



WILLIAMSBURG AREA ASSOCIATION OF REALTORS®



# AFFILIATE MARKETING PROGRAM

UNLEASH THE MARKETING POWER

 *Williamsburg*  
Area Association of REALTORS®  
*The Voice for Real Estate® in America's Historic Triangle*

## WHAT IS THE AFFILIATE MARKETING PROGRAM?

The Williamsburg Area Association of REALTORS® proudly provides an unparalleled opportunity to directly market and advertise to over 500 real estate professionals, managers, brokers and owners via the Affiliate Marketing Program (AMP). The AMP allows you to enhance your current marketing strategies and increase your company's visibility through numerous sponsorship opportunities as well as discounts on products and services.

- Position yourself as a Subject Matter Expert (SME) by teaching a seminar or educational program in the WAAR Classroom
- Network with your peers and gain access to this highly successful group of REALTORS® Sponsor an event, provide a door prize and much, much, more!

## WHAT IS AN AMP PARTNER?

The Affiliate Marketing Program is best suited for products and services that compliment a REALTOR'S® work and daily life.

Examples include, but are not limited to:

- Banks, Mortgage & Title Companies
- Pest Control
- Home Inspection Companies
- Home Owner's Insurance
- Lawn Care Services
- Home Cleaning
- Auction / Estate Planning
- Senior Living Communities, etc.

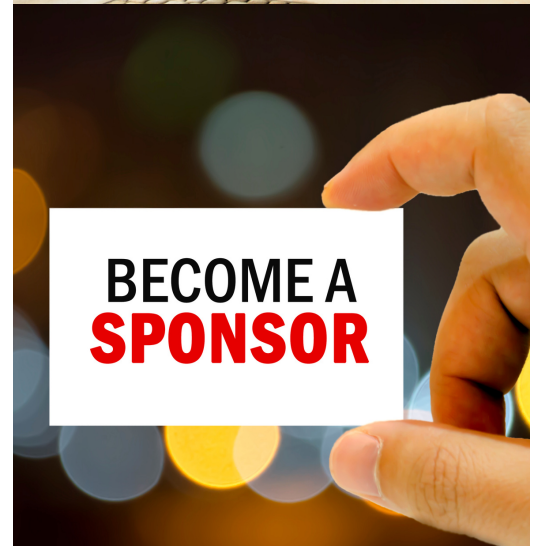




## AMP PARTNER BENEFITS

- Directly market yourself or your company to more than 500 real estate professionals including REALTORS®, brokers, managers, etc.
- Advertising discounts
- Discounted classroom and meeting room rental
- Increase visibility in the marketplace in a highly targeted way
- Additional Marketing on WAAR website
- Inclusion in community volunteer opportunities
- Networking opportunities
- Sponsor a community service event, a continuing education class or a seminar about "hot topics"
- Demonstrate your expertise by teaching an educational seminar
- Help steer the future of WAAR! AMP Partners can serve on committees
- Partners receive weekly e-newsletters, industry reports & housing market statistics
- Ability to make a positive impact on the industry via contributions to REALTOR® Political Action Committee (RPAC)
- **MAKE MORE SALES!**

In the end, that's the goal for us all, right?





## FREQUENTLY ASKED QUESTIONS

### **Can I or my company be an AMP Partner as well as a REALTOR® Member?**

Yes! We have AMP Partners who own a real estate related business because it provides opportunities to both grow your professional network and to gain exposure or increased marketing presence via providing an instructor for a class and/or other activities.

### **What about voting rights and serving on the boards of directors?**

AMP Partners are entitled to the same membership privileges as REALTOR® members with the exception of voting rights and holding positions on the boards of directors. AMP Partners can both vote and serve on committees, if desired.

### **How do I find out about sponsorship opportunities throughout the year?**

We post new opportunities throughout the year on our website and social media pages, and AMP partners will be notified via email of any new opportunities to give an advance chance to make their selection.

### **If I participate in AMP, am I considered an affiliate member?**

Yes, you receive free affiliate membership by participating in the Affiliate Marketing Program.

### **Do I pay the member rate or the non-member rate for seminars and events?**

Affiliate Members and AMP Partners are afforded the member rates for all educational seminars, networking events and socials.

### **Can AMP Partners serve as instructors for educational events or seminars?**

Yes, AMP Partners are entitled to instruct at seminars sponsored by the Association's Professional Development Committee, with the approval of the Williamsburg Real Estate School.

### **What is the difference between Affiliate Membership and Affiliate Marketing Program Partnership (AMP)?**

Affiliate Members can teach or attend WAAR events and serve on committees that help steer the work of the association, however they are not afforded the same sponsorship opportunities as AMP Partners. AMP Partners have the opportunity to market their superior products and/or services to WAAR Members on the website, in email communications and/or newsletters and additional sponsorship opportunities. Also, advertising space in the state-of-the-art WAAR classroom is available for some levels of the AMP Program.

### **Will my company and/or contact information be posted on the WAAR website?**

Yes, AMP Partner rosters are posted in a special AMP section of the WAAR website and can even apply for limited access to the Williamsburg Multiple Listing Service (MLS) database for up-to-the-minute sales information, statistical reports, member rosters, tax records and email information.





## AMP RATES AND FEATURES

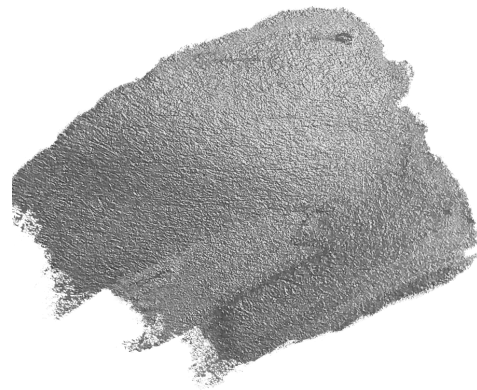
### ENTRY LEVEL PARTNERSHIP

- Entry Level Partners \$600
  - 1 Authorized Representative
  - Each additional representative is \$150

### BENEFITS

- Access to engaging business meetings, education seminars and fun social functions
- The ability to serve on WAAR committees if desired
- Discounted rental rates for both the state-of-the-art WAAR classroom facility and meeting rooms
- Regular email updates on current industry news, association events, policy decisions or committee activities
- Position yourself as the expert! Teach a seminar to our highly targeted group of real estate professionals (Subject to approval by the Williamsburg Real Estate School)
- Free literature rack space in the WAAR classroom to display your company information
- Brief company information, logo and a link to your company website listed on the WAAR website with a unique AMP icon that identifies you as an AMP Partner
- Eligible for limited access to the Williamsburg Multiple Listing Service (MLS) database for up-to-the-minute sales information, statistical reports, member rosters, tax records and email information
- Receive the same membership privileges as a REALTOR member, with the exception of voting rights and the ability to hold positions on the boards of directors





## AMP RATES AND FEATURES

### SILVER LEVEL PARTNERSHIP

- Silver Level Partners \$1,550
- 2 Authorized Representatives
- Each additional authorized representative \$100

### BENEFITS

- Includes \$1,050 in paid sponsorship options
- Includes free advertisements in WAAR & WMLS monthly publications, i.e. e-newsletters, Broker News
- Free use of the WAAR classroom 2 times each year (*subject to availability*)
- Free advertising for any events held in the WAAR classroom in WAAR member emails
- Quarterly membership rosters provided in March, June, September and December each year
- Access to engaging business meetings, education seminars and fun social functions
- The ability to serve on WAAR committees if desired
- Discounted rental rates for both the state-of-the-art WAAR classroom facility and meeting rooms
- Regular email updates on current industry news, association events, policy decisions or committee activities
- Position yourself as the expert! Teach a seminar to our highly targeted group of real estate professionals (Subject to approval by the Williamsburg Real Estate School)
- Free literature rack space in the WAAR classroom to display your company's information







## AMP RATES AND FEATURES

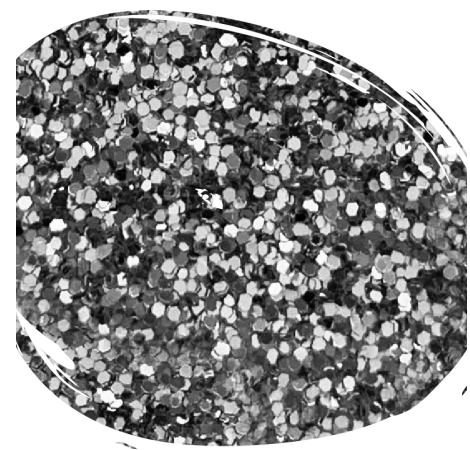
### GOLD LEVEL PARTNERSHIP

- Gold Level Partners \$2,600
- 3 Authorized Representatives
- Each additional authorized representative \$75

### BENEFITS

- Includes \$2,050 in paid sponsorship options
- Includes free advertisements in WAAR & WMLS monthly publications, i.e. e-newsletters, Broker News
- Free use of the WAAR classroom 3 times each year (subject to availability)
- Free advertising for any events held in the WAAR classroom in WAAR member emails
- Quarterly membership rosters provided in March, June, September and December each year
- Access to engaging business meetings, education seminars and fun social functions
- The ability to serve on WAAR committees if desired
- Discounted rental rates for both the state-of-the-art WAAR classroom facility and meeting rooms
- Regular email updates on current industry news, association events, policy decisions and committee activities
- Position yourself as the expert! Teach a seminar to our highly targeted group of real estate professionals (Subject to approval by the Williamsburg Real Estate School)
- Free literature rack space in the WAAR classroom to display your company's marketing materials





# AMP RATES AND FEATURES

## PLATINUM LEVEL PARTNERSHIP

- Gold Level Partners \$3,650
- 4 Authorized Representatives
- Each additional authorized representative \$25

## BENEFITS

- Includes \$3,100 in paid sponsorship options
- Includes 4 complimentary tickets to the Annual Installation Ceremony
- Includes free advertisements in WAAR & WMLS monthly publications, i.e. e-newsletters, Broker News
- Free use of the WAAR classroom 4 times each year (subject to availability)
- Free advertising for any events held in the WAAR classroom via WAAR member emails
- Quarterly membership rosters provided in March, June, September and December each year
- Free literature rack space in the WAAR classroom to display your company's marketing materials
- Free sponsorships of REALTOR® community service events (mobile food pantry, diaper drive, Salvation Army bell ringing, etc.)
- Free sponsorships of available general education classes if sponsor provides refreshments (subject to availability)
- Company poster displayed in WAAR classroom (provided by partner)

- The ability to serve on WAAR committees if desired
- Discounted rental rates for both the state-of-the-art WAAR classroom facility and meeting rooms
- Regular email updates on current industry news, association events, policy decisions and committee activities
- Position yourself as the expert! Teach a seminar to our highly targeted group of real estate professionals (Subject to approval by the Williamsburg Real Estate School)







## SPONSORSHIP OPPORTUNITIES

### WAAR FOYER SPONSOR \$350

- Recognized on the WAAR website.
- The opportunity to place a company banner and one 4' display table (table provided by WAAR) in the association foyer.
- Please note: Foyer displays are subject to approval by WAAR
- Limit 1 sponsor per month, limit 3 months.

### COMMUNITY OUTREACH DAY \$350

- Sponsors are recognized on all promotional materials for the outreach day including; WAAR website, WAAR News e-line and social media communications
- Sponsor may provide a banner to display on the WAAR website. No limit of sponsors.

### WAAR REALTOR® STORE SPONSOR \$150

- Sponsor must provide electronic advertisement no larger than 8.5 x 11.
- Advertisements will be handed out when purchases are made in the WAAR Store.
- Limit 1 sponsor/month. No limit on months purchased.

### WAAR MEMBER PHOTO SESSION DAY \$75

- Offered two times during the year
- Sponsors are asked to supply refreshments – water, snacks
- Sponsors may hand out materials, meet and greet members, etc.

### COMMUNITY SERVICE EVENTS \$150

- Events may include things like diaper or clothing drives, food bank promotions, Salvation Army bell ringing and more!
- Sponsors are recognized on all promotional materials for the event throughout the year including; WAAR website, WAAR News e-line and social media communications

### NEW WAAR MEMBERS TOTE BAG SPONSOR \$350

- Welcome new WAAR members with a personalized company tote bag filled with company goodies
- WAAR will help stuff the bag with new member information and REALTOR® brochures – sure to help get the new REALTOR® off to a great start.
- Sponsor must provide bags and company swag for approximately 40 new WAAR members.
- WAAR will give a bag to new WAAR members at their initial meeting with WAAR staff and give Sponsor names of new members.
- Combine this sponsorship with New Member Orientation!
- Sponsorship is for 6 months.
- Limit 1 sponsor per 6 month period (Jan-Jun; July-Dec).

### WAAR Board and Committee Meeting Sponsor \$75

- Sponsor slide in meeting packet displayed at the beginning of each meeting.
- Sponsor materials distributed to meeting attendees
- Sponsor to provide light snacks. Non-perishable snacks may be delivered at beginning of month for use by committees
- Sponsor signage provided





## SPONSORSHIP OPPORTUNITIES

### GENERAL MEMBERSHIP MEETING \$350

- This event will be held off-site this year unless prohibited by Covid-19. It typically draws between 60-80 attendees
- Companies are recognized as sponsors on all promotional materials, on the WAAR website, in the WAAR News e-Line, with signage at the event and in the program
- Sponsors may have a display table for promotional materials and will be introduced by the WAAR president
- Sponsor may provide a door prize if desired
- If the event is held via Zoom, sponsors will be given an opportunity to speak and present information about their company. They may also have a drawing for a door prize.

### ANNUAL BUSINESS MEETING / INSTALLATION CELEBRATION \$350

- This event occurs every year and includes the announcement and induction of the board of directors for both WAAR and WMLS for the coming year
- Sponsors are recognized as event sponsors on all promotional materials, WAAR website, WAAR News e-Line and with signage at the event or in the program
- Sponsors will also be introduced by the WAAR president
- Sponsor display table if space allows

### WAAR FUNDRAISER \$250

- To raise non-dues revenue for WAAR
- Fundraiser type TBD.
- This is a general Event sponsorship.
- Other more specific types of sponsorships may be available during planning.
- All sponsors will be recognized on promotional materials, on the WAAR website, in WAAR publications and signage at the event.
- No limit of sponsors.

### STAFF TO STAFF LUNCHEON \$100

- Sponsors are recognized on all invitations going out to company staff, brokers, etc.
- A great way to meet the company staff and hand out materials
- Sponsor will be allowed to briefly introduce themselves and their company, hand out promotional materials and/or provide a door prize

### WAAR SOCIALS \$350

- Average Attendance: 80-100 people
- WAAR is scheduled to hold 2 social events in 2022 to allow for networking, etc. in either the afternoon or the morning
- Sponsors are recognized on all promotional materials, WAAR website, WAAR News e-Line and with signage at the event
- Depending on location, Sponsor may be offered the opportunity to briefly introduce themselves and their company; Sponsor will be able to provide a door prize if desired
- WAAR furnishes food and beverages for this event







## SPONSORSHIP OPPORTUNITIES

### 8 HOUR MANDATORY CE CLASS \$75

- Includes WAAR-hosted MANDATORY classes like Legal Update, Ethics, etc.
- Sponsors are recognized on all promotional materials, WAAR website, WAAR News e-Line and with signage at the event
- Sponsor will be offered the opportunity to briefly introduce themselves and their company or provide a door prize if desired
- Sponsor must provide refreshments and set up should be completed no less than 15 minutes prior to start time

### 8 HOUR REAL ESTATE CLASS \$75

- Includes those WAAR-hosted classes that are approved for CE credit, as real estate related or elective topics
- Sponsors are recognized on all promotional materials, WAAR website, WAAR News e-Line and with signage at the event
- Sponsor will be offered the opportunity to briefly introduce themselves and their company or provide a door prize if desired
- Sponsor must provide refreshments and set up should be completed no less than 15 minutes prior to start time

### GRI DESIGNATION CLASS \$50

- This is an advanced level class that allows REALTORS® to earn the "Graduate, REALTOR® Institute" designation by exploring in-depth technical subjects as well as the fundamentals of real estate
- Sponsors are recognized through the WAAR Education Corner Newsletter. This is an electronic sponsorship, not in person.
- The GRI classes will be held virtually in partnership with Virginia REALTORS® Association and will not be held at WAAR.

### INSTRUCTOR TRAINING SEMINAR \$75

- Taught by national speaker, Matthew Rathbun
- To be attended by WAAR instructors, WAAR speakers and committee chairs and vice-chairs
- Sponsor(s) must provide lunch for approximately 30 attendees (TBD)
- Sponsors may hand out materials, offer door prizes and network during the lunch period.
- Sponsors may speak to attendees as a group at the beginning of the lunch break for approximately 3 minutes
- Sponsors are recognized on all promotional materials, WAAR website, WAAR News e-Line and with signage at the event
- Limit 2 sponsors

### 8 HOUR BROKER MANAGEMENT & SUPERVISION CLASS \$75

- This event is specific to the brokers and provides highly-targeted information, industry updates and changes relevant to their daily work
- Sponsors are recognized on all promotional materials, WAAR website, WAAR News e-Line and with signage at the event
- Sponsor will be offered the opportunity to briefly introduce themselves and their company or provide a door prize if desired
- Sponsor must provide refreshments and set up should be completed no less than 15 minutes prior to start time

### NEW MEMBER ORIENTATION \$75

- All new WAAR members are required to attend this event, held 4 times per year
- Sponsors are recognized on all promotional materials, WAAR website, WAAR News e-Line and with signage at the event
- Sponsors will be offered the opportunity to briefly introduce themselves and their company or provide a door prize if desired
- Sponsors must provide morning refreshments and lunch. Set up should be completed no less than 15 minutes prior to start time

## ZOOM EVENTS / CLASSES

**CURRENTLY, WAAR CLASSES ARE HELD BOTH IN CLASSROOM AND VIA ZOOM - IN A HYBRID FORMAT. SPONSORS ARE ASKED TO SPEAK LIVE, IN THE CLASSROOM IF POSSIBLE. SHOULD EVENTS OR CLASSES NEED TO BE HELD ONLY VIA ZOOM, SPONSORSHIPS WILL BE HONORED AND SPONSORS WILL BE GIVEN AS MUCH TIME AS POSSIBLE TO SPEAK ABOUT THEIR PRODUCT OR SERVICE. HOWEVER, THIS WILL VARY DEPENDING ON THE EVENT OR CLASS, SO CHECK WITH WAAR STAFF PRIOR TO THE EVENT.**



# PARTNERSHIP FEES WORKSHEET

## PLEASE CHOOSE FROM THE FOLLOWING:

Total amount of sponsorship money allotted by partnership level

- Silver \$1,050
- Gold \$2,050
- Platinum \$3,100

	QUANTITY	COST
<b>Annual Business Meeting &amp; Installation</b> November 2022.....	_____	\$350
<b>Community Outreach Day at WAAR</b> .....	_____	\$350
<b>Community Service Event Sponsorship</b> .....	_____	\$ 150
<b>General Membership Meeting</b> May 2022 .....	_____	\$350
<b>New WAAR Members Tote Bag Sponsor</b> (Please Circle chosen months).....	_____	\$350
<i>Please Select: Jan. -June July - Dec.</i>		
<b>Staff to Staff Luncheon</b> .....	_____	\$100
<b>WAAR Foyer Sponsor</b> (Please Circle chosen months).....	_____	\$350
<i>Please Select: Jan. Feb. March April May June July Aug. Sept. Oct. Nov. Dec.</i>		
<b>WAAR Fundraiser, TBD</b> .....	_____	\$250
<b>WAAR REALTOR® Store Sponsor</b> (Please Circle chosen months).....	_____	\$150
<i>Please Select: Jan. Feb. March April May June July Aug. Sept. Oct. Nov. Dec.</i>		
<b>WAAR Socials</b> (Please Circle chosen months).....	_____	\$350
<i>Please Select: Spring Fall</i>		
<b>WAAR Board and Committee Meeting Sponsor</b>		
<i>Please Select: Jan. Feb. March April May Sept. Oct. Dec.</i> .....		
<b>WAAR Member Photo Session Day</b>		
<i>Please Select: February October</i> .....		
<b>8 Hour Broker Management &amp; Supervision Class Day</b> .....	_____	\$ 75
<i>Please Select Month AND Time: Feb. 16 (8:30 am or 10:30 am)</i>		
<i>July 14 (8:30 am or 10:30 am)</i>		
<b>8 Hour Mandatory CE Class Day</b> .....	_____	\$ 75
<i>Please Select Month AND Time: Class #1: March 10 (8:30 am or 1:30 pm)</i>		
<i>Class #2: June 23 (8:30 am or 1:30 pm)</i>		
<i>Class #3: Oct 6 (8:30 am or 1:30 pm)</i>		
<b>8 Hour Real Estate Related Class Day</b> .....	_____	\$ 75
<i>Please Select Month AND Time: March 24 (8:30 am or 10:30 am)</i>		
<i>Oct. 19 (8:30 am or 10:30 am)</i>		
<b>Instructor Training Seminar</b> January 26, 2022.....	_____	\$ 75
<b>GRI Designation Class</b> .....	_____	\$ 50
<i>Please Select: January - June July - December</i>		
<b>New Member Orientation Events</b> .....	_____	\$ 75
<i>Please Select Month AND Time: Feb. 3 (8:30 or 1 pm) May 5 (8:30 or 1 pm)</i>		
<i>Aug. 4 (8:30 or 1 pm) Nov. 3 (8:30 or 1 pm)</i>		

**TOTAL:** \_\_\_\_\_

**\$** \_\_\_\_\_

## ADDITIONAL SPONSORSHIP FEES

If your chosen sponsorships from above total more than the amount stated in your Partnership Level (Silver \$1,050, Gold \$2,050, Platinum \$3,100), please insert that amount on the contract and payment form.



## 2022 AFFILIATE MARKETING PROGRAM (AMP) CONTRACT & PAYMENT FORM

Company: \_\_\_\_\_ Type of Business: \_\_\_\_\_  
 Street Address Line 1: \_\_\_\_\_  
 Street Address Line 2: \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Primary Representative Name: \_\_\_\_\_ Job Title: \_\_\_\_\_  
 Office Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_  
 Email Address: \_\_\_\_\_  
 Company Website: \_\_\_\_\_

The number of Affiliate Marketing Program company representatives is based upon the level of partnership chosen. Please provide contact information for EACH additional representative below.

Rep #2: Name \_\_\_\_\_ Email \_\_\_\_\_ Phone \_\_\_\_\_  
 Rep #3: Name \_\_\_\_\_ Email \_\_\_\_\_ Phone \_\_\_\_\_  
 Rep #4: Name \_\_\_\_\_ Email \_\_\_\_\_ Phone \_\_\_\_\_  
 Rep #5: Name \_\_\_\_\_ Email \_\_\_\_\_ Phone \_\_\_\_\_  
 Rep #6: Name \_\_\_\_\_ Email \_\_\_\_\_ Phone \_\_\_\_\_

### PARTNERSHIP FEES

**ENTRY LEVEL PARTNERSHIP.....\$600**

**SILVER LEVEL PARTNERSHIP.....\$1,550**  
 (includes \$1,050 of chosen sponsorship options)

**GOLD LEVEL PARTNERSHIP.....\$2,600**  
 (includes \$2,050 of chosen sponsorship options)

**PLATINUM LEVEL PARTNERSHIP.....\$3,650**  
 (includes \$3,100 of chosen sponsorship options)

#### ADDITIONAL REPRESENTATIVES

- Entry Level (Additional representatives beyond the allotted one) \_\_\_\_\_ @ \$150 each \$ \_\_\_\_\_
- Silver (Additional representatives beyond the allotted two) \_\_\_\_\_ @ \$100 each \$ \_\_\_\_\_
- Gold (Additional representatives beyond the allotted three) \_\_\_\_\_ @ \$75 each \$ \_\_\_\_\_
- Platinum (Additional representatives beyond the allotted four) \_\_\_\_\_ @ \$25 each \$ \_\_\_\_\_

#### ADDITIONAL SPONSORSHIP FEES

If your chosen sponsorships from the worksheet allotted amount total more than the amount stated in your Partnership Level, please add the additional charges here.

\$ \_\_\_\_\_

**TOTAL DUE: \_\_\_\_\_**





# 2022 AFFILIATE MARKETING PROGRAM (AMP) CONTRACT & PAYMENT FORM

Contract Period: January 1, 2022 - December 31, 2022

**Partnership Level:** \_\_\_\_\_ **Total Due: \$** \_\_\_\_\_

Payment Plans:

- Quarterly payments (January, April, July, October) 1st quarterly payment due at application, total due must be greater than \$1,000 to take advantage of quarterly payment plan
- I am paying in full

PAYMENT OPTIONS: *Please select one*

- Check Payable to WAAR (Check # \_\_\_\_\_)
- Charge my credit card automatically (*Please Check One: Visa*  *MC*  *DISCOVER*  *AMEX* )
  - Name on Credit Card: \_\_\_\_\_
  - Credit Card #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_
  - Authorized Signature: \_\_\_\_\_ Today's Date: \_\_\_\_\_

## TERMS & CONDITIONS

The Affiliate Marketing Partner Program (AMP) is sold and serviced exclusively by The Williamsburg Area Association of REALTORS® (WAAR). The contract terms and conditions are established for the mutual benefit and protection of WAAR partners and WAAR itself. References made to partners and/or partnerships in now way constitute any form of legal partnership.

In signing this agreement, you and your company agree to act as an Affiliate Marketing Partner of WAAR, as indicated above and acknowledge that you and your company are responsible for paying the total amount due. WAAR will invoice according to the instructions provided above for your selected partnership level.

Happy hour, bar and cocktail sponsorships are available. Monies must be received prior to the event in order to offer free alcohol to attendees.

**Eligibility:** WAAR shall determine the eligibility of any company, product or service. WAAR may decline sponsorship/partnership to any company who is not compatible in the sole opinion of WAAR, with the goals and objectives of WAAR. WAAR reserves the right to cancel, without advanced notice, any partnership/sponsorship deemed to be in direct violation with the goals and objectives of the program for all partners.

**Force Majeur:** Neither party shall be liable for failure to perform its obligations under this contract due to events beyond its control, including, but not limited to strikes, riots, wars, fire, acts of God and acts in compliance with any applicable law, regulation or order (whether valid or invalid) of any governmental body. WAAR shall not be liable to indemnify or reimburse the Sponsor in request of any damages or loss, direct or indirect, arising as a result thereof.

**Marks and Logo:** You and your company agree that WAAR is authorized to use you and/or your company's mark(s) and/or logo(s) in promoting the AMP program on an ongoing basis.

I acknowledge that I have read and understand the Terms & Conditions of this contract.

**PRINTED NAME:** \_\_\_\_\_  
**JOB TITLE:** \_\_\_\_\_  
**DATE:** \_\_\_\_\_

**SIGNATURE:** \_\_\_\_\_  
**CONTACT PHONE:** \_\_\_\_\_



## RULES & REGULATIONS

- Sponsorship will be reserved on a first come, first served basis, so reserve early!
- Sponsors shall provide food and refreshments for education classes, if this option is selected
- Happy hour, bar and cocktail sponsorships are available, as noted
- Payments for alcohol sponsorships must be received a minimum of 30 days prior to the event date
- Platinum AMP Partners receive one week advance notice to select sponsorship options before selection opens to other levels
- Partners will be notified of changes to sponsorship opportunities and additional sponsorship opportunities throughout the year
- Said sponsorships shall be reserved on a first-come, first-serve basis
- All displays at events are subject to WAAR approval
- Sponsorships are subject to change
- In the event a sponsorship event or class is postponed, the sponsor will be notified and allowed to transfer to a new date
- In the event a sponsored event is cancelled, you may opt to substitute other sponsorships of equal or lesser value

## WAAR & WMLS STAFF & CONTACT INFORMATION

- |  |                        |                  |
|--|------------------------|------------------|
| • Cindy Homewood CEO                       | cindy@waarealtor.com   | (757) 903 - 4014 |
| • Sue Strasser, WMLS Operations Manager    | sue@waarealtor.com     | (757) 903 - 4015 |
| • Rita Miller, Education & Member Services | rita@waarealtor.com    | (757) 903 - 4016 |
| • Darragh Cutshaw, Office Administrator    | darragh@waarealtor.com | (757) 253-0028   |
| • Julia Kocev, Marketing & Communications  | julia@waarealtor.com   | (757) 253 -4017  |

