

REALTORS® Commercial Alliance  
of Massachusetts  
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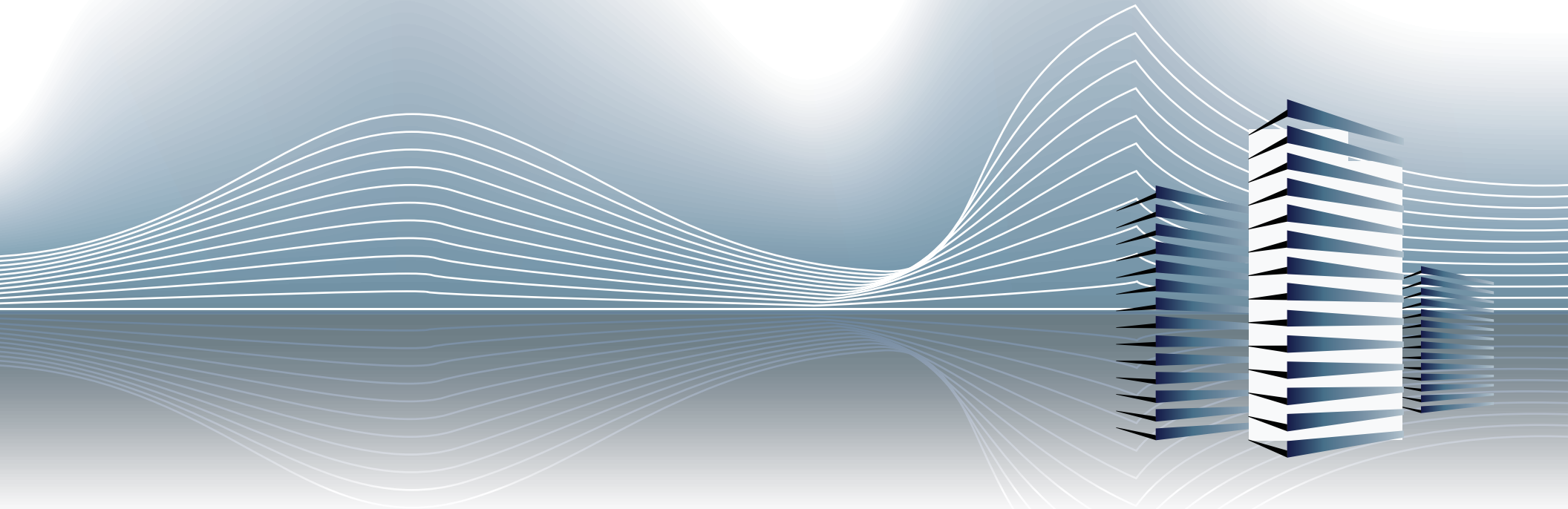
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## Benefits of Membership



# Benefits of Membership in the REALTORS® Commercial Alliance of Massachusetts, Inc.

Q. *What is the REALTORS® Commercial Alliance of Massachusetts?*

The REALTORS® Commercial Alliance of Massachusetts (RCA-MA) is a professional organization of individuals who are commercial real estate practitioners.

Q. *How do I network my offerings or find properties for by buyer/lessee?*

Many commercial opportunities are not listed in you MLS. Although the MLS carries some commercial listings, it is primarily designed for residential offerings and a great many commercial practitioners do not use the residential MLS for their listings or client needs. The RCA-MA offers a state, regional and national listing service called NHCIBOR that is powered by the national vendor, Catylist. The NHCIBOR is designed for your commercial listings and as a place for you to find your buyer/lessee requirements, and also automatically sends your listings to many other web sites, including CommercialSource. For more information, go to [www.nhcibor.com](http://www.nhcibor.com).

Q. *How do you help me network with other practitioners that sell, lease or buy commercial Properties?*

The RCA-MA has regular networking events around the entire state to help you promote your properties or find properties for your buyers or lessees. Commercial real estate is not as local as residential. These networking sessions will help you and your client spread the word to potential buyer/Lessor or seller/lessee from every corner of the state.

Here are just some of the many and powerful benefits when you join!

- Ability to participate in the NHCIBOR, a web-based Commercial Information Exchange powered by Catylist to market your listings nationwide.
- Be listed as a commercial REALTOR® on and have members-only access to the websites of RCA-MA, as well as the Massachusetts and National Associations.
- Use of NAR's distinctive red "Commercial Real Estate" REALTOR® logo, which is branded via national network t.v. advertising!.
- Regular commercial real estate updates from NAR's REALTORS® Commercial Alliance.
- RCA-MA's quarterly e-newsletter and member emails — loaded with useful links and information specifically for commercial real estate practitioners in Massachusetts.
- Member discount to attend RCA-MA programs, including marketing sessions, networking, informative topics, and commercial CE courses for your MA license renewal.

- Access to the enormous benefits of REALTOR® membership, such as lobbying on your behalf, the legal and technology Hotlines, alternative dispute resolution, top-flight research, and discounts on computers, office supplies, car rentals, tires, and more!
- Representation of your interests on the Massachusetts Association of Realtors® Government Affairs Committee and Board of Directors.
- Information on commercial real estate networking and educational opportunities via other groups such as SIOR, CCIM, and NH-CIBOR.

Return your Membership Application today... while you're at it, encourage your Commercial REALTORS® to take their career to the next level by joining as well! Take the opportunity to become involved in RCA-MA, including goal-setting, leadership opportunities, committee assignments, and more!

