

## NAR Offers Special Discount To REVA Members

### REVA Network VA Members Receive a Special Discount for NAR's Online REPA Course

SANTA BARBARA, CA., JANUARY 8, 2007 — Virtual Assistants who specialize in helping real estate agents now have an innovative opportunity to expand their industry knowledge and receive a discount in the process. The National Association of REALTORS® (NAR) is offering members of the Real Estate Virtual Assistants Network its online Real Estate Professional Assistant class (REPA) at a 15% discount.

“We are delighted to help REVA members learn more about the industry they serve,” comments Marc Gould, Vice President, Business Specialties, of the NAR. “By offering the class online, it fits easily into the busiest schedule and, with the 15% discount (regular price \$249), it’s accessible to all interested REVA Network member VAs.”

The REVA Network is an online community where Virtual Assistants exchange business-building ideas and Realtors can connect with Virtual Assistants who specialize in different aspects of the real estate industry. Michael J. Russer, one of the network’s founders and current President, notes that REVA members’ specialties include transaction management, marketing, strategic planning, contact/lead management, copywriting and executive level management. “This partnership with NAR gives real estate VA specialists a chance to round out their knowledge and increase their value to the agents for whom they work,” states Russer.

After completing the 6-six hour online Real Estate Professional Assistant course, each VA will have the tools to: Understand the day-to-day operations of the real estate business, including state laws and regulations; Be familiar with terminology used in the real estate business; Assist a real estate licensee in farming, marketing, listing, showing, contracting, inspections and follow up; and many other duties including general support to the licensee in day-to-day operations.

REVA Network ([www.revanetwork.com](http://www.revanetwork.com)) is the first and largest Virtual Assistant organization whose VA members specifically specialize in real estate support. The National Association of REALTORS (NAR) is the world’s largest trade organization for licensed real estate professionals who subscribe to the NAR Code of Ethics. For more information about NAR’s online REPA course contact Audrey Smilgys, Manager, Education Services at (312) 329-3298.