



Benefits of Membership

GBBR is your trade association comprised of 5,000+ real estate professionals serving the Baltimore metropolitan area. We have helped shape the local real estate industry and the development of healthy communities for more than 165 years.

As a member of GBBR, you are automatically a member of the National Association of REALTORS® (NAR) and the Maryland Association of REALTORS®. This combined membership power gives you access to a plethora of discounts and special offers on products and services designed to serve the needs of real estate professionals, as access to communications, resources, and marketing materials that can be tailored to fit your needs. At GBBR, your success is our success!

Credentials

- GBBR works in neighborhoods across the metropolitan region to **promote the professionalism of our members** and highlight the valuable services and specialized knowledge that REALTORS® and our Affiliate members bring to a real estate transaction.
- Members of GBBR agree to abide by the NAR Code of Conduct and execute real estate transactions with a high standard of practice, building trust in our community. It is your dues dollars that enable GBBR to be an **effective advocate** on your behalf and to provide the elements you need to grow and ensure success for your business.

Why We are Different

- **GBBR works constantly to advocate for our members.** We proactively secured an arrangement with Lone Wolf technologies last year, to seamlessly replace **free** access to your electronic forms platform, when the previous arrangement established by NAR with zipForm® concluded. We work with Bright MLS and RBI, Inc. to provide members with **FREE** access to SmartCharts Pro, so our members could market their business, better. During the latest Maryland legislative session, GBBR supported Senate Bill 651-- the Anthony Moorman Act-- at a priority level five (the highest designation) which requires deposit money to be returned within 30 days automatically from the broker to the purchaser, if the transaction has been terminated under certain circumstances. The bill passed and simplifies the process for returning the Earnest Money Deposit back to the buyer when a contract is terminated.
- GBBR sponsors a Legislative/Legal Hotline available to members as a **free** service by phone on Tuesday mornings, or anytime via email. Members can make an **UNLIMITED** number of calls for this service!
- As a **free** service to our members, we have GBBR staff at our office to assist with SentiLock support-- configuring replacement and transferred lockboxes, troubleshooting reciprocity in neighboring associations, and the like. SentiLock brand lockboxes and replacement batteries are also in stock and for sale at the front desk.
- GBBR has a **full-service** staff that is knowledgeable, professional and committed to providing GBBR members with the best possible experience. We can assist in finding ways your membership can work best for you, and we welcome new ideas in that realm, too!

Continuing Education

- Members can take more than 25 no-cost CE courses throughout the year, including all 15 credit hours/topics required by the Maryland Real Estate Commission for license renewal, during GBBR's regular CE offerings calendar. Additionally, GBBR features a **no-cost** CE courses at a selection of regional destinations --in your neighborhoods!-- as part of our GBBR CE Roadshow. We also host a sampling of online, on-demand courses, to deliver options to those members who prefer distance-learning.
- Member Appreciation Week in June each year offers **discounted** and **free** CE throughout the week, and in October, REALTOR® Fair attendees can receive up to 7.5 hours of CE for one price, in one location, throughout the day. GBBR's Young Professionals Network (YPN) hosts no-cost professional enhancement seminars, in a variety of topics designed to meet the latest trends.

Tools

- Members are allotted access to SmartCharts Pro, a dynamic statistical marketing tool featuring local market reports to share with clients, covering 73 GBBR zip codes and over 477 subdivisions (data updated every 15 minutes!) — for **free**.
- GBBR Members are secured a substantially **discounted** subscription to Bright MLS, the region's largest and most technologically advanced MLS. Online interactive forms through providers like Lone Wolf Technologies, save time and offer efficiency for transactions, and are either **free** or **discounted** for members.
- Our office includes a REALTOR® Store that offers member-only **discounts** and monthly sales on a variety of business related merchandise, including sign riders, real estate calculators, brochure displays, settlement gifts and so much more! Membership also creates access to a variety of business products and publications offered by the National Association of REALTORS®, and Maryland REALTORS®.



Advocacy

- GBBR's legislative team works year 'round to review, identify and act upon potential legislation that is onerous to our members' ability to do business, or bills that may negatively affect private property rights. Our REALTORS® Political Action Committee (RPAC) proactively educates and supports elected officials at the county, city and state levels so that they understand the **significant role that our members** play in maintaining a sustainable real estate market, and how important real estate is to preserving the economic health of the region.

Networking

- Our popular Networking Events include a slate of business casual happy hour evenings held throughout the year at local pubs and restaurants, designed for informal business networking. Entry is **free** to GBBR members.
- Member Appreciation Week draws hundreds of attendees, and we offer a fun variety of activities for our members to enjoy. There's always **free** and **discounted** CE courses, **free** unlimited on-site document shredding, contests, prizes, drawings and tasty treats that week, too!
- In October of each year, more than 700 attendees flock to our annual REALTOR® Fair to browse exhibition booths, take CE, and mingle with new and familiar faces. We're committed to keeping the event local and affordable, so you can fit it into your week, and still do business. It's a one-stop, one-shop, one-day of unsurpassed networking opportunities!

Participation

- GBBR maintains approximately a dozen or so standing committees each year, that help govern and guide the innovations of member service and the future of our organization. **GBBR Members are encouraged to actively participate** in our association through these committees, some of which have open enrollment throughout the year.

Membership Benefits including free and discounted offerings contained herein represent a value of at least \$2,700, which is about 9 times the cost of our annual local membership dues... truly a sound investment in your business experience!

We invite you to engage and use your membership to your best benefit!

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