

**Broker
Sales Meeting
Packets**



Add Sizzle and education to your sales meetings!

**Your IAR
Association**

Prepared by

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Iowa Association of REALTORS®

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Association Quiz

1. **The oldest American scientific society/association is:**
 - A. The Organization of Township Officials.
 - B. The American Philosophical Society.
 - C. The Congress of Industrial Organizations.
 - D. The Institute of Standards, Weights and Measures.
 - E. The Creston Area Association of REALTORS®.

2. **Any city, county, or inter-county real estate board consisting of _____ or more representative persons engaged in the real estate business... may be enrolled as a member board of the Iowa Association.**
 - A. 5
 - B. 15
 - C. 25
 - D. 50

3. **Who is NOT a member of the nominating committee?**
 - A. The state president five years past.
 - B. The state president three years past.
 - C. The current state president.
 - D. A member selected from the delegate body.
 - E. All the above are committee members.

4. **If an individual REALTOR® wishes to have their name placed in nomination for a particular state office:**
 - A. They only need notify their local board.
 - B. They may submit their name in writing to the state nominating committee.
 - C. They may call for a regional vote by the second Monday in July.
 - D. A nominating petition accompanied by 25 signatures of active REALTORS® must be received by the 2nd Monday in July.
 - E. None of the above.

5. **The Iowa Association of REALTORS® articles were first recorded with Secretary of State, Polk County Iowa**
 - A. January 3, 1949
 - B. October 15, 1954
 - D. March 18, 1966
 - E. July 1, 1960

6. **Which is NOT a class of membership.**
- A. Institute Affiliate Members
 - B. Member Boards
 - C. IAR Employees
 - D. Board Members
 - E. Financial Service Trader
7. **In order to join a Multiple Listing Service of a Secondary REALTOR® board, a salesperson:**
- A. Must notify and receive permission from their primary board.
 - B. May live in another state.
 - C. Need not hold membership in the local board of the Secondary board.
 - D. Must have their broker join the secondary board MLS.
 - E. All the above except A.
 - F. All the above.
8. **A brokerage firm is responsible for paying REALTOR® dues for all licensees under their office:**
- A. No, each individual is mandated to pay his or her own dues
 - B. No, each office may use business judgment and pay only for those they want.
 - C. No, the National Association is responsible for auditing individual members.
 - D. Yes, an individual is deemed to licensed with a REALTOR® firm, and for the firm members to remain in good standing, they are responsible for the dues.
 - E. Yes, because the state association collects directly from the firms.
9. **Advantage of incorporating an association of individuals:**
- A. Protects association members from personal liability.
 - B. Expenses of legal and filing costs, various operational requirements, keeping minutes
 - C. Able to own and sell real estate in its own name.
 - D. May sue and be sued in its corporate name
 - E. Meet neato state staffers
 - F. All the above except B.
10. **Iowa Association of REALTOR® Articles of Incorporation and Bylaws may be found:**
- A. Filed with the Secretary of State.
 - B. On Iowarealtors.com Member Services page
 - C. By calling the state and politely asking for a copy
 - D. All the above.

Association Answer Key

1. **The oldest American scientific society/association is:**

- A. The Organization of Township Officials.
- B. **The American Philosophical Society.**
- C. The Congress of Industrial Organizations.
- D. The Institute of Standards, Weights and Measures.
- E. The Creston Area Association of REALTORS®.

Answer B. Not the oldest people! The oldest for the Organization!!! The American Philosophical Society -- formed in Philadelphia by Benjamin Franklin and has been in continuous existence ever since

2. **Any city, county, or inter-county real estate board consisting of _____ or more representative persons engaged in the real estate business... may be enrolled as a member board of the Iowa Association.**

- A. 5
- B. **15**
- C. 25
- D. 50

Answer B. 15 persons is the minimum number required

3. **Who is NOT a member of the nominating committee?**

- A. The state president five years past.
- B. The state president three years past.
- C. **The current state president.**
- D. A member selected from the delegate body.
- E. All the above are committee members.

Answer C. The current state president is not a member of this committee. The immediate past president is a member, as well as an individual elected from the Board of Directors.

4. **If an individual REALTOR® wishes to have their name placed in nomination for a particular state office:**

- A. They only need notify their local board.
- B. They may submit their name in writing to the state nominating committee.
- C. They may call for a regional vote by the second Monday in July.
- D. **A nominating petition accompanied by 25 signatures of active REALTORS® must be received by the 2nd Monday in July.**
- E. None of the above.

Answer D.

5. **The Iowa Association of REALTORS® articles were first recorded with Secretary of State, Polk County Iowa**

- A. **January 3, 1949**
- B. October 15, 1954
- C. March 18, 1966
- D. July 1, 1960

Answer A. Good Guess. The articles were adopted in January 1949 and have been amended and recorded several times thereafter, but were first recorded March 18, 1966.

6. **Which is NOT a class of membership.**

- A. Institute Affiliate Members
- B. Member Boards
- C. IAR Employees
- D. Board Members

E. Financial Service Trader

Answer. E. Other categories of membership are: REALTOR® members, Affiliate members, and Members.

7. **In order to join a Multiple Listing Service of a Secondary REALTOR® board, a salesperson:**

- A. Must notify and receive permission from their primary board.
- B. May live in another state.
- C. Need not hold membership in the local board of the Secondary board.
- D. Must have their broker join the secondary board MLS.
- E. All the above except A.**
- F. All the above.

Answer E. The primary board may not interfere in secondary board relationships. A person must live in a state contiguous to Iowa.

8. **A brokerage firm is responsible for paying REALTOR® dues for all licensees under their office:**
- A. No, each individual is mandated to pay their own dues
 - B. No, each office may use business judgment and pay only for those they want.
 - C. No, the National Association is responsible for auditing individual members.
 - D. **Yes, an individual is deemed to licensed with a REALTOR® firm, and for the firm members to remain in good standing, they are responsible for the dues.**

E. Yes, because the state association collects directly from the firms.

Answer D. Under Article II, Section 5 of the Iowa Association bylaws, An individual is deemed to be licensed with a REALTOR® if the licensee of the individual is held by an ownership interest and which is engaged in soliciting and/or referring clients or customers to the REALTOR® for consideration on a substantially exclusive basis

A brokerage firm may have a company policy that to be a member of that firm, the individual must pay their REALTOR® dues, but that is not an association mandate. The firm is responsible for all those in the office if they wish to keep all the individuals in that office in good standing.

9. **Advantage of incorporating an association of individuals:**

- A. Protects association members from personal liability.
- B. Expenses of legal and filing costs, various operational requirements, keeping minutes
- C. Able to own and sell real estate in its own name.
- D. May sue and be sued in its corporate name
- E. Meet neat state staffers
- F. **All the above except B.**

Answer F. An unincorporated association may be more nimble, but exposure to risk is greater.

10. **Iowa Association of REALTOR® Articles of Incorporation and Bylaws may be found:**

- A. Filed with the Secretary of State.
- B. On Iowarealtors.com Member Services page
- C. By calling the state and politely asking for a copy
- D. **All the above.**

Answer D.