



NEWS YOU CAN USE *May 2020*

NEWS

PUA Benefit Guide for Members

Under the Pandemic Unemployment Assistance program, members may qualify for unemployment benefits for up to 39 weeks if you've suffered a loss of income due to COVID-19. *REALTOR® Magazine's* [new guide](#), with interactive maps, will help you get started.

Help Brokers Adapt to Change

Shareworthy: An Oregon broker in one of the country's fastest-growing real estate markets is applying lessons to quickly and creatively [meet clients' needs in a new way](#).

Jobless Claims Decline Again

Is the unemployment surge slowing? Last week, 4.4 million Americans filed initial claims for unemployment, a decrease of 810,000 from the previous week's revised level. [Read more](#).

Tracking Today's Legal Trends

The [2019 Legal Pulse](#) fourth quarter report helps you and stay abreast of current risk management issues related to agency, property condition disclosure, RESPA, and fair housing based on the latest case law and statutory research.

IRS Grants 1031 Deadline Relief

The 45-day and 180-day deadlines for tax-deferred exchanges that fall between April 1 and July 14 have been automatically delayed until July 15. [Read more](#).

New: Ad Campaign Social Covers

The overwhelmingly positive response to the social media messages in NAR's national consumer ad campaign has led to their development as [social media covers](#). Use the images on your association's social feeds, and share with your members for their use showing [That's Who We R](#).

Leadership Live — The Recording

More than 16,000 members attended the [Leadership Live event](#), where NAR Leadership Team members and staff discussed the association's response to the COVID-19 pandemic and offered expert guidance on navigating relief programs. If you missed it, you can watch the recording on NAR's Facebook page now.

Brokers Adapt to New Realities

[Four strategies](#) brokers have been quick to embrace are keeping their business running smoothly during today's stay-at-home new normal.

Loan Servicing Relief Needed

The real estate industry is growing alarmed over recent moves to tighten credit standards for new loans to home buyers as banks try to fend off disruption and losses during the COVID-19 pandemic. NAR is warning that lending standards could grow even more stringent if federal regulators don't step in soon to alleviate the servicer logjam in lending. [Read more.](#)

GAD Institute to be Virtual

Due to continued concerns and uncertainty resulting from the COVID-19 pandemic, NAR has made the difficult decision to cancel the in-person sessions for the [2020 GAD Institute](#) scheduled for July 14–16 in Philadelphia. The GAD Advisory Board and NAR have begun to visualize how to deliver content and unique experiences in a virtual format. Questions? Please contact Christina Garavaglia, cgaravaglia@nar.realtor.

Updated: Answers to FAQs on SBA Programs

Find out more about the new paycheck protection program and the economic injury disaster advance grants program released by the Small Business Administration to assist businesses during the COVID-19 crisis. Read [these answers](#) from the NAR advocacy team.

Senate OKs New PPP Funding

The U.S. Senate passed legislation Tuesday to replenish funding for several coronavirus small-business relief programs championed by NAR and available to REALTORS®. The House is expected to take up the measure later this week. Under the senate bill, the Paycheck Protection Program will receive \$310 billion in new cash, while the Economic Injury Disaster Loan fund will receive an additional \$50 billion.

Two Winning Paths to a PPP Loan

As Congress nears an agreement for additional emergency funds for small businesses and independent contractors, share with your members [this information](#) on how quick-acting real estate pros were able to obtain PPP loans in the first round of funding.

COVID-19 and the Code of Ethics

As you attempt to follow an ever-changing array of shelter-in-place orders and government recommendations, [here's news](#) on how NAR's Code of Ethics comes into play.

Helping Neighbors in Need

Washington REALTORS® has targeted food insecurity during this pandemic with a [\\$100,000 donation](#) to the Washington Food Fund, a new relief effort set up to support food banks statewide.

RESOURCES

Video: Assistance Animals

Landlords often struggle with requests to allow assistance animals in pet-free rental properties. The U.S. Department of Housing and Urban Development has now provided detailed guidance with best practices for determining whether an animal is truly an assistance animal that would require a reasonable accommodation under the Fair Housing Act. Watch [this video](#) with more information.

Access NAR Library from Afar

Reminder: NAR Library and Archives staff have ensured that digital collections and reference services are always available remotely. [Start here](#). Questions? Please contact Librarians@nar.realtor, 312-329-8272.

Podcast Covers Life Management

Listen to this month's Center for REALTOR® Development podcast episode: [Life Management for REALTORS®](#). Download and listen to this insightful episode and then share it with a friend to continue the learning.

Financial Tools for Uncertain Times

The [Center for REALTOR® Financial Wellness](#) can help you make informed choices and position yourself and your business for sustainability and success. It's priceless guidance at no cost just for REALTORS®. Log in at FinancialWellness.realtor.

Why C2EX Is Good for Business

According to Eric Sain of The Keyes Co. Luxury Real Estate, "[Commitment to Excellence](#) keeps professionalism and positive industry knowledge at the forefront. Clients expect it, and we should exceed expectations." Log in and demonstrate your professionalism with a C2EX endorsement.

Using Downtime to Up Skills

You probably have more time on your hands as you stay home to flatten the coronavirus curve. Turn it into an opportunity to bolster your skills by using [RPR online educational resources](#), such as video tutorials, webinars, and ebooks.

Podcast: Create Virtual Showings

You can now listen to a [special podcast](#) from the Center for REALTOR® Development in which host Monica Neubauer speaks to Craig Wilburn about online platforms you can use to create virtual showings. You'll also hear processes Wilburn's team use that comply with current laws and policies.

Brochure for At-Risk Homeowners

The [Protect Your Investment](#) brochure offers guidance to homeowners struggling to pay their mortgage due to COVID-19. It explains payment options offered by lenders, offers tips for avoiding scams, and recommends working with trusted professionals like REALTORS®. You can add a logo to the cover for a customized look. Questions? Contact Wendy Penn, 202-383-7504, wpenn@nar.realtor.

RIGHT TOOLS, RIGHT NOW

TeleHealthSM Benefit Extended

In the initial weeks of its introduction, more than 25,000 members and their families are receiving coverage through Members TeleHealthSM. Because of the tremendous response, NAR leaders have decided to extend the offer through May 31. The Leadership Team cited their strong feeling that REALTORS® and their families should have access to telemedicine at this time. Their message to members: "Stay home, stay safe. Nothing is more important than your health and welfare." The offer is also open to association executives in need, but enrollment is limited. [See details.](#)

REACH Offers and Resources

NAR is making it easier than ever to embrace the top new technology with additional discounts and special offers from REACH companies. Members can view offers from Kangaroo, Earnnest, Propy, Immoviewer, and several more [here](#).

Free Legal Videos

NAR's Legal Affairs team is providing free video resources to members, including Antitrust 101 for Real Estate Professionals, the 2019 Legal Seminar, and more. View them [here](#).

REALTOR® Store Offers Free Tool

Members can download a free copy of [Social Media for REALTORS®: Digital Marketing](#), which is part of the NAR Social Media for REALTORS® series. This easy-to-understand guide shows members how to use the power of social media. They'll save time, money, and effort while effectively marketing themselves and their business online.

Select Certifications Discounted

Through May 31, members save 30% on all Center for REALTOR® Development online courses. Select certification courses, such as the core courses for e-PRO® and PSA, are free. Review all [special offers and discounts](#) today.

REALTOR BENEFITS® PROGRAM

NAR Transaction Management Benefit

Simplify real estate transactions with your comprehensive transaction management system provided by NAR, featuring zipTMS®, unlimited zipVault® document storage, an exclusive NAR library of *REALTOR® Forms & Templates*, and access to the industry's number one forms engine, zipForm® Plus — all at no cost.

E&O

Victor O. Schinnerer & Company is now [Victor](#). The name has changed, but not the premium credits it offers your members on errors and omissions insurance through the REALTOR Benefits® Program. E&O insurance helps cover attorney fees, court costs, and more.

A Dream Website for Members

Professional content. Sharp design. You can market yourself with confidence and look great doing it. [Placester](#)'s real estate websites are turnkey with IDX integration capabilities.. You'll enjoy 20% off through the REALTOR Benefits® Program.

Ship and Save for Mother's Day

This Mother's Day may look different than most. That means getting creative to make Mom feel special. [FedEx](#) has you covered with shipping so your package will arrive on time, delivering to many homes seven days a week. You save up to 26% on shipping services.