



## **Mission Statement**

*The mission of the Western Upstate Association of REALTORS® is to deliver to our members beneficial services, education, and opportunities designed to promote member success, a high degree of professionalism, ethical behavior, and community involvement.*

***It pays to belong. . .***

Western Upstate Association of REALTORS® Inc.

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## **Class Rules**

1. Please turn off your cell phones. No text messaging during the program.
2. Restrooms are located in the back hallway.
3. Coffee and water are available in the kitchen. We will provide refreshments throughout the day.
4. Please smoke in the designated area located outside at the back of the building.
5. At the end of the class, you will take the REALTOR® pledge and receive your pin.
6. You should have already received your NRDS identification number. If you have not, please speak to Courtney about this before you leave today.
7. Have fun and let us know if we can assist you in any way.

## Congratulations. . .

On your decision to pursue one of the most interesting and challenging careers available today and to affiliate with a group that can help you become a professional in this field.

On behalf of the members of the Western Upstate Association of REALTORS® Inc. and the Western Upstate Multiple Listing Service Inc., it is my pleasure to welcome you to New Member Orientation.

This manual has been prepared especially for this course. Hopefully it will be helpful in preparing you for a successful career in real estate. Please take time to study it carefully and keep it as a future source of reference.

Joining our Association provides you with advantages and services that are not available to non-member licensees. We encourage you to utilize the services of the Western Upstate Association of REALTORS® and those of the Western Upstate Multiple Listing Service. Our objective is to help our members achieve the career goals they desire.

We also encourage you to get involved. Become an active voice in your Association and your industry. What you give of yourself will be returned time and time again.

We look forward to welcoming you into our Association as a new member.

Sincerely,

*Peggy Hill*

Peggy Hill

President and CEO

Western Upstate Association of REALTORS® Inc.

Western Upstate Multiple Listing Service Inc.

## **A Brief History**

The Western Upstate Association of REALTORS® is a trade association which was chartered in 1946. The Western Upstate Multiple Listing Service was subsequently formed in 1978. Both organizations are comprised of REALTORS® and other professionals in related industries united in purpose and dedicated to providing knowledgeable and ethical real estate services to consumers and fellow REALTORS®.

Our current membership is stable at around 1600 REALTOR® members.

## **The Objectives of Our Association Are:**

- To encourage and foster high ethical standards in our profession.
- To take an active interest in the welfare of the community.
- To develop service as the basis of worthy enterprise.
- To exchange ideas, business methods and transactions with other REALTORS®.
- To oppose harmful legislation and to strive for legislation beneficial to real estate.

## **Your Obligations Are:**

- To attend meetings regularly and do your part when called upon.
- To observe and conduct your business in accordance with the rules and bylaws of this association, the code of ethics of the National Association of REALTORS®, and the real estate license laws of South Carolina.
- To pay your dues promptly.
- To be warmhearted, broad-minded, fair-minded, and to always remember that he/she who serves best profits most.
- To be steadfast in upholding the creed of the REALTORS®, which is the Golden Rule: “Do unto others as you would have others do unto you.”

# The Benefits of Membership

**Continuing Education** – Held locally, these courses help you meet your license renewal requirements. We offer courses throughout the year for our members at a discounted price. We also offer free educational programs throughout the year that focus on topics of interest for today's REALTOR® through our "Thirsty Thursday" track.

Our Director of Education, Dianna Brouters, is a national award-winning instructor and course author.

We have both continuing education and professional development courses available both live and online. We offer non-credit free classes throughout the year to assist agents and brokers in attaining real estate success, focusing on topics such as business planning, marketing and professional development.

**Ethics Enforcement, Arbitration, and Mediation and the Ombudsman Program** – Open to all members as a method of resolving conflicts. Mediation and the Ombudsman Program are a major tool in resolving disputes and are offered on-site free of charge to members. Ethics enforcement and arbitration is offered to members through our partnership with the State Association.

**Forms** – As a member of the South Carolina Association of REALTORS®, you have access to forms through Zipforms. They are completely editable and provide you with the most up-to-date base documents and addendums. Digital Ink is also a free service from your State Association.

**Local Association Web site** – This resource features all our MLS listings, helpful links, important documents, archived communications, course registrations, and more.

Our staff is committed to effectively communicating with the membership. To that end, we provide a weekly online President's message to keep members informed on timely topics and upcoming events.

**Multiple Listing Service** – This is a separate service with all the necessary tools and training to better serve your clients and customers.

Our MLS is a Web-based system accessible from an Internet-enabled device with access to thousands of active listings in the Western Upstate area. Complete statistical analysis applications are available, allowing access to more than 60,000 sold listings.

We provide property tax information through the Court House Retrieval System.

Listings in our MLS are syndicated and are automatically sent to more than 80 Web sites, including Google, AOL, Yahoo, Zillow and Realtor.com. With a full-time MLS director on staff, your computer issues can be addressed in a timely manner.

Technical assistance on a variety of topics is also provided by the TechHelpline, a member benefit of the South Carolina Association.

**Legal and Legislative**– The State Association offers a legal hotline for members that answers questions regarding matters REALTORS® face in today's real estate industry.

Our association works hard to provide a strong voice for our members on a local, state and national level. Our members often actively participate in the legislative process and we keep members informed on local issues. Through RPAC, members have a strong voice and are instrumental in the political process. Each year, we provide opportunities to meet with legislators at RPAC functions.

**Administrative Support**--Our full-time professional staff is available to meet the needs of our members in every way. Throughout the year, we provide broker updates and office policy development assistance to our members. Both our conference room and training room are available to broker members.