



WASHINGTON COUNTY BOARD OF REALTORS®

REALTOR® CONNECT/SHOWCASE RULES & REGULATIONS

REALTOR® SHOWCASE AREAS DEFINED

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| AREA #1 1st Tuesday | Sunbrook, Divario, Entrada, Ivins, Santa Clara, Kayenta, Pine Valley and SR-18 |
| AREA #2 2nd Tuesday | Valley View, Dixie Downs, Green Springs, St. George, Foremaster, Middleton, Bloomington Hills, Bloomington, Sunriver, Desert Color & Desert Canyons |
| AREA #3 3rd Tuesday | Red Cliffs, Coral Canyon, Washington City, Long Valley, Washington Fields, Little Valley |
| AREA #4 4th Tuesday | Leeds, Toquerville, Hurricane, La Verkin, Virgin, Springdale & SR-59 |
| ALL AREAS 5th Tuesday | Includes all areas, even if just outside the county, so long as the property is listed on the WCBR MLS. |

GENERAL REALTOR® CONNECT/SHOWCASE INFORMATION

The Deadline to place a home on Showcase is 3:00 pm the Monday prior.
NO EXCEPTIONS.

Only residential and commercial properties are shown on the Showcase itinerary. Commercial properties are permitted, however, all Showcase rules still apply. Land, lot, and water listings are not allowed on Showcase.

Placing listings on Showcase is **limited to active Board Members Only**. Showcase is held every Tuesday, rotating defined Showcase areas, and are in an “Open House” format. The Showcase begins with a REALTOR® Connect meeting held at the Board office from 9:00 am to 10:00 pm, (participants are welcome to arrive between 8:45 and 9:00 to network with other agents and affiliates) with the REALTOR® Showcase immediately following, and running from 10:00 am until 1:00 pm.

When placing a home on Showcase, the listing agent, or a proxy from their brokerage/team, must be in attendance to present the listing during the REALTOR® Connect event. Additionally, listings placed on Showcase must have the listing agent, or their proxy, remain at the listing

during the REALTOR® Showcase. Unlicensed assistants are not permitted to present at the REALTOR® Connect event or sit at the home during the REALTOR® Showcase. For REALTOR® Connect, please adhere to the following:

- **Be on Time & Sign In.** If you arrive late to REALTOR® Connect, you may not be permitted to present your listing.
- **Keep Presentation to 2 Minutes.** Use this time wisely! Tell agents what they don't know or can't see on the printed Showcase sheet. If there are specific photos you wish to show, please inform the staff person helping facilitate the meeting.

REALTOR® CONNECT

The REALTOR® Connect event for all areas is held at the Board Office at 1070 West 1600 South (Suite A101) in St. George. The Showcase itinerary is made available to members in several ways:

1. At the REALTOR® Connect event.
2. Through FlexMLS (see Menu > Daily Functions > Broker Open Houses > enter the date of Showcase). Complete list is available after 4:00 pm the Monday prior to the Showcase.

Attendance at REALTOR® Connect is limited to REALTOR® and Affiliate members of the Washington County Board of REALTORS®. Guest attendance is limited to licensed agents or to potential Affiliate Members by special invitation only.

The purpose of this meeting is to offer REALTOR® members a place to present their listings to the others in attendance, as well as an opportunity to network with other members.

Board business, such as upcoming events, real estate & MLS tips and “wants & needs” are presented in the first 20 minutes of the meeting. Depending on the number of properties scheduled for that day, the Tour Committee may opt to forego announcements to leave sufficient time for listing presentations.

“Wants & Needs” is a period designated for agents to, in one-minute or less, present to those in attendance *client needs* or other client-related announcements (i.e. client offerings or incentives, announcement of improvements made to listings, etc). “Wants & Needs” should NOT be used as a platform for promoting political agendas, agent recruitment, or for any form of Affiliate promotion. Additionally, REALTOR® members are permitted to distribute flyers for properties on the Showcase as well as properties not on the Showcase, as they see fit.

Affiliate promotion is reserved for the affiliate sponsor of that meeting. They provide morning refreshments at the REALTOR® Connect meeting and are given 5 minutes to present and promote their business/services. No other Affiliates are permitted to promote their business/services or hand out marketing materials during the meeting.

Once annually, a REALTOR® Connect will be designated for presentation and promotion of candidates for Board elections (usually September). This is the sole occasion when campaign promotion will be permissible at the Showcase meeting.

REALTOR® SHOWCASE PROGRAM RULES

These rules have been established to set guidelines that the Tour Committee and general membership can refer to, rely on, and utilize when participating in the program.

1. The number of properties on REALTOR® Showcase is unlimited for any given Showcase area. However, a limit of 2 listings per REALTOR®/TEAM per Showcase is allowed. Any exceptions to this rule may only be considered and approved by the Tour Committee chair.
2. Properties may be on Showcase only once in a six-month period *UNLESS*:
 - a. The property has been re-listed by a different listing Agent or Office; or,
 - b. The original listing has expired and the Agent has re-listed the home.

This ensures that all Agents have the opportunity to showcase their properties.

**Any exception to these rules can only be made by the Tour Committee chairperson, but will only be considered in extreme situations (i.e. emergency that made the home or agent suddenly unavailable). Weather, poor turnout, or failure to show at the REALTOR® Connect meeting will not be granted an exception.*

3. Properties are not to be left vacant during the open house period and the listing agent or proxy must remain at the property for the duration of the open house.
4. Newly constructed homes are only permitted at the “finishing” stage. Some homes still under construction are permitted when selections for flooring, lighting and other finishes are left to the purchaser. In this case, please ensure the safety of those visiting the property.
5. No smoking or alcoholic beverages are permitted for the entirety of the Showcase program. Food service is permitted when authorized by the seller, and in designated areas of the residence set aside for the purpose of serving refreshments.

REALTOR® CONNECT/SHOWCASE VIOLATIONS & PENALTIES

REALTOR® Connect/Showcase rules & regulations permit the imposition of penalties or sanctions for violations. They include:

- Verbal or written warning.
- Suspension from participation for minimum 1-year.