

REALTORS® Commercial Alliance of Massachusetts

Membership FAQs

Q. What is the REALTORS® Commercial Alliance of Massachusetts?

The REALTORS® Commercial Alliance of Massachusetts (RCA-MA) is a professional organization of individuals who are commercial real estate practitioners.

Q. How can RCA-MA help me learn more about commercial real estate?

The RCA-MA offers many continuing education programs that will enhance your knowledge of doing business in the commercial environment or help you get started.

Q. How do I network my offerings or find properties for by buyer/lessee?

Many commercial opportunities are not listed in your MLS. Although the MLS carries some commercial listings, it is primarily designed for residential offerings and a great many commercial practitioners do not use the residential MLS for their listings or client needs. The RCA-MA offers a state, regional and national listing service called a "Commercial Information Exchange", designed for your commercial listings and as a place for you to find your buyer/lessee requirements.

Q. How can RCA-MA help me network with other practitioners that sell, lease or buy commercial properties?

The RCA-MA has monthly networking events around the entire state to help you promote your properties or find properties for your buyers or lessees. Commercial real estate is not as local as residential, it will help you and your client spread the word to potential buyer/lessor or seller/lessee from every corner of the state.

Q. If my broker is not a member of the RCA-MA, may I still join?

Agents must hold their primary membership in a REALTOR® association where the company's principal or managing broker holds membership. Once an agent holds primary membership in a REALTOR® association, they may then join any other REALTOR® association as a secondary member regardless of whether their principal or managing broker is a member or not.

Q. If my broker is not a member of any Board of REALTORS®, may I still join?

The company's principal broker must hold membership in the Board prior to any other agent joining.

Q. What is the difference between primary and secondary membership?

Primary membership means that you pay your Local, State and National dues through that association/board. Every REALTOR® must hold a primary membership. **Secondary membership** means that you choose to join an additional board/association other than your primary. For a secondary membership, you would pay the local portion of dues only (your state and national would be paid through your primary **board/association**).

Q. I already belong to a Board of REALTORS®...Why should I join a secondary Board?

Your Residential Board of Realtors® is designed to help you work in the residential real estate world and they are a great organization for that. But in dealing with your commercial sale or lease and sale listings, Investors or lessees, they are not set up to answer your questions. If you do commercial real estate of any kind, wouldn't it be in your client's best interest to network with commercial practitioners for the answers to questions like...What is the CAP rate?; What's my internal rate of return?; What's an APOD?; Does this lease allow me to sublet?; or How do I write a letter of intent?

Q. What are the membership fees?

For the remainder of 2009 we will waive the application fee (normally \$100) for any new member. Your secondary member fee is only \$250 for the full year and it is prorated for when you join. Go to www.rcama.com for a full schedule.

Q. What are the requirements to join:

- Submit [application](#) with appropriate application fee (waived in 2009).
- Pay REALTOR® [dues](#) for the current year, prorated monthly.
- Your name must be published in our newsletter, as having applied for membership.
- Attend and complete Code of Ethics training. Waivers granted for Secondary Members or those who have been REALTORS® within the last year.
- The Board of Directors must approve your membership once all other requirements have been met.