®

IAR enhances your forms access with these two products that keep you on-the-go, save time, and help meet client demands.



## CORELOGIC® REALIST®

This IAR-provided product integrates public records into listing services, allowing you to be the local market expert in a more efficient way (i.e., no more calls or visits to the county courthouse).



## LOBBYISTS

Fulltime IAR lobbyists defend your profession, clients, and communities with state legislators and agencies. They also provide counsel to local associations in doing the same with city and county governments. We work hard to solve political problems before they become your business problems.



## RPAC AND REALTORS® DEFENSE FUND

Important tools in our lobbyists' toolbox to put real estate-friendly candidates into office and once there, to help them enact real estate-friendly policy. An ounce of prevention is worth a pound of cure. That's RPAC. But we still should have the cure just in case. That's the Defense Fund.



## LEGAL PUBLICATIONS

IAR attorneys write regular articles to keep you up-to-date on license law, Indiana Real Estate Commission sanctions, and state and national court cases impacting the industry. Current and compliant is their goal for our members.



## LEGAL HOTLINE

Your Managing Broker, and you if you're a designated agent, have unlimited, toll-free access to an IAR attorney. Attorney fees are generally \$200+ an hour. The Legal Hotline saves you money and reduces your risk. There are times the answer is, call an attorney, because we can't get involved in litigation. But guidance and peace of mind are valuable on their own.



## INDIANA REAL ESTATE MARKETS REPORT

IAR partners with 8 different listing services to publish state and county housing data. This monthly report tells the true (and good) story of housing in Indiana. It's important to the media, but it's also important to our lobbyists. They use it to promote economic development and preserve private property rights. You can use the report to do the same with local governments and community organizations.



## PROFESSIONAL STANDARDS ADMINISTRATION

Our legal department runs a statewide program (excluding MIBOR) to raise the bar on professionalism within the membership. This is a common request in member surveys. And it reduces the duplication of services within the three-tiered REALTOR® organization.

The program includes free mediation for member vs. member disputes. The goal of mediation is to achieve a voluntary and mutual resolution. In other words, it keeps the parties out of court & generally preserves relationships. Mediation is also much cheaper and faster than arbitration or litigation.



## INDIANA REALTORS® LEADERSHIP ACADEMY

Our academy helps identify emerging leaders from local associations, trains and motivates them to exert a positive influence on the future of the three-tiered REALTOR® organization, your profession, and the real estate industry at-large.



## RECP

IAR's school develops its courses with the help of IAR attorneys and industry experts whose focus is on Indiana. Our attorneys spend their days listening to REALTORS® via the Legal Hotline. They know what's going on in local markets. They also work with IAR lobbyists to fix REALTOR® concerns legislatively and to know what's coming down the pike. This relationship positions RECP to provide the most timely and relevant education out there.



## LEGISLATIVE AND LEADERSHIP CONFERENCES

These statewide networking opportunities also demonstrate strength and unity to legislators, bring together local associations to further member service, and fulfills an NAR Core Standard requirement (i.e., lets your local focus on other things).

# IAR CONTACTS

## LEGAL HOTLINE

IAR attorneys are available to Managing Broker members and their designated agents:

Monday – Friday  
9am – 5pm ET

**1-800-444-5472**

## SOCIAL MEDIA



@indianarealtors



@indianarealtors



@indianarealtors

## RECP OFFICE

RECP office hours are:

Monday – Friday  
9am – 5pm ET

**1-800-742-4067 | [info@recp.org](mailto:info@recp.org)**

## OFFICERS



**Roger Lundy**  
2021 President  
*Indianapolis*



**Lynn Wheeler**  
2021 Treasurer  
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**Andy Rudolph**  
2021 President-elect  
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Immediate  
Past President  
*Terre Haute*



**Karl Berron**  
IAR CEO

## IAR OFFICE

IAR office hours are:

Monday – Friday  
8:30am – 5pm ET

**1-800-284-0084 | [indianarealtors.com](http://indianarealtors.com)**