



2,100 PROPERTY
MANAGERS ARE
USING A
secret weapon
TO GET AHEAD.


SOME OF THEM WANTED
TO SHARE IT WITH YOU...

JANUARY 1, 1994
National Association of REALTORS® forms the Property Management Section in response to REALTOR® demand for specialized services and information in this rapidly expanding segment of the real estate profession.

PURPOSE
 To provide up-to-date information, business-building resources, and invaluable networking opportunities to all property managers—big and small, new-to-the-field, or seasoned professionals.

A DEPENDABLE RESOURCE FOR HARD-TO-FIND INFORMATION.

You know the information you need is out there — the challenge is finding it when you need it. Section membership offers you a direct pipeline to NAR's wealth of information. A quick phone call taps you into NAR's comprehensive library, custom research services, and discounts on IREM publications. Our Fax-On-Demand service puts information at your fingertips—instantly. And, you'll soon have access to NAR's vast information resources electronically with REALTOR® Link, a new on-line computer service.



“ I don't have time to keep up with all the changes in legislation affecting property management, so I really appreciate the updates in our newsletters. Thanks for your help! The support of the Property Management Section gives you the confidence to do more.”

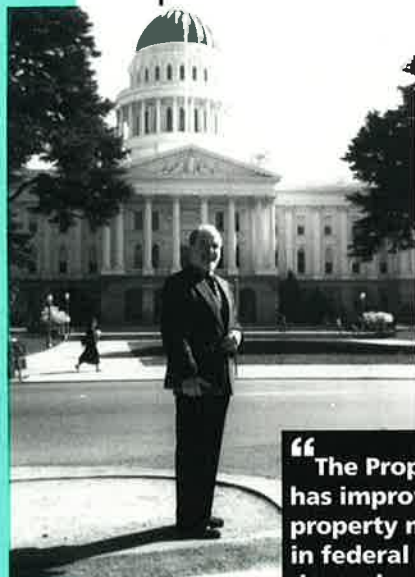
Carolanne Mahan, Mahan Enterprises, Tulsa, Oklahoma



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SECTION MEMBERSHIP HELPS YOU G

ACCESS TO LEGAL AND REGULATORY INFORMATION.



Do the demands of your job make it hard to keep up with new legal issues and regulatory changes? The Section's newsletter keeps you posted on emerging state and federal regulatory issues – from tenant laws to fair housing – and keeps you informed with in-depth articles on timely legislative topics. Stay on top of the news that affects you and your clients.

“ The Property Management Section has improved the professionalism of property managers. With the changes in federal regulations, our survival depends on having current and accurate information.”
 Bill Horne, Horne Management, Sacramento, California



AN ACTIVE REFERRAL BASE.

With the Section's Annual Membership Directory, the opportunity to expand your referral base is as close as your fingertips. Whether you're seeking referrals in Missouri or Montana, California or Connecticut, you'll join an active referral network of more than 2,000 property managers.

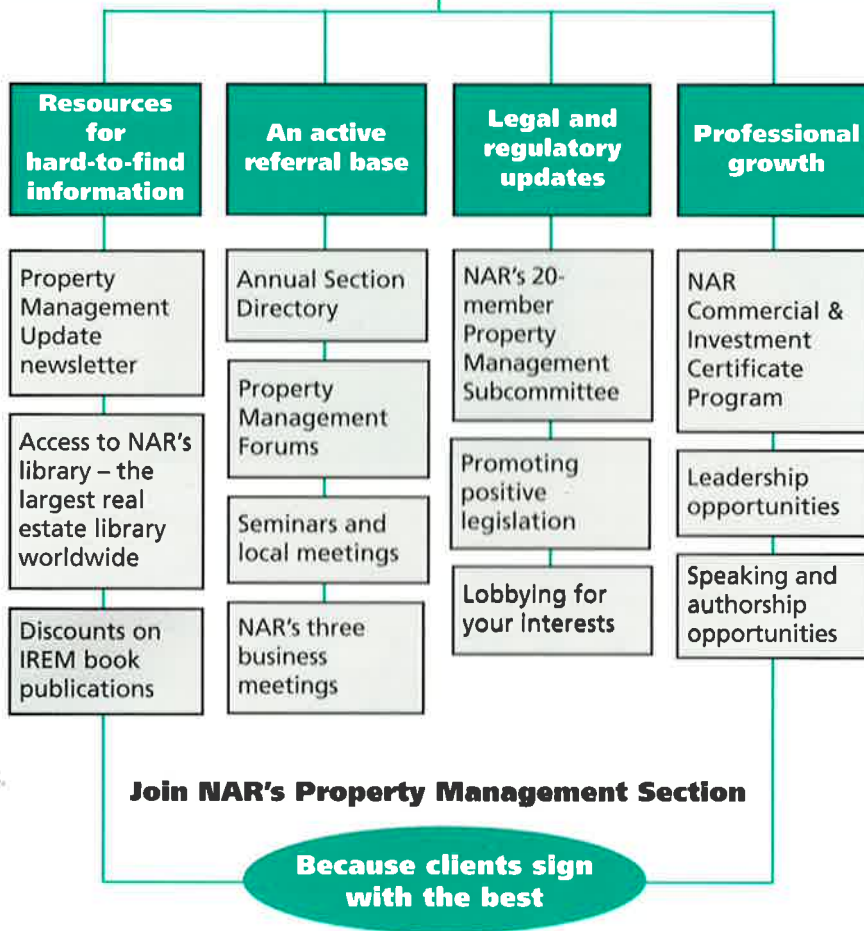


“ I feel more confident referring to other property managers listed in the directory...I know they are as committed to the profession as I am.”
 Nancy Ross, TRG Property Management, Santa Cruz, California



President Bill Clinton addresses the National Association of REALTORS® at the Annual Convention.

Our secret weapon has 4 advantages and you'll get them all with section membership.



TELL US ABOUT YOURSELF!

How long have you been involved in property management?

- Just interested in property management
- Less than 1 year
- 1-4 years
- 5-9 years
- 10 years or more

Highest level of education completed:

- High School
- Some College
- Bachelor's Degree
- Graduate Work or More

How much of your income is derived from property management?

- 10% or less
- 11-25%
- 26-50%
- 51-74%
- 75-100%

Your REALTOR® affiliations: (check all that apply)

- IREM
- RLI
- SIOR
- ASREC
- CIREI
- RNMI
- WCR
- None

Your REALTOR® designations (check all that apply):

- GRI
- CRB
- GAA
- RAA
- CCIM
- CIPS
- CPM
- SIOR
- AIC
- AMO
- LTG
- CRS
- CRE
- ARM

Besides property management, what other types of real estate activity are you involved in? (check all that apply)

- Development
- Office Sales
- R.E. Counseling
- Retail Sales
- Appraisal
- Residential Sales
- Group Investment
- Multi-Family Sales
- Exchanging
- Buyer Brokerage
- Business Opportunity Brokerage
- Other: