

# SANTA FE ASSOCIATION OF REALTORS®



## APPLICATION FOR AFFILIATE I MEMBERSHIP

(PLEASE COMPLETE ALL FIELDS)

First Name \_\_\_\_\_ Middle Name \_\_\_\_\_

Last Name \_\_\_\_\_ Suffix (Jr, III, Sr, etc.) \_\_\_\_\_

Nickname (DBA) \_\_\_\_\_

Office Name: \_\_\_\_\_

Office Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Office Phone: \_\_\_\_\_ Office Ext: \_\_\_\_\_ Fax: \_\_\_\_\_

Direct Line: \_\_\_\_\_ on roster Yes or No

Date of Birth \_\_\_\_\_

Home Address Street: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Home Phone: \_\_\_\_\_ on roster Y or N

Personal Fax: \_\_\_\_\_ on roster Y or N

Cell Phone: \_\_\_\_\_ Cell Phone 2: \_\_\_\_\_

Email Address: \_\_\_\_\_

Web Page Address: \_\_\_\_\_

Are you a Licensed Real Estate Agent? Y \_\_\_\_\_ N \_\_\_\_\_

License # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Please list any other licenses you may hold:

\_\_\_\_\_

SFAR Membership Applications; please complete and return to [leslie@sfar.com](mailto:leslie@sfar.com). Thank you

# SANTA FE ASSOCIATION OF REALTORS

# 2022

## DUES & FEES PRORATION SCHEDULE

2022	LOCAL				STATE NATIONAL		STATE NEW MEMBER		STATE NATIONAL MAND ASSMT		SFAR APP FEE		SINGLE MEMBER TOTAL		NEW OFFICE		STATE REINSTATE FEE		VOLUNTARY CONTRIBUTIONS		
	DUES	FEES	DUES	DUES	DUES	DUES	MEMBER	MAND	MAND	ASSMT	ASSMT	FEE	MEMBER	TOTAL	OFFICE	NEW	REINSTATE	FEE	MLS ONLY	RPAC HOUSING SERVICES	AFFORD COMMUNITY SERVICES
JAN	345.00	373.03	275.00	150.00	50.00	10.00	35.00	175.00	1,413.03	2,078.70	100.00	562.80	20.00	15.00				189.77	50.00	20.00	15.00
FEB	316.25	341.98	252.08	137.50	50.00	10.00	35.00	175.00	1,317.81	1,983.48	100.00	531.75	20.00	15.00					50.00	20.00	15.00
MAR	287.50	310.89	229.17	125.00	50.00	10.00	35.00	175.00	1,222.56	1,888.23	100.00	500.66	20.00	15.00					50.00	20.00	15.00
APRIL	258.75	279.80	206.25	112.50	50.00	10.00	35.00	175.00	1,127.30	1,792.97	100.00	469.57	20.00	15.00					50.00	20.00	15.00
MAY	230.00	248.71	183.33	100.00	50.00	10.00	35.00	175.00	1,032.04	1,697.71	100.00	438.48	20.00	15.00					50.00	20.00	15.00
JUNE	201.25	217.62	160.42	87.50	50.00	10.00	35.00	175.00	936.79	1,602.46	100.00	407.39	20.00	15.00					50.00	20.00	15.00
JULY	172.50	186.54	137.50	75.00	50.00	10.00	35.00	175.00	841.54	1,507.21	100.00	376.31	20.00	15.00					50.00	20.00	15.00
AUG	143.75	155.45	114.58	62.50	50.00	10.00	35.00	175.00	746.28	1,411.95	100.00	345.22	20.00	15.00					50.00	20.00	15.00
SEPT	115.00	124.36	91.67	50.00	50.00	10.00	35.00	175.00	651.03	1,316.70	100.00	314.13	20.00	15.00					50.00	20.00	15.00
OCT	86.25	93.27	68.75	37.50	50.00	10.00	35.00	175.00	555.77	1,221.44	100.00	283.04	20.00	15.00					50.00	20.00	15.00
NOV	57.50	62.18	45.83	25.00	50.00	10.00	35.00	175.00	460.51	1,126.18	100.00	251.95	20.00	15.00					50.00	20.00	15.00
DEC	28.75	31.09	22.92	12.50	50.00	10.00	35.00	175.00	365.26	1,030.93	100.00	220.86	20.00	15.00					50.00	20.00	15.00

### NEW OFFICE

SFAR	300.00
STATE	100.00
MLS	265.67
<b>TOTAL</b>	<b>665.67</b>

### MLS ONLY

MLS APP	189.77
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## AFFILIATES

2022	AFF DUES	AFF APP	TOTAL
JAN	175.00	115.00	290.00
FEB	160.38	115.00	275.38
MAR	145.80	115.00	260.80
APRIL	131.22	115.00	246.22
MAY	116.64	115.00	231.64
JUNE	102.06	115.00	217.06
JULY	87.48	115.00	202.48
AUG	72.90	115.00	187.90
SEPT	58.32	115.00	173.32
OCT	43.74	115.00	158.74
NOV	29.16	115.00	144.16
DEC	14.58	115.00	129.58

Updated 09/28/2021

## AFFILIATE MEMBER BENEFITS

- Opportunity to sponsor Association Meetings
- Attendance at Association Meetings
- Opportunity to sponsor Continuing Education classes/ SFeS Designation Classes
- Attendance at educational and social events of the Association
- Opportunity to work with REALTORS® on committees
- Member rate for Continuing Education classes
- Access to Sold Information in the MLS
- Access to Association Newsletter
- Company and affiliate Information published on roster
- Ability to download email lists and labels
- Ability to join the SFAR Affiliates Committee
- Ability to display company brochures in SFAR classroom
- Company Listing in NAR Member Resource Guide
- Participate in All Affiliates Day

# SANTA FE ASSOCIATION OF REALTORS



## APPLICATION FOR A-TEAM MEMBERSHIP

(PLEASE COMPLETE ALL FIELDS)

First Name \_\_\_\_\_ Middle Name \_\_\_\_\_

Last Name \_\_\_\_\_ Suffix (Jr, 111, Sr, etc.) \_\_\_\_\_

Nickname (DBA) \_\_\_\_\_

Office Name: \_\_\_\_\_

Office Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Office Phone: \_\_\_\_\_ Ext: \_\_\_\_\_ Fax: \_\_\_\_\_

Direct Line: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Home Address Street: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Home Phone: \_\_\_\_\_

Personal Fax: \_\_\_\_\_

Cell Phone: \_\_\_\_\_ Cell Phone 2: \_\_\_\_\_

Email Address: \_\_\_\_\_

Web Page Address: \_\_\_\_\_

**The A-Team annual dues for 2022 \$350. Checks should be made payable to the SFAR A- Team.**

**The only accepted payment is via Check.**

A-Team Membership covers (2) employees within your organization. If you have multiple Branch Offices you would need to submit a separate application and membership fee. Each individual A-Team Member is required to have SFAR Affiliate or Affiliate II Membership to qualify for A-Team Membership and to participate in A-Team Events and Meetings.

If you have questions or need help with this application please contact the A-Team's Membership Chair, Stephen Gillespie at 505.231.4421 or the SFAR Liaison to the A-Team Adelmo M. Lopez – Customer Service Manager at 505.982.8385.

Thank you for your interest in joining the A-Team.



# Welcome to the A-Team

The A-Team is a group of **real estate-focused affiliates**, creating a proactive approach where like-minded individuals share best practices and ideas. We are Insurance Companies, Mortgage Brokers, Title & Escrow, Pest Control, Appraisers, Staging, Banks, etc. While networking with the Santa Fe Association of Realtors (SFAR), you will have the opportunity to get in front of Realtors often and share what sets you apart. The A-Team creates more face-time, so you can shine.

## TIME COMMITMENT

The A-Team meets the first Tuesday of each month for one hour to discuss upcoming events and introduce new ideas. Board Members may meet an extra hour a month to put the shared ideas into action for the following A-Team Monthly Meeting.

## NETWORKING OPPORTUNITIES

- **New Realtor Orientation** - Every year the SFAR schedules 2 orientations a year for brand new Realtors.
  - **Opportunity**- 30 seconds of time to spotlight you and your business. All A -Team Members are welcome. Based on the A-Team participation, you could have additional time.
  - **Preparation** - Business Cards/ Marketing Handouts / Bring one 6 pack of soda or water. Arrive 30 minutes prior to the class.
- **CONTINUED EDUCATION** -The A-Team offers FREE CLASSES to Realtors that count as their continuing education.
  - **Opportunity**- 30 seconds of time to spotlight you and your business. All A -Team Members are welcome. Based on the A-Team participation, you could have additional time.
  - **Preparation** - Business Cards / Marketing Handouts/ A- Team provides the meal / snacks/beverage.
- **Opportunity for Sponsoring** - A member of the SFAR provides the calendar of Realtor classes planned for the entire year. Sign up to Sponsor one of these classes. You will need to act fast and choose the classes you would prefer to sponsor within a day the list is made available. The classes are taken quickly.
  - **Opportunity**- 5 minutes of time to spotlight you and your business.
  - **Preparation** - Business Cards/Marketing Handouts and light meal. Suggestions would be sandwiches or pizza and a beverage.
- **Santa Fe Realtor Designation** -A one-year special series of classes focused on Santa Fe, from the history of Santa Fe to the economic development This class is considered a special designation and for this reason, the preparation should be matched.
  - **Opportunity**- 5 minutes of time to spotlight you and your business. **Available for A- Team only.**
  - **Preparation**- Depending on the time of the class, you will be responsible for bringing breakfast or lunch and a light snack. Consider planning 2 weeks prior to the class and ordering your meal 1 week prior to the class. Arrive 1 hour before the class begins to setup your presentation.
- **Planned A-Team Events**-A series of continuing education, co-sponsoring events, and social gathering hosted and funded by the A-Team.
  - **Opportunity**- Networking activity allowing you to mingle with Realtors and other Affiliates.
  - **Preparation** - Business cards/ Marketing Material and depending on the event, setup a table or tent Prepare a few weeks prior to the event and provide information that is valuable to Realtors and Affiliates.
- **A-Team Banner** -This banner includes all A-Team logos and is on display in the SFAR Training Center for the year. Your company logos are also included in several announcements. (logos need to be provided by January 31<sup>st</sup>)

# A - Team Board

**Chairperson: Stephen Gillespie**

(505) 231-4421 [stephen.gillespie.dvct@statefarm.com](mailto:stephen.gillespie.dvct@statefarm.com)

*Responsible for making sure that each meeting is planned and run effectively, is the liaison between the SFAR Board of Directors and the A-Team, helps and directs the committee chairs and is the spokesperson for the A-Team events.*

**Membership Chair: Lisa Sicre**

(505)916-6281 [Lisa.sicre@mottomortgage.com](mailto:Lisa.sicre@mottomortgage.com)

*Organizing the communication letters and phone calls to existing members for renewal, meeting with potential new members when interest is shown, and recruiting new members.*

**Events Chair: Rebecca Roybal**

(505) 820-1800 [rebeccar@swt-e.com](mailto:rebeccar@swt-e.com)

*Planning and organizing an event calendar for the year, executing the launch of each event, scheduling and picking up the food for the event.*

**Treasurer: Cheryl Warren**

(505) 984-1884 [cheryl@primatitle.com](mailto:cheryl@primatitle.com)

*Appointed to manage the financial contributions of the A-Team with financial responsibility.*

**Social Media:**

Post events and announcements to Social Media outlets.

