

Exclusive Real Estate
BENEFIT SERVICES



REMAX[®]

Andrew Realty Services
Affinity Program



What Are **Affinity Services?**

- A Cash Benefit for Your Members on All Real Estate Transactions
- Non-Taxable Benefit
- No Cost to Organization or Members
- Available Nationwide

We Make It Easy

- Personal Consultant Assigned to Employee
- Agent is Handpicked to Best Suit the Employee
- Home Finding Assistance
- Home Marketing Assistance
- Home-Buying Seminars

BENEFITS

\$1,500 Average Benefit

- The tax-free benefit is paid out of the assigned real estate agent's commission
- Benefit is rebated at closing
- Members are NOT upcharged



Member Cash Back Benefit

- Participant receives a cash back rebate equal to 15% of the transaction side commission. If Buying, 15% of the purchase agent's commission. If selling, 15% of the sales agent's commission. If buying and selling, 15% on both sides.
- Example: Buyer's Agent's commission is \$12,500. Participant would receive 15% or \$1,875 1-5 days after closing as a non-taxable benefit.

Eligibility

- Program is extended to all Members' Families
- Program is offered to all Members



Benefits to Member

- Adds to Organization's Benefits Offering
- Enhances Member's Work/Life/Financial Success
- Very Little Required of Organization's staff
- Charitable donation from the commission proceeds to a charity of the Member's choice

Next Steps

- Contract Signed
- Discussion with organization on program launch plan/timeline
- System setup for customer management and client reporting
- Draft program communications/materials prepared
- Program website setup
- Designated service team identified
- Communications/materials presented to organization for review
- All materials, reports, communications finalized
- Organization formally announces program to member base
- Materials/website published to client intranet; mailers facilitated if applicable
- Plan for first home buying/selling seminar established



About Us

For over 34 years, REMAX Andrew Realty Services and our dynamic team of award-winning REALTORS® have been delivering cutting-edge real estate products, unmatched customer service and impressive real estate results. Based in Medford, MA, we specialize in all aspects of residential & commercial real estate, and service all 50 states. Our affiliation with REMAX means we're able to extend these services across the nation and around the world to 110+ countries & territories. We pride ourselves on being there for you before, during & long after a transaction. From buying and selling, to lending guidance & advice on all real estate matters, you'll find that **REMAX Andrew Realty Services is your one-stop, lifelong real estate resource.**

- **Location:** 9 Main Street, Medford, MA
- **Established:** 1992 as Andrew Realty
- **Areas of Specialty:** All areas of residential & commercial real estate sales & leasing, including land & new development
- **Representation:** Offering both Buyer Representation & Seller Representation
- **Service Areas:** All 50 states
- **National & Global Reach:** Our extensive relocation network through the REMAX franchise enables us to assist anyone moving across the country and 110+ countries & territories across the globe.
- **Our REALTORS®/Sales Associates:** Our team is comprised of 70 industry leaders & experts in their field who have spent years living & working in the communities they serve. All are members of the National Association of REALTORS® (NAR), and subscribe to a strict code of ethics, standards and practices.
- **Awards & Recognition:** Over the past 30 years, our office and team members have been recognized for excellence in sales, customer service, & meaningful contributions to the communities they serve.
- **Languages Spoken:** English, Spanish, Portuguese, Mandarin, Cantonese, French, Italian, Russian, Ukrainian, Arabic, Albanian, Creole, Nepali, Hindi, Marathi, Hebrew, and Vietnamese.
- **In-House Services:**
 - All Aspects of Residential and Commercial Real Estate
 - Marketing/PR/Social Media Department
 - Sales Training Department
 - One-Stop, Lifelong Real Estate Resource, offering:
 - a. Insurance Services through McKenna Insurance & Other Vendors
 - b. Mortgage & Lending Contacts
 - c. Attorney Contacts
 - d. Appraisal Contacts
 - e. Engineering Contacts
 - f. Additional Preferred Vendor Contacts
 - **Lifelong Real Estate Resource** - extending long after a transaction.



Your Team

JOHN VENEZIANO - Broker Owner, RE/MAX
Andrew Realty Services

TRACY HOLLANDER - Senior Advisor, REALTOR,
RE/MAX Andrew Realty Services

For more information contact us at:
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