



WASHINGTON REALTORS®

What is the Connecting Real Estate Pilot Sponsorship Program?

The Connecting Real Estate pilot sponsorship program is a one-year program that was approved by the Washington REALTORS® Board of Directors April 2022 with expenditures of up to \$15,000 in total program costs. The one-year pilot program sponsors one year of REALTOR® member dues (local, state, and national) six months of MLS fees and up to \$400 in continuing education for new BIPOC and LGBTQ+ licensees who meet requirements established by participating brokerages and approved by WR. The sponsorship is a loan, and the recipient will be required to repay the program in full no later than three years after receiving the financial award.

New agents are often surprised by the startup costs; therefore, the intention of the program is to help provide support to new agents during the first year, support our member companies DEI work and build a more diverse organization that reflects the communities our membership serves.

The program is intended to be easy and obtainable and align with Washington REALTORS® commitment to Diversity, Equity, and Inclusion.

How does the Connecting Real Estate Pilot Sponsorship program work?

Brokerages that want to participate in the pilot program can reach out to Liz Dickinson at liz.dickinson@warealtor.org with their established requirements (i.e., mentor and training program) and qualified recipient.

- Washington REALTORS® issues the funds to the participating brokerage. It is then the responsibility of the participating brokerage to pay the one-year dues (local, state, and national) six months of MLS fees and issue the \$400 for education to the recipient.
- The sponsoring brokerage provides mentorship and in house training for the program recipient to ensure long term success for the newly licensed agent.
- The recipient is a new BIPOC or LGBTQ+ licensee who has not held a license for more than six months and has committed to becoming a successful real estate licensee.
- The sponsorship is a loan, and the recipient will be required to repay the program in full no later than three years after receiving the financial award. The brokerage and the recipients are responsible for developing a payment plan. For example, you could set up a percentage to be paid back with each transaction the recipient completes until the funds are paid in full.

If you have questions or need help setting up requirements, please reach out to Liz Dickinson at liz.dickinson@warealtor.org.