

NAR SPIRE OVERVIEW

The National Association of REALTORS® Mentorship Program

Overview:

The National Association of REALTORS® is proud to present NAR SPIRE; a groundbreaking initiative designed and developed to drive inclusivity in the real estate industry. The objective, to encourage individuals from multi-cultural, minority communities to learn the fundamentals of the real estate industry, foster education through mentorship, empower serious consideration of a real estate career and encourage and promote the development of generational wealth through property ownership.

Who:

This comprehensive resource has something to offer those interested in pursuing a career in real estate with the help and guidance from NAR mentor members who can offer their expertise and guidance. Multicultural communities are encouraged to participate.

Why:

Using our own association as evidence, the disparate inclusivity is glaring. In the 2020 NAR Member Profile report, Blacks made up only 6% of NAR membership, with Whites in the majority at 80% and Hispanics following a distant second place at 10%. Representative industry-wide parallels can be reasonably drawn. The median gross annual income (residential only, in 2016) for Blacks was \$23,000 compared to \$54,200 for Whites.

Research shows that in order to significantly impact minorities it is important to be cognizant of factors that have historically dissuaded entry into and/or undertaking of real estate as a career or wealth-building journey.

How:

Program participants will be exposed to the various career paths that make up the real estate industry through a self-paced online program, live education sessions featuring industry experts and a hands-on mentorship experience with REALTORS® who volunteer their time.

Those interested in the program can begin by visiting FutureInRealEstate.realtor. Users can access an online assessment that provides personalized career path recommendations, information about various career paths and ways to get started on building generational wealth through property ownership.

To Get Started:

Visit FutureInRealEstate.realtor

- Review real estate career paths
- Take a free career-path assessment to receive customized recommendations
- Apply to participate in NAR's SPIRE mentorship program to:
 1. Attend monthly educational sessions
 2. Get paired with a mentor
 3. Learn how to get started building generational wealth through property ownership

Contact: mentorship@nar.realtor