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APPLICATION FOR BUSINESS PARTNER MEMBERSHIP

The Hernando County Association of REALTORS® (HCAR) invites local businessmen and businesswomen who are affiliated with or interested in the real estate industry to become HCAR Affiliate Members.

I hereby apply for Affiliate membership in the Hernando County Association of REALTORS® (HCAR). I agree to abide by the Rules and Regulations of the HCAR. I understand that the completed application will be subject to approval by the Board of Directors. Upon approval my name will be placed on the Associations mail list, will appear in the monthly newsletter, and I will be able to avail myself of any of the benefits listed on the attached sheet.

Affiliate Membership does not entitle me to use the word "REALTOR®", which is copyrighted and reserved for those members holding active real estate licenses, and who hold REALTOR® membership with the National Association of REALTORS®. You may include on your business cards "Affiliate Member of the Hernando County Association of REALTORS®". Affiliate members may not vote in elections.

Type of Membership: Individual (complete contact and company information sections below)

Company (see instructions below)

Instructions: Company membership includes one Primary Membership and up to three Secondary Memberships. The Primary Member, who is responsible for appointing Secondary Members to represent the Company and to notify HCAR of any changes in membership or contact information, should be listed in the Contact Information. Secondary Members should be listed on the 3rd page of this application. If your company has more than one office, please complete an Affiliate Member Application Addendum form for each branch or office and attach to this application.

Annual Dues Renewal \$300

Dues will be pro-rated quarterly for **NEW members only**

Jan-March	\$300
April-June	\$225
July-Sept.	\$150
Oct.-Dec.	\$375 (\$75 last quarter plus \$300 Annual renewal for the next year)

PRIMARY MEMBERSHIP CONTACT INFORMATION

Last Name _____ First Name _____ MI _____

Home
Address _____

City _____ State _____ Zip _____

Home Phone (____) _____ Home Fax (____) _____

Cell Phone (____) _____ E-mail _____

Please send my mail to my Home Office

License #: _____ (if applicable e.g.- home inspectors, appraisers, etc.)

COMPANY INFORMATION

Office Name

Office Address

City _____ State _____ Zip _____

Office Mailing
Address _____
(Include address, city, state, and zip if different from above)

Office Phone (____) _____ Office Fax (____) _____

Website

Type of business

(examples: lender, title company, home inspector)

SECONDARY MEMBER INFORMATION

1, Last Name _____ First Name _____ MI _____
Home Address _____

City _____ State _____ Zip _____

Home Phone (____) _____ HomeFax (____) _____

Cell Phone (____) _____ Email _____

Please send my mail to my Home Office

2. Last Name _____ First Name _____ MI _____
Home Address _____

City _____ State _____ Zip _____

Home Phone (____) _____ Home Fax (____) _____

Cell Phone (____) _____ E-mail _____

Please send my mail to my Home Office

3. Last Name _____ First Name _____ MI _____
Home Address _____

City _____ State _____ Zip _____

Home Phone (____) _____ Home Fax (____) _____

Cell Phone (____) _____ E-mail _____

SIGNATURE

I understand that I am not, nor is my company, eligible for Business Partner membership in HCAR if I, or any member of my company, holds an active real estate license issued by the State of Florida if such license is used for other than actions which are incidental to the business' main purpose.

I hereby certify the foregoing information furnished by me is true and correct, and I agree that failure to provide complete and accurate information as requested, or any misstatement of fact, shall be grounds for revocation of my membership if granted.

I acknowledge that dues and fees are non-refundable and not Pro-Rated.

Signature of Applicant

Date of Signature

Print Name



Patronize Our Business Partners!

Consider the Chain

To be "affiliated with" means to be "closely associated with another, typically in a dependent position." the Hernando County Association of Realtors depends on their Affiliate Business Partner members and vice versa. Realtor members and Affiliate Business Partner members combined form our industry as a whole. We are each a link in the whole. We are each a link in the chain that comprises the path our clients will take to homeownership. Our clients depend on us to help them to attain the American dream—owning their own home and the land it sits on.

So who are the players, the links in the chain? Who should our clients be thanking on moving day? The answer, of course, is all of us. We all play an important role. Let's start with the mortgage affiliates business partners. Financing, of course, is crucial. A loan approval allows the chain to continue. Without it the chain breaks. No further action will be necessary. The realtor is the primary player in terms of finding the perfect home for our client, sometimes a monumental task.

Then there are our home inspector affiliate business partners who are also very important. They must provide an accurate, impartial report on the condition of the subject home. This report helps the buyer decide if this is the right house for them and whether or not the chain will continue. After the house passes the buyer's home inspection, our wonderful cooling, heating, plumbing and home repair affiliates get their chance to shine. If the seller needs to employ the services of these affiliates, they must often work on short notice and make sure their work fixes the problem. Otherwise, the chain breaks here.

Another affiliate business partner that is usually called on short notice is the pest inspector. Without this timely report, loan officers cannot get a clear to close especially when an FHA mortgage is involved. Remember, the clear to close, hence, the closing is the final goal. Without the pest

Listing agents depend on appraisers and affiliates to support the value the seller is expecting and lenders rely on them to provide an accurate and timely report—often the appraisal is the very last condition needed for a clear to close from the underwriter (the closing, again, being our ultimate goal).

Speaking of the closing, title company affiliate business partner members work miracles every day. They work behind the scenes to make sure no one will come out of the woodwork later on with a claim on the subject property. Without clear title, the chain is broken. Among other tasks, they also work the HUD-1 and perform the closing - our ultimate goal. Without closers the chain is not complete.

Our insurance company affiliate business partners are always there too. This link must be strong to provide our clients with the coverage required by the lender. They too work on short notice, positioned towards the end of the transaction, but without proper coverage the chain can't continue. No closing will take place.

Although these next affiliate business partners enter the picture after the closing, our movers provide a valuable link. After all, without movers, people would not be buying and selling houses and our entire industry would not exist. Think about that!

Finally, last but certainly not least, there are our media affiliate business partners. They are not only an important link in the chain, but actually give it shape. The media shapes our buyers' and sellers' perceptions by informing and educating. They announce interest rates, advertise open houses, report on new industry trends, highlight new upcoming neighborhoods, etc. Without the media, our industry would not be strong.

This article started with a definition of affiliate; there's another one: to affiliate oneself means to connect or associate oneself; combine. We all combine our efforts to get the job done, to get the deal closed. In essence, we combine and depend on each other! Thank you Realtors and Affiliate Business Partners!

Hernando County Association of REALTORS®

AFFILIATE BUSINESS PARTNER MEMBERSHIP BENEFITS

- *Recognition: Simply being able to say “I am a Business Partner member of the Association” gives you immediate recognition to our members. Business Partner members are entitled to all privileges, except to vote or hold elective offices.*
- *Networking Opportunities: Business Partner members are invited to attend all HCAR functions (excluding Grievance and Professional Standards hearings and REALTOR® Roundtables).*
- *Serve on committees such as Education, Events, Public Relations*
- *“Realtor News” newsletter: The newsletter will be emailed to each Business Partner member, provided we have a current email address at all times. It is also available on the Board Website: www.hernandorealtors.com.*
- *List of all current/active Partners on the Board website with their website address if available.*
- *Free Member Rosters: Includes Realtor® business address and/or email addresses upon request.*
- *Active Keys or EKey: Appraisers, Pest Inspectors, and Home Inspectors, are eligible to lease a keypad from the Association to gain access to homes through the lockbox to perform their duties. As with REALTOR® members, the key is issued to the individual, not the Firm.*
- *Business Partner Spring Trade Show: held at the Association*
- *Business Partner Trade Show: Each year the Business Partners have a mini trade show to thank the REALTOR® members for their support. They have complete control over the entire function.*
- *Sponsorship Opportunities: Business Partner members are offered a wide variety of sponsorship opportunities to fit their market plan and budget.*
- *Volunteer Opportunities: Get involved in the Association! Get to know the members on a more personal level. Business Partners are encouraged to volunteer on committees, work groups, and task forces. There’s nothing like working shoulder to shoulder with someone on a project to get noticed.*
- *HCAR Affiliate Logo: Use of the HCAR Affiliate logo for use on letterhead, business cards, etc.*

Patronize our Affiliate Business Partners!

Please attach payment for dues and fees.

APPLICATION FOR BUSINESS PARTNER MEMBERSHIP

Credit Card Payment Authorization

Dues and fees are NON-REFUNDABLE and DO NOT PRO-RATE

Please see the dues schedule or consult the HCAR Member Services staff for current dues.
If you are faxing or mailing your application and wish to pay by credit card, please complete the information below.

Do not complete this form if you will deliver your application to HCAR in person or are paying by cash or check.

Credit Card No. _____ Exp. Date _____

Name on card _____

Address where Credit Card Statement is mailed: _____

City: _____ State: _____ Zip: _____

Amount to charge \$ _____

Authorized signature _____