



NEWS YOU CAN USE *November 2020*

NEWS

Meet 2020 Good Neighbors

[These REALTORS®](#) have received a 2020 Good Neighbor Award for making an enormous impact on their communities through volunteering. Find out who was selected for the web choice favorite based on public voting.

Reminder: Robocalls Not from NAR

More members report receiving unsolicited robocalls from various numbers claiming to represent "NAR health insurance." Let your members know that [these calls and texts don't originate from NAR](#), which will never send unsolicited calls to enroll them in an insurance program or otherwise ask for their personal information.

NAR, Morgan Stanley Team Up

You now have access to exclusive offers on financial planning and investing from [Morgan Stanley at Work](#) through the Center for REALTOR® Financial Wellness. Members can create a financial plan focused on accomplishing major milestones, such as preparing for retirement, funding a child's education, or buying property. Get started today.

Retirement Planning Seminar

Register now for a [Nov. 16 seminar](#) at the virtual 2020 REALTORS® Conference & Expo that will help them determine how much you'll need for the retirement they envision. This Center for REALTOR® Financial Wellness event will give conference goers tips to develop a retirement strategy.

Conference Closer Glennon Doyle

"The braver we are the luckier we get." That's how Glennon Doyle feels about a life that has led her from addiction to recovery, from hopelessness to health. Find your R at our closing session with Glennon, best-selling author, sought-after speaker, and mother of three. She's sure to leave us all inspired to make a difference in 2021. Tell your members about this [Nov. 18, 3:15 p.m. CT, session.](#)

BENEFITS

Waiting Rooms Are Old News

[Members TeleHealth](#) is here for you. Access quality virtual healthcare for just \$7 per month. Families are included in the coverage, and this REALTOR Benefits® Program offer includes other benefits, such as \$0 co-pays, unlimited visits, and a waived activation fee

Help Navigating Cyber Security

Cyber attacks are always a serious risk, but the pandemic has caused an uptick that puts brokerages at increased risk. CyberPolicy®, a REALTOR Benefits® Program partner, wants to help with articles offering key insights and best practices. Share [these articles](#), and learn more.

New: REALTORS® Insurance Place

Does the name sound familiar? Originally introduced as REALTORS® Insurance Marketplace, this platform has a brand-new name to better reflect the ever-growing menu of exclusive insurance products and creative coverage solutions available. Go to [the site](#).

Medicare Open Enrollment Begins

Medicare-eligible members... now is the time to make changes to their 2021 Medicare health or drug coverage. NAR's private [Members Medicare Exchange](#) has supplemental Medicare insurance options, and personal assistance is available.

Pick Up a New Pickup

Or sports car or SUV. Through Dec. 31, you, are eligible for a \$500 cash allowance on 20+ select [FCA US](#) vehicles. Members get an additional two-year vehicle maintenance package, including oil changes. Take a test drive today.

RIGHT TOOLS, RIGHT NOW

Access Free Digital Collections

You can take advantage of [NAR's Library & Archives' digital collections](#) 24/7 through NAR's Right Tools, Right Now initiative. Visit NAR's ebooks collection to access digital books and audiobooks curated especially for real estate professionals.

Members Can Boost Online Brand

You can claim your [.realtor™ domain](#), free for one year, through Right Tools, Right Now. With a top-level domain, members can revolutionize their digital presence to compete in a rapidly changing industry and strategically reach, serve, and win clients.

Use Facebook Ads to Capture Leads

Watch [this webinar](#) to get a step-by-step plan for building and deploying Facebook lead ads using RPR reports and a custom audience of your choice in this webinar featuring RPR's Vice President of Marketing Reggie Nicolay. It's currently free through NAR's Right Tools, Right Now program.

ReferralExchange Savings Add Up

Through NAR's Right Tools, Right Now initiative, [ReferralExchange](#) is offering an additional \$350+ savings off the standard, one-time setup. Savings are now more than \$900 in the first year.