



Dear Prospective Business Associate:

We are pleased to fulfill your request to receive information about Business Associate Membership in the Georgia Real Estate Investors Association.

Please review this information packet and should you have any questions or comments, feel free to contact me.

Sincerely,

Karen Yaap
Executive Director
Business Associate Coordinator

Phone: 770.451.8800 **Fax:** 678.206.0161 **Email:** gareiaexecutivedirector@gmail.org
GEORGIA REAL ESTATE INVESTORS ASSOCIATION (GaREIA)
4353 Tilly Mill Rd, Suite 130 Atlanta, GA 30360
Phone: (770) 451-8800 Fax: (678) 206-0161 www.gareia.org

The Association's Organizational Structure

Georgia Real Estate Investors Association (GaREIA) is a not-for-profit corporation. The Association is directed by non-paid annually elected Board of Directors whose main purpose is to direct the Association's activity toward its goals. Each officer and board member requires responsible commitment. The Board has active committees of volunteers who assist in the management of the Association. Member participation is encouraged. Paid staff carries out the goals and objectives of the association.

History of GaREIA

Over 30 years has passed since the first real estate investors association was founded in Atlanta. GaREIA has evolved into one of the best and most well known real estate investors association in the United States. Our membership numbers over 600 from various backgrounds and educational levels. The Association's success has been based solely upon our member's achievements and dedication of its volunteers.

Vision Statement

We see ourselves as a financially strong organization having achieved substantial growth in membership, including satellite chapters in major cities in the Southeast. We are thought of highly in our communities as informed and ethical real estate professionals and are considered a leading resource for real estate investment information and education. We are recognized for the positive impact we and our members have on the economy and the well-being of our communities.

Mission Statement

GaREIA is a not-for-profit trade association whose purpose is to educate, motivate and provide networking opportunities for its membership of professional real estate investors.

GaREIA Membership: Whom are you reaching?

Our membership numbers over 600 members including full-time and part-time investors, real estate brokers and agents, attorneys, accountants, property managers, renovation specialists, appraisers, bankers, and others who want to start an investing career.

Many who join are looking for information and support to begin and lack the contacts, knowledge, or confidence to begin. The contacts made through Business Associates offer newcomers a welcome support to their newly chosen endeavor. Seasoned investors alike use these contacts as an opportunity to refresh their list of contractors and suppliers.

How can you reach our investor community?

GaREIA sponsors monthly General Meetings that are attended by an average of 100 members and guests. As a Business Associate you are entitled to purchase table space and exhibit your product or service during these meetings. We often sponsor a holiday party in December, which features the Business Associates.

Members often call our Headquarters asking for advice on where to go for services. They are referred to our business directory.

We have several advertising mediums which are available to you including, rotating banner ads, a print newsletter (under construction), meeting programs, flyers and a preferred vendor listing on our website.

BUSINESS ASSOCIATE BENEFITS AND OPPORTUNITIES

(Revised August 2011)

Networking at Monthly General Meetings

GaREIA's General Meetings are held on the 2nd Monday of every month. Meetings are attended by an average of 100 members and guests. A lot of networking takes place at the general meeting, friendships made, and business contacts secured. Many members go to the meetings just for this purpose.

Promotion at Exhibit Hall

At each monthly meeting we have a dedicated area for a limited number of Business Associates to exhibit. An Associate can rent table space in this area for the evening. Two months' complimentary exhibit space is included in your membership.

Display Business Cards and Flyers

There is a designated place in the exhibit area at the monthly meeting for flyers and business cards. You can advertise there without purchasing table space. Also you can place your flyers and cards at the GaREIA main office, which attracts daily visits of members.

Monthly General Meeting Program Guide

We distribute a monthly program at each General Meeting and sell space on the inside and back covers of the brochure. Every attending guest and member will receive one at each meeting.

Website Banner

Our website (www.gareia.org) includes the ability for a visitor or a BA to link to his own website. There is also the ability for continuous advertising and banners for BAs. Our website is the primary link to our organization for all members.

Speaking Opportunities

Our Business Associates have many opportunities to present to our investor community throughout each month, including General Meetings, Education Network Groups, and Lunch 'n Learn events. Through educating our members about your industry, products and services, you gain additional exposure to our investor community.

Monthly Newsletter 'weareGaREIA'

GaREIA is working to re-institute 'The Offer' newsletter. Declared by the membership as one of the benefits most appreciated, the newsletter features articles on various subjects. Many companies advertise in all issues or selectively, some with full-page ads and others with an oversized business card.

Regular GaREIA Membership

One regular membership is included in your Business Associate membership allowing the designated associate to receive all the benefits of a regular membership, including attend Subgroup meetings at no charge and seminars at the discounted price for GaREIA members.

BUSINESS ASSOCIATE POLICY AND PROCEDURES

(Updated August 2011 All previous copies obsolete)

Business Associates are governed by the Bylaws of GaREIA and GaREIA's Code of Ethics. In addition, the following policies and procedures are specific to Business Associates and their affiliation, advertising, and exhibiting to the membership.

The primary purpose for the existence of Business Associates (BA) is to give GaREIA membership access to products and services from companies and contractors who cater to real estate investors, landlords, and rehabbers. Through advertising and exhibiting by Business Associate members GaREIA will also defray some of the cost of its operation. In return the Business Associate gains access to a focused market to sell their products and services.

GaREIA has the right to change any of these policies or procedures at any time.

Application & Renewals

1. Membership is open only to companies with "real estate" related products or services or for those which may benefit small business owners.
2. Companies who are structured around MLM (multi level marketing) can be accepted; however their focus in their marketing and presentation to the GaREIA membership must be around selling product and services, not growing an organization.
3. The company candidate and its principals will be in good standing within the community and with GaREIA.
4. All newly submitted applications will be reviewed by the BA Committee for approval.
5. Application should be submitted along with payment and copy of a current license (corporation, business, or association) showing that the company is licensed to do business in the state of Georgia.
6. Membership term is for one year from date of acceptance.
7. An applicant can apply one guest fee to a new membership if application is received within the 24 hours of the General Meeting in which the guest fee was paid. The receipt shall be submitted with the application.

General

1. There is a BA Coordinator assigned to coordinate membership, renewals, advertising, exhibiting, policy, etc. for all BA contact.
2. Membership entitles each company to have two badges. The primary associate's name must appear on the badge. However, a name on the secondary badge is optional. This badge can have the company's name listed on it. Replacement badges can be re-issued for a nominal fee, or a name change or a replacement for a damaged badge can be made at no charge if the original badge is returned.
3. Companies can purchase additional badges (\$50.00 for each badge) to coincide with the terms of the associate membership, not to exceed a total of seven badges. These badges are company specific and can be used by any other representative of the same company. Additional associates without a badge can attend the General Meeting as a guest for the normal guest fee.

4. Business Associate badges shall be used only by members and representatives of that company. Any associate who lends their badge to an unauthorized person is subject to their associate membership being cancelled with no reimbursement of monies paid.
5. BA membership entitles associate companies to advertise to the general membership. **One** regular GaREIA membership is included in the BA membership and affords that **One** associate the benefits of general membership, such as Subgroup attendance and discounts on seminars.
6. A BA Directory is published and updated continuously on the gareia.org website. It is the responsibility of the BA to keep the information current.
7. Membership entitles associate member to one subscription to the monthly newsletter when it is published, of which is delivered to the primary BA listed.
8. There exists flyer racks in the GaREIA Headquarters. Each BA membership will be given one permanent flyer space with its name on it. This is part of the associate membership. It is the responsibility of the BA to frequently replenish the supply. If a membership is for a company with many representatives, then one flyer or calling card can list all of the representatives, or one flyer can feature one representative. In either case only one flyer is permitted to be displayed at any one time. If simultaneous advertising privileges are desired for multiple representatives then multiple memberships should be applied for.
9. If any company has been accepted into membership and it is determined that during the course of the term they no longer meet the criteria of membership, i.e., their product or service is no longer real estate related, they are in violation of the Code of Ethics, or if an MLM structure, their “focus” has changed, then they will be required to relinquish their membership.
10. No one can use the GaREIA logo for their own purposes, including websites. A specially designed seal is available for BA’s to use for this purpose.

Exhibiting and General Meeting

1. Reservations for tables accompanied by payment must be received by the first Monday of the month of the General Meeting to be considered for allocation.
2. Approximately 2/3's of available tables will be assigned to companies with long term prepaid commitments.
3. In the event that there are fewer tables available than requested reservations, then exhibit tables will be allocated as follows:
 - a. Priority given to anyone with a long term prepaid commitment.
 - b. Priority to anyone who applied for space the previous month and were put on the waiting list (new members must be at least 60 days old.).
 - c. Priority to anyone who has not exhibited in the previous two months.
 - d. Priority given to the earliest paid request.
4. If GaREIA has a “special” night (i.e. conventions, conferences and annual holiday party), then there will be a special protocol for allocation of tables for that evening or event and an additional fee will apply.
5. No refunds will be given. In the event of a confirmed medical emergency, a reservation will be extended to the following month.
6. Every exhibitor must check in at the BA check-in table prior to setting up.
7. Maximum number of persons at a table is three (3) at a full table.

8. Everyone at the exhibit table must be an employee or a full time representative of that company.
9. A BA cannot sell his space to anyone else or share it with another company without the permission of GaREIA.
10. The presentation and attire of the exhibitors shall be professional and in good taste.
11. Advertisements on the person (T-shirts, signs, hats, jackets) shall be subtle and in good taste. Garish or obtrusive (T-shirts with large lettering) advertising on attire is not permitted. If there is any doubt, GaREIA will determine the standard.
12. Exhibitors can setup as early as 4:30 pm and are expected to set up prior to the opening of the exhibit hall, usually 5:00 pm. If exhibitor is not set-up by 5:30 pm and has not phoned in with an extenuating circumstance, then the table will be given to an alternate on a waiting list and there will be no credit. If there is more than one "late-shows" in a four (4) month period, then the company will have no priority for allocation for a period of one year.
13. Exhibitors must disassemble by 7:00pm. If there are repeated vacancies then the exhibitor will be advised by GaREIA that they may lose future priority for table allocation. If an Associate needs to attend the marketing session in the general meeting, then he should leave a representative at the table.
14. An exhibitor can cancel up to the time of printing of the General Meeting Program Guide (one week preceding the meeting date) and the prepaid fee can be used for another event. However, once the meeting program guide has been printed all cancellation fees will be applied to advertisement for your listing in the program guide.
15. A BA may distribute any number of flyers or brochures at his table. BA's are also permitted to display up to two flyers at a BA "flyer" location (this includes the total of all flyers from all representatives of that company), however these flyers must have the BA membership number at the top right of the front page. Any flyer not identified with a membership number will be discarded on site. All materials must be real estate related to the product or service.
16. General members cannot solicit for a customer fax/e-mail/address list at a GaREIA sponsored meeting or event. This is reserved for Business Associates only and can be done only at an exhibit table.

Advertising

1. GaREIA offers a number of different opportunities for advertisements, such as:
Monthly General Meeting Program Guide, gareia.org Website, Education Network Group Presentations, Newsletter
2. Restriction on the advertisements on the person (T-shirts, signs, hats, jackets) as described for the General Meeting also applies to the GaREIA Headquarters and other GaREIA sponsored events.

GaREIA's existence depends on providing educational/instructional goods and services to its membership. Any member, General or Business Associate, shall not be permitted to market similar and/or competing products and services unless they are approved by or formally partnered with GaREIA through the bookstore or sponsored seminars.

Georgia Real Estate Investors Association, Inc.

BA Membership Application & Directory Information Sheet

Disclaimer and Release – Read carefully before signing below.

Georgia Real Estate Investors Association, Inc. (hereinafter called the "Association"), does not render legal, tax, economic nor investment advice. The Association does not investigate its members, nor vouch for nor make representations as to honesty, integrity, reliability, motives and/or resources of its members, officers, directors, employees, agents and/or contractors. Each person should consult his or her own counsel, accountant and other advisors as to risks and legal, tax, economic, investment and other matters concerning real estate and other investments. The undersigned applicant, in consideration for his/her acceptance as member of the Association, hereby releases, discharges and agrees to indemnify the Association, its officers, directors, members, employees, agents and/or contractors, from any liabilities now accrued, or which may hereafter accrue, from actions, inactions or communications made by the Association and/or officers, directors, employees, agents and/or contractors in or through their respective capacities with the Association. **Members agree to comply with the Members Code of Ethics and the By-laws of the Association.**

By submitting this application, the undersigned hereby acknowledges and agrees that he/she has carefully read and fully understands the above "Disclaimer and Release." I have read the above disclaimer.

Signed: _____

Please complete this form as you would like the information to appear in the Directory

Company/Business Name: _____

Are you licensed to do business in the State of Georgia? Yes ___ No ___

Please submit copy of license w/Application. *Type Licenses accepted: Broker, Contractor, or Mortgage License, State Registration, Incorporation Certificate.*****

Primary Associate: _____ Secondary Associate: _____

PA Title: _____ SA Title: _____

Mailing Address: _____ City, ST Zip _____

Phone: _____ Fax: _____ Website: _____

PA E-Mail: _____ SA E-Mail: _____

[By including my email & fax, I accept receipt of Association updates and Marketing. _____ (Initial)]

Brief Description of product or service as it relates to Real Estate

Discounts or Incentives that you offer for GaREIA members (All Business Associates are required to provide a discount to GaREIA members): _____

By signing this application, Business Associate agrees to the following conditions: Business Associate promises to offer discount on product or service for a period of 365 days from the date of this application. Business Associate agrees to offer discount on product or service only to qualifying members. A qualifying member is defined as a current member who can verify member status with badge or other satisfactory proof of valid membership. If your product or service includes a subscription or membership you agree that such subscription or membership expires when either A) your participation in GaREIA's Business Associate Program expires or B) when your membership is no longer current.

Signature: _____ Date: _____

Business Reference

Company Name: _____ Contact Name: _____
Number of Years Associated with this Company: _____ Phone Number: _____

Personal Reference

Name: _____
Number of Years Associated with this Person: _____ Phone Number: _____

Associate Member Dues: _____

(Business Associate memberships include a complimentary banner ad on gareia.org website. **Please submit banner ad with application as a JPEG: 350 px wide by 130 px tall orientation to karen@gareia.org**

Additional Associates:

All GaREIA Business Associate Memberships include two badges. Additional company badges may be purchased for a fee of \$50 per badge. (Limit five additional badges per membership.)

Additional Company Badge: _____ Yes _____ No . List associates below.

The Regular GaREIA Membership should be in the following associate's name:

Select Payment Type:

____ MasterCard ____ Visa ____ Amex ____ Cash ____ Check # _____

Make checks payable to: GaREIA; (\$35 Returned Check Fee)

Total Amt. Due \$ _____ \$395 Bronze \$ _____ \$695 Gold \$ _____ \$1,095 Platinum

Credit Card #: _____ Exp (Mth/Yr): _____

Security Code: _____ Name on Card: _____

Billing Address (Same as above _____)

Street Address: _____

City/State/Zip: _____

Signature: _____ Date: _____

For GaREIA Office Use Only

Date Recd: _____ Acknowledged _____ Reviewed By: _____ Approved/Declined By: _____

Posted -M E O W ID Card(s) Printed _____ Mbr Pkg Mailed/Picked Up _____

New Member #: _____ New Member #: _____ Exp (Mth/Yr): _____

Complete all required information and *Mail or Scan/Email to: Attn: Business Associate Coordinator*
GaREIA 4353 Tilly Mill Rd Ste 130 Atlanta, GA 30360 Tel: 770-451-8800 Email: gareiaexecutivedirector@gmail.com

Georgia Real Estate Investors Association (GaREIA) Code of Ethics

I, _____ a Georgia Real Estate Investors Association (GaREIA) member in good standing, agree to hold myself to a high standard of ethical behavior which includes, but is not limited to, the following:

1. I understand that all aspects of the real estate profession are represented within our membership. This, consequently, makes me an ambassador to the real estate industry and the community.
2. I shall not discriminate against any person with regard to race, religion, age, national origin, gender, handicap, or familial status.
3. Whenever prudent and appropriate, I will provide assistance to fellow GaREIA members and encourage others to do the same.
4. I shall engage in legal and ethical practices and always conduct business in a professional and honest manner.
5. I shall not knowingly make promises I am unable or unwilling to keep and I shall endeavor to keep the promises I make.
6. I shall exercise due diligence in all my business affairs.
7. I will keep myself current with local, state, and federal laws and stay informed on matters affecting housing and my community.
8. I shall act as a positive role model for our industry when dealing with tenants, the public, the media, government officials, and all others.
9. I shall not defame, slander, libel, or impugn the GaREIA image; I shall not misrepresent GaREIA or profit unduly from inappropriate personal use of the GaREIA image.

I agree to abide by the principles in this Code of Ethics, and I understand that my membership in GaREIA and the ability to use GaREIA-sponsored designations is contingent upon adherence to this Code of Ethics.

By signing this Code of Ethics, I am agreeing to be bound by its stated principles.

Member Signature

Print Name

Date

GaREIA has the authority to deny, revoke or suspend at its sole discretion the membership of any member that engages in activities contrary to this Code of Ethics or contrary to the best interests of GaREIA or the real estate investment industry.

Code of Ethics
April 2008

Note: To file an Ethics Complaint for review by the GaREIA Ethics Committee, please contact Karen Yaap, GaREIA Executive Director, gareiaexecutivedirector@gmail.com, for an Ethics Complaint Form

**GAREIA
BUSINESS ASSOCIATE PROGRAMS
NOVEMBER 2015**

	BRONZE \$395	GOLD \$695	PLATINUM \$1,095
Badge for two (2) individuals in your company	X		
Badges for four (4) individuals in your company		X	
Badges for six (6) individuals in your company			X
Free admission to monthly General Meeting	X	X	X
Your marketing material on Flyer Table at monthly General Meeting	X	X	X
Rotating banner ads on Association website	X	X	X
Listing on Association website's Business Associate service providers list with link to your website	X	X	X
Flyers/business cards/marketing materials on display at Association Headquarters	X	X	X
One (1) regular membership - allowing attendance at Subgroup meetings free of charge	X	X	X
Speaking opportunities to educate Association's real estate investor members	X	X	X
Company introduction at monthly General Meeting	X	X	X
Includes one (1) exhibit table per year at monthly General Meetings (\$49 value)	X		
Includes five (5) exhibit tables per year at monthly General Meetings (\$294 value)		X	
Includes nine (9) exhibit tables per year at monthly General Meetings (\$490 value)			X
20% discount on purchase of additional vendor tables		X	X
Marketing exposure on Association's Social Media sites (LinkedIn, Facebook, Twitter, Google+, Instagram, Meetup, etc.)		X	X
Video marketing piece on Association YouTube channel and Association website			X
Business Card ad in Association newsletter (future)			X