



ORANGE COUNTY REALTORS®
AFFILIATES

AFFILIATE

MEMBERSHIP GUIDE

Welcome, New Affiliate Member

Dear Affiliate Member:

Thank You for your membership with the Orange County REALTORS®.

We always strive to provide the best services, events and industry information to our Affiliate and REALTOR® members.

Becoming an OC REALTORS® Affiliate committee member is an excellent first-step in forming partnerships within the real estate sector. The best REALTOR®-Affiliate partnerships are based on mutual respect, open communication and an understanding of one another's role.

Make the commitment to get involved and you will meet the people who can have a positive effect on your business growth.

In this package, you will find out all there is to know about your Membership, including:

- General Benefits of OC REALTORS® Affiliate Membership
- OC REALTORS® and Affiliate-related events and sponsorships
- Calendar of Monthly Affiliate Committee Meetings
- Weekly Marketing Meetings and Preview Schedules

Please plan on attending the monthly Affiliate committee meetings, as they are your primary source of information regarding the Association's activities and your participation.

We look forward to working with you, and please know that we are here to assist you.

You can reach us at: affiliates@ocrealtors.org / membership@ocrealtors.org

Orange County REALTORS®, Laguna Hills Office

25552 La Paz Road
Laguna Hills, CA 92653
Phone: (949) 586-6800
Fax: (949) 586-0382

Orange County REALTORS®, Fountain Valley Office

10540 Talbert Avenue, Ste. 225 West
Fountain Valley, CA 92708
(714) 375-9313
Fax: (714) 375-9322

Office Hours:

8:00 AM - 5:00 PM (Monday - Friday)

Please log in and upload a photo. We have a member directory online at www.ocrealtors.org with a category labeled "Affiliate Services." Our members will be able to access your contact information and services.

ocrealtors.org
(My Account)

Logon ID

Password

General Benefits of OC REALTORS® Affiliate Membership

Affiliate members are a very important part of the OC REALTORS® community. Your membership with OC REALTORS® will enhance your marketing and networking abilities towards REALTORS® and other real estate professionals. The key to your success is taking advantage of the following benefits we offer to you!

Six Weekly Marketing Meetings and Preview Sessions

Marketing meetings afford excellent opportunities to:

- network with Brokers and REALTORS®
- introduce yourself and provide promotional materials
- sponsor refreshments and provide a speaking commercial

For meeting access visit www.ocrealtors.org/protected/mmp and login to your account.

For more information, contact the Meeting Facilitator (listed on page 6).

Flyer Wall/Affiliate Member Spotlight

Affiliates have the opportunity to enter their business card in a drawing to display a flyer of their choice on our Marketing Flyer Wall and/or to participate in our Social Media Spotlight by providing a photo and company information to be featured on Orange County REALTORS® Facebook, Instagram, Twitter, and/or LinkedIn page.

Meet an Affiliate Reel

Affiliates also have the opportunity to enter their business card in a drawing to participate in our Meet an Affiliate Reels by collaborating with our Communications Team. Reels are 30-60 seconds and filmed at your business or you may provide a 30-60 video to our Communications Team. Reels will be featured on Orange County REALTORS® Facebook and Instagram stories.

You must attend the monthly Affiliate committee meetings to be eligible, (listed on page 5).

Advertise in OC REALTORS'® magazine, the OC REALTOR®

Exclusive opportunity to advertise in our bimonthly printed publication, which reaches over 15,000 REALTOR® and Affiliate members, and additional viewers for our online format.

Advertising information and rates can be found online at www.ocrealtors.org/sponsor.



Affiliate Directory on www.ocrealtors.org and Resource Guide

Your name, company, contact information, and the type of service you offer is searchable on our website. You can add your photo, bio, languages you speak, and a preferred number to your profile via My Account at www.ocrealtors.org. Advertising information for the print edition of the Resource Guide can be found online at www.ocrealtors.org/resource-guide.

Affiliate Logo

Affiliate members have access to OC REALTORS® Affiliate Logo. Use this logo on your marketing materials to identify your OC REALTORS® membership!

General Benefits of OC REALTORS® Affiliate Membership

Class and Event Sponsorships

Affiliates have the opportunity to sponsor OC REALTORS® online training and prominent OC REALTORS®-sponsored events throughout the year. Please review the OC REALTORS®/Affiliate-Related Events page in this packet to learn how you can get involved or visit www.ocrealtors.org/sponsor.

Insurance and C.A.R. Affiliation

Affiliates may enroll in health, dental, and vision insurance through OC REALTORS® endorsed benefit administrator, The Benefits Store. For information about insurance offerings, plans, and eligibility, visit: www.benefitsstore.com. If applicable, OC REALTORS® Affiliates also have the option of joining the California Association of REALTORS® as C.A.R. Affiliates for additional fees. Benefits such as access to C.A.R.'s legal hotline or zipForm® Plus are not available to Affiliates.

Discounts

Affiliates have access to a variety of retail, travel and entertainment discounts through OC REALTORS® Affinity Program. OC REALTORS® members can receive discounts at ODP Business Solutions, Avis and Budget Car Rentals, UPS, Hotel Engine, Constant Contact and much more! To view the full list of discounts, visit www.ocrealtors.org/discounts.

Website and Social Media Resources

As an Affiliate Member you have access to the password-protected content on www.ocrealtors.org, which hosts OC REALTORS® event and committee calendar, class registration feature, and payment platform. You are provided with a unique username and password at the time of joining. OC REALTORS® has a presence on several social media sites, including Facebook, Instagram, and X, where alerts, news updates, and resources are posted regularly.

OC REALTORS® and Affiliate-Related Events

Marketing Meetings and Previews (weekly)

Held weekly, these meetings are a great place to network with active REALTOR® members. For meeting access visit www.ocrealtors.org/protected/mmp and login to your account.

General Events (daily, weekly)

As an OC REALTORS® member, Affiliates can attend a variety of online classes. You'll receive our What's Up and Education Central emails for news, events, and webinars.

Annual Membership Meeting (March)

Updates on industry developments and the state of the housing market.

Blarney Blast & Shamrock Shindig* (March)

Wear your green and come out to celebrate St. Patrick's Day - all while networking with your colleagues.

YPN March Madness (March)

Come watch your favorite team for March Madness with YPN!

Kentucky Derby Mixer* (May)

Wear your best hat for food, drinks and horses!

Golf Tournament (May)

Affiliates may sponsor the event, donate auction items, or golf. Event proceeds support OCAR Cares.

Softball Tournaments* (Summer)

Our softball tournaments are held in Laguna Niguel and Huntington Beach.

OCR Gala (November)

An evening of elegance, featuring a live auction and entertainment by the Tijuana Dogs.

Bowling Tournaments (Fall)

Bowling Tournaments are in Mission Viejo & Fountain Valley. Affiliates provide door prizes & lane sponsorships.

Affiliate Appreciation Parties (December)

Come out for a night of fun, food, door prizes, and music.

Affiliate of the Year and Association Representation (December)

Awards for Affiliate of the Year are presented annually to acknowledge an Affiliate member's services to the Association, profession, and community. In addition, two Affiliate members representing North and South areas are appointed to serve on OC REALTORS® Board of Directors.

For information about event sponsorships, visit www.ocrealtors.org/sponsor or contact Zhipi McDougald: (949) 586-6800 ext. 102 or zhipi@ocrealtors.org.

*Affiliate run events, not sponsored by Orange County REALTORS®

**Events and dates are subject to change

Calendar of 2025 Affiliate Meetings

All OC REALTORS® Affiliate members are allowed and encouraged to attend these monthly meetings, where you can find out about how you can participate in upcoming OC REALTORS® events and Marketing Meetings and Previews.

Join us to learn how to be featured as our weekly Affiliate Spotlight. Please bring promotional flyers to participate in the Marketing Flyer Rack.

Affiliate South Committee Meetings

Meetings are scheduled from 9:00 AM to 10:00 AM, with the location to be announced. Please watch for meeting reminders with updated location details.

January 6	May 5	September 8
February 4	June 2	October 6 (Chair Elections)
March 3	July 14	November 3
April 7	August 4	December- No Meeting (Affiliate Party)

South Committee Chair: Cindy Lockett
Phone: 949-326-6095 | Email: cluckett@hometeam.com

South Committee Vice Chair: Tina Lipinski
Phone: 951-634-3738 | Email: tina.lipinski@edgehomefinance.com

South Committee Director: Kevin Kaltenbach
Phone: 949-910-0932 | Email: kevink@sfgreverse.net

Affiliate North Committee Meetings

Meetings are scheduled from 9:00 AM to 10:00 AM at the OC REALTORS® Fountain Valley office, located at 10540 Talbert Avenue, Suite 225 West.

January 7	May 6	September 9
February 4	June 3	October 7 (Chair Elections)
March 4	July 8	November 4
April 1	August 5	December- No Meeting (Affiliate Party)

North Committee Chair: Eric Papke
Phone: 714-454-4973 | Email: erikpapke@vintagelending.com

North Committee Vice Chair: Laura Palacios
Phone: 949-310-0030 | Email: spacialexpressionsoc@gmail.com

North Committee Director: Aaron Rosen
Phone: 949-441-1244 | Email: aaron@arc23insurance.com



MARKETING MEETING & PREVIEW

NETWORK AND PROMOTE YOUR LISTINGS!

Attending is Essential to Your Business Success



Reasons for Attending Marketing Meetings

- Obtain first-hand knowledge of new listings
- Learn about what is going on in your real estate areas
- "Promote" your listings and describe property specifics
- Tour showcased listings
- Enhance your Comparative Market Analysis Reports
- Become familiar with local area and tract names
- Network with Affiliates who can support your real estate business
- Get to know other experienced REALTORS®

- Discussion of compensation and/or commission is, and continues to be, prohibited at marketing meetings.
- Promotional flyers that display offers of compensation and/or commission amounts are not permitted to be distributed or discussed at the marketing meetings.

Be sure to attend these OC REALTORS® Marketing Meetings and Previews

SOUTH

Dana Point | Ladera Ranch | Rancho Mission Viejo
San Clemente | San Juan Capistrano

Wednesdays at 8:00 a.m.

Fratello's Restaurant

647 Camino de los Mares, San Clemente

Contact: **Samira Hurd** | 949.468.7929

WEST

Laguna Niguel | Aliso Viejo | Dana Point

Thursdays at 8:00 a.m.

Ball Park Pizza

30120 Town Center, Laguna Niguel

Contact: **Bob Fox** | 949.322.5036

HUNTINGTON BEACH

Huntington Beach | Fountain Valley
Costa Mesa | Newport Beach

Fridays at 8:30 a.m.

Old World Village

7561 Center Ave, Huntington Beach

Contact: **Lori Jones** | 714-624-6831

NORTH

Irvine | Santa Ana | Tustin | Tustin Ranch

Wednesdays at 9:00 a.m.

Lamppost Pizza

14450 Culver Dr., Irvine

Contact: **Bryan Ahn** | 714.724.0900

CENTRAL

Laguna Hills | Laguna Woods | Lake Forest
Mission Viejo

Thursdays at 9:15 a.m.

Antonucci's Restaurant

24190 Alicia Pkwy, Mission Viejo, CA 92691

Contact: **Lynn Clancy** | 949.533.9932

CANYON AREAS

RSM | CDC | Trabuco | Modjeska | Silverado

Fridays at 9:00 a.m.

Daily Sports Grill

29881 Aventura, Suite J

Rancho Santa Margarita

Contact: **Bob Fox** | 949.322.5036

Jim Holder | 949.933.4673

For Input Cut-Off Times and Additional Information visit www.ocrealtors.org/mmp. To file a complaint regarding one of these meetings, please fill out a complaint form online at www.ocrealtors.org/complaint

(An entry fee of \$1 - \$3 is required)

OC REALTORS® Affiliate Code of Conduct



Article 1

The Affiliate Member (Affiliate) shall provide equal professional service to any person regardless of race, color, religion, sex, disability, familial status, national origin, creed, marital status, sexual orientation, status with regard to public assistance or handicap, whether physical or mental. I understand further that local ordinance may include other protected classes.

Article 2

The Affiliate shall be informed and do business in accordance with laws, governmental regulations and public policies in the field in which the Affiliate customarily engages.

Article 3

The Affiliate shall provide a level of competent service in keeping with the standards of practice in the field in which the Affiliate customarily engages.

Article 4

The Affiliate shall promote business in a positive and professional manner based on individual merit and those of the Affiliate Company.

Article 5

The Affiliate shall not denigrate competitors in an attempt to gain business. The Affiliate shall not attempt to gain any unfair advantage over competitors by knowingly or recklessly making false or misleading statements about competitors, REALTOR® members, or Affiliate members.

Article 6

The Affiliate shall interact with all Affiliate members within the guidelines of this Code of Conduct.

Article 7

The Affiliate shall adhere to all event rules, guidelines, policies and procedures.

Article 8

The Affiliate shall not undertake activities that compromise or interfere with the contractual business relationship REALTOR® and Affiliate members have with their customers and clients.

Article 9

Affiliates shall cooperate with and not intentionally impede any investigative or disciplinary proceedings conducted by the Association.

Article 10

The Affiliate shall abide by the Bylaws, Guidelines, and Policies of the Association and aspire to abide by the REALTOR® Code of Ethics.

OC REALTORS® Affiliate Logo Use Agreement



Policy and Permission Guidelines on Use of the Orange County REALTORS® Brand Name in Conjunction with the Affiliate Logo

Usage of the OC REALTORS® Affiliate logo is intended for an **active, individual Affiliate member** of the Orange County REALTORS®. Dues and fees must be paid in full for the current year. The logo is for Affiliate members' use only to show membership with the Association, and it is not as an endorsement for the individual or the company. The OC REALTORS® Affiliate logo may not be used in any manner that expresses or might imply OC REALTORS® affiliation, sponsorship, endorsement, certification, or approval of a specific Affiliate or any of their products or services. **The Association's main logo may not be used without OC REALTORS® written permission.**

By using the OC REALTORS® Affiliate Logo, you agree to comply with and be bound by the following terms of use:

- Use of logo is by permission only.
- Only active, individual Affiliate members of the Orange County REALTORS®, in good standing, are allowed to use the logo. NOTE: When used, it must be used in a way that is clear that the membership belongs to the individual, and it is not for general company overall usage.
- You must immediately remove or dispose of any marketing materials that include the OC REALTORS® Affiliate logo when you are no longer an Affiliate member with OC REALTORS®.
- Report to OC REALTORS® anyone you believe is not adhering to logo usage guidelines.
- The logo may be used only on business cards, marketing flyers, and the Affiliate member's website. All other instances require review and approval.
- Any modifications to the Affiliate logo are strictly prohibited.
- The user cannot assign rights for the use of the Logo to another entity.
- Logo is not transferable if the Affiliate member should change companies. A new Logo Use Agreement is required if you change company affiliation.
- OC REALTORS® may withhold approval at its sole discretion. OC REALTORS® reserves the right, in its sole discretion, to terminate or modify permission to display Affiliate logo at any time.

