



**You are at the core of all that Mid-Shore does!  
And to remind you of what MSBR does for you:**

**To make it easier for you MSBR training is free or discounted.**

- Free continuing education classes saving the agent hundreds of dollars.
- In 2024, MSBR held 45 classes providing the agent numerous opportunities to fulfill their continuing education requirements.
- 1-hour training sessions on timely topics from specialists
  - \*AI for Real Estate
  - \*Tax Tips
  - \*Relator Property Resources RPR
  - \* Critical Area Updates
- Discounted on-line classes with The CE Shop. 25-50% savings for MSBR members only.
- Virtual CE classes saving travel time and in-person classes for those that enjoy that personal experience.
- Newsletter twice a month providing relevant and timely information, resources, and links.

**Advocacy - RPAC helps you defend and promote homeownership and your industry.**

We know agents do not have time to attend all the town and county council meetings. Nor do agents have the time to research all the local, state, and federal issues and regulations that affect your business.

- Mid-Shore provides a Government Affairs Director and has a Legislative Committee keeping agents informed of real estate related regulations.
- RPAC contributions make sure legislation happens for us instead of to us.
  - Example: REALTORS were considered essential workers during COVID-19 restrictions. This allowed the agents to show homes, hold closings and receive a commission.

**Personal Services for MSBR REALTORS.**

- MSBR has a dues lay-a-way program. Pay any amount at any time to off-set annual dues. If you decide not to renew, get back 100% of what you paid.
- SentiLock boxes are included in your annual SentiLock dues, saving you over \$125+ per lockbox.
- Full-time staff, with over 35 combined years of experience, five days a week to assist you and help you succeed.
- BRIGHT MLS fee is less for MSBR members: \$120 per quarter for members vs. \$174 per quarter for non-members.
- The Maryland real estate contract saves agents thousands of dollars. Imagine what you would have to pay an attorney to draft your contracts.
- Full SentiLock reciprocity with Coastal Assoc. plus New Castle , DE and partial reciprocity wit Kent and Sussex Counties, DE.
- Zip Forms and AuthentiSign is FREE to MSBR members.

- Member benefits offered by MSBR, NAR and Maryland REALTORS. (Car rentals, electronic equipment, health benefits, credit reports and so much more)
- The Board office in Easton can be reserved and used for closings, meetings, or as a quiet place between appointments.

### **You do not just sell homes you volunteer and are active in the community.**

Provides community service opportunities for all agents.

- MSBR has won the Maryland REALTORS Community Service Award (CARE) 6 out of the past 12-years allowing REALTORS to be known as the community supporters that they are.
- MSBR hosts fundraisers and has contributed over \$150,000 to local charities and highlights our community involvement.

### **Networking Opportunities**

Events throughout the year give agents the opportunity to meet and network with the 500+ REALTOR and Affiliate members.

- Each year the Board hosts events such as a holiday party, annual meeting, spring event and installation of officers at little or no cost.
- Numerous committees to pique your interest from the Diversity, Equity & Inclusion Committee to Education, and Membership. The Legislative committee keeps you informed on all the local real estate regulations and legislation.

### **Personal Development**

Mid-Shore promotes the REALTOR as a voice of homeownership with over 30 press releases annually in local papers and home buyer journals, Radio spot promotions.

- Opportunities to develop leadership skills that will provide confidence, knowledge and better prepare you for a professional career. All meetings are hybrid.

### **Mid-Shore Love Down Payment Assistance Program**

\$1,000 grants available only to clients of MSBR Members.

- Since May 2023- 51 grants totaling \$51,000 have been distributed and MSBR agents and affiliates are the heroes! Must be a MSBR agent to participate.

***You're at Home with Mid-Shore***

***410-822-8767***

***[info@msbrmd.com](mailto:info@msbrmd.com)***

***[www.midshoreboardofrealtors.com](http://www.midshoreboardofrealtors.com)***