

MEMBER BENEFITS

One full year of Institute Membership is included with training and is renewable annually. The current annual fee to renew is \$295, or \$525 for two years.

RISMEDIA'S AUTOMATED CONTENT ENGAGEMENT (ACE)

Complimentary Benefit

Members Save \$480+

The ACE Social platform gives you weekly, luxury content branded to you, and automatically published to your social channels.

LUXURY MARKET REPORTS

Complimentary Benefit

Members Save \$1,000+

The Institute's Luxury Market Report helps Members gain insights into North American market trends and provides monthly analysis for more than 150 luxury markets in the United States and Canada.

WEALTHENGINE

Complimentary Benefit

Members Save \$6,000+

Institute Members received access to WealthEngine's Premier platform. Analyze existing client lists, create models to prospect new clients, lookup potential clients and buyers to gain insight into their financial snapshot and connected network.

PREMIER BY RISMEDIA

Complimentary Benefit

Members Save \$249+

Members can sign up for a complimentary one-year subscription to Premier by RISMedia, which includes unlimited access to the Premier content catalog, exclusive monthly reports, admittance to all RISMedia's virtual events and webinars, and receive preferred pricing for in-person events, including RISMedia's Annual CEO & Leaders Exchange.

HURDLR

Complimentary Benefit

Members Save \$200

Seamlessly track your business expenses, mileage, deductions, and commissions in real-time.

QUALIFIED CONTINUING EDUCATION

Complimentary Benefit

Members Save \$200+

Members get complimentary access to unlimited state-approved Continuing Education (CE) courses from our sister company, McKissock Learning. Multi-state certification is available, and Institute Members only pay \$10 for each additional state certificate.

DISC ASSESMENT

Complimentary Benefit

Members Save \$100+

Complete your DISC assessment for self-reflection and begin to recognize different traits in your clients and prospects. Build a better rapport by listening and adapting based on their personality.

KISS, BOW, OR SHAKE HANDS DIGITAL

Complimentary Benefit

Members Save \$100+

This insightful and comprehensive digital reference guide provides a cultural orientation of best practices and protocols when meeting clients of all backgrounds, enabling you to increase revenue opportunities by developing long-term client relationships.

RICH BUYER, RICH SELLER

Complimentary Benefit

Members Save \$20

Fourth Edition is available for Members to download for Kindle, or your mobile e-reader.

REFRESH LUXURY TRAINING

Members Save \$100

Members can access our Luxury Online training, the recorded online version of our two-day Luxury Home Marketing Training.

SUPREME AUCTIONS

Referral Bonus

Work with the industry leader in accelerated marketing, which brings buyers and sellers together in a smooth, swift, and transparent transaction. Institute Members receive a referral bonus for their first luxury auction.

MANSSION GLOBAL & THE WALL STREET JOURNAL

Reduced Rates on Digital and Print Offers

The Wall Street Journal and Mansion Global reach an affluent, influential audience of real estate enthusiasts with the means and inclination to buy and sell luxury real estate.

UNIQUE HOMES

Up to 30% Rate on Print and Digital Offers

The award-winning Unique Homes Magazine is published bi-monthly and reaches a national and global audience of affluent readers interested in the buying and selling of luxury real estate.

T3 Sixty

Member Preferred Rates on Multiple Plans

T3 Sixty helps real estate brokerages and teams reach peak productivity and profitability.

LUXURY PRESENCE

Member Preferred Rates on Multiple Plans

Luxury Presence helps real estate agents grow their business through cutting-edge marketing software, unlike other companies who simply just provide a website.

MARKETING SOLUTIONS POWERED BY REAL MARKETING

Special Member Pricing on select Packages

REAL Marketing's comprehensive platform of print and digital marketing materials are created to help market yourself and your luxury properties.

XPRESSDOCS

Special Pricing on select Templates

Take advantage of a special virtual design center for Members where you can order custom property brochures, fliers, mini-brochures, and more!

HUB INTERNATIONAL

Complimentary Consultation

Clients of Institute Members can receive a complimentary insurance review for any property within the United States. Carrie Ousley with HUB will take care of the details.

THE INSTITUTE NETWORK

Institute Members get exclusive access to our proprietary social media platform, The Institute Network. Get business tips and solutions, join online training sessions, promote listings, expand your referral network, and connect one-on-one with other luxury professionals.

INSTITUTE BRANDING

Brand yourself as a luxury agent and stand out among the crowd. Members have access to logos based on your membership level.

MEMBER WEBINARS

Member webinars and workshops are held regularly, recorded, and available to rewatch.

DOWNLOADABLE RESOURCES

- Luxury Marketing Blueprint
- Marketing a Luxury Property Checklist
- Guide to Winning Listings in the Upper Tier
- Guide to Marketing Upper Tier Listings

ADDITIONAL COURSES

Exclusively available to Institute Members:

- Ditch the Pitch (\$199, save \$100)
- Smart Homes of the HNWI & Whole Home Automation (\$39)
- Luxury Home Staging (\$29)