






FGCAR New Member Guide

**Florida Gulfcoast Commercial
Association of REALTORS®**

7243 Bryan Dairy Road
Largo, FL 33777

 www.fgcar.org
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Tom Brubaker
2024 FGCAR President

MEET THE 2024 PRESIDENT

Tom Brubaker

Tom Brubaker moved to Tampa in 1992 from Toledo, Ohio to open a real estate appraisal firm, and kept the business running until 2010 when the government regulated appraisal firms. Tom opened TAMAY Commercial, and later TAMBAY Mergers & Acquisitions. Both firms complement each other as they sometimes overlap. Tom has been a board member of FGCAR for 7 years and is currently serving as the President of the Florida Gulfcoast Association of Realtors®

“My true happiness is hanging out with my grandchildren, smoking cigars, and being involved with the 1st U.S. Volunteer Cavalry Regiment - Rough Riders.

The Value of Membership

Whether you are new to commercial real estate or are an experienced agent or broker, Florida Gulfcoast Commercial Association of REALTORS® ensures you have the tools and support you need to succeed.

Our goal is to help build your business and thrive in a competitive environment; through professional development programs, legal and technical support, and access to technology and tools, all while being surrounded by a network of dedicated professionals.

FGCAR is highly regarded among commercial real estate professionals across Tampa Bay and Florida. Being a member helps you stand out and places you among the best in the industry.



Benefits of Membership

Member benefits vary between membership levels. No matter the level you choose, each membership has significant benefits and opportunities. All members can participate in:

MONTHLY PITCH/
MARKET INTEL SESSIONS

PROFESSIONAL
DEVELOPMENT CLASSES
& WEBINARS

NETWORKING
& SOCIAL EVENTS

WOLIGO HEALTH INSURANCE

35% DISCOUNT TO *CREXI*.
A COMMERCIAL LISTING SERVICE

ANNUAL PINNACLE AWARDS

Membership Types

When you join FGCAR, you will select one of the following membership levels. Choose one that best supports you and your professional goals.



PRIMARY REALTOR® MEMBER \$645

Licensed broker or salesperson who is not currently a primary member of another REALTOR® Association. Pays NAR and FR annual dues through FGCAR, granting access to FGCAR's free services outlined on page 9 of the New Member Guide. You can use the REALTOR® title if you wish. To enable your membership, payment must be submitted by the end of the calendar year. You will receive notices about the deadline.



SECONDARY REALTOR® MEMBER \$268

Licensed broker or salesperson who is currently a Primary Member paying NAR and FR dues to another REALTOR® Association and obtaining FGCAR's added benefits as a commercial professional.



INSTITUTE AFFILIATE MEMBER \$280

Designee who submits dues directly to NAR and FR via their certification organization. (ALCs, CREs, CPMs, CCIMs, SIORs) but wishes to take advantage of the benefits of FGCAR and its professional community.



FGCAR LOCAL INDIVIDUAL LICENSEE \$280

Sales or broker associate whose broker is not a REALTOR® but wishes to enjoy the benefits and services FGCAR offers (education, business building, and full access to commercial listing tools) without being recognized as a REALTOR®. *(Applies only if the agent or broker applying is not a REALTOR®)*

*New members pay a prorated price based on the month they join.

Primary & Secondary members have access to:



RPR® COMMERCIAL

Commercial system that enables brokers and agents to pull street level data to enhance their marketing material.



FORM SIMPLICITY

Access to the commercial forms you will need to close your deals.



LEGAL HELPLINE

Access to legal professionals available to guide you on commercial real estate related challenges.



TECH HELPLINE

Support team to help resolve any technology challenges you may have.



Crexi

The future of commercial real estate starts with Commercial Real Estate Exchange, Inc. ([Crexi](#)) – a commercial listing tool that allows brokers and agents to reach thousands of buyers, tenants, and institutions that are searching every day for their next commercial property. As a broker and/or agent, you can list all your properties on Crexi to reach more leads for free.

Today, Crexi empowers nearly 2 million buyers, brokers, and tenants each month to explore over \$2 trillion of property value nationwide and has helped to close upward of \$330 billion in transactions.

As a member of FGCAR and NAR you are entitled to a 35% off discount on [Crexi Pro](#). To get started you can email our Crexi representatives Brittany Borman at bborman@crexi.com and Jordan Kotlar at jordan@crexi.com.





As a FGCAR member, you have access to the health care coverage you need and deserve through [Woligo](#). Woligo is an insurance provider that connects self-employed professionals and small business owners to the health coverage needed to support their lifestyle. This benefit includes:

PERSONAL INSURANCE + BENEFITS	BUSINESS INSURANCE	BANKING + RETIREMENT
<p>Most REALTORS® earn their income from commissions and hustle to make it happen. But what would happen to your income if you were unable to work for a period of time due to an injury or illness? Through Woligo you can get personal insurance and benefit products to help protect the different parts of your life. Learn more.</p>	<p>In real estate, you have to deal with inherent liabilities. If a client claims you misrepresented property conditions or thinks you breached your duties, you could be on the hook for damages, legal fees, and a whole lot more. Business insurance through Woligo will give you a safety net when you need it most. Learn more.</p>	<p>As an independent contractor, you may not have an option to sign up for an IRA or savings account with your broker. But that does not mean it is any less important for you to make plans for your retirement. Learn more.</p>

Get a personalized quote today for [individual health insurance](#) or [small group insurance](#). Enrollment is easy with Woligo's dedicated staff and state-of-the-art technology.

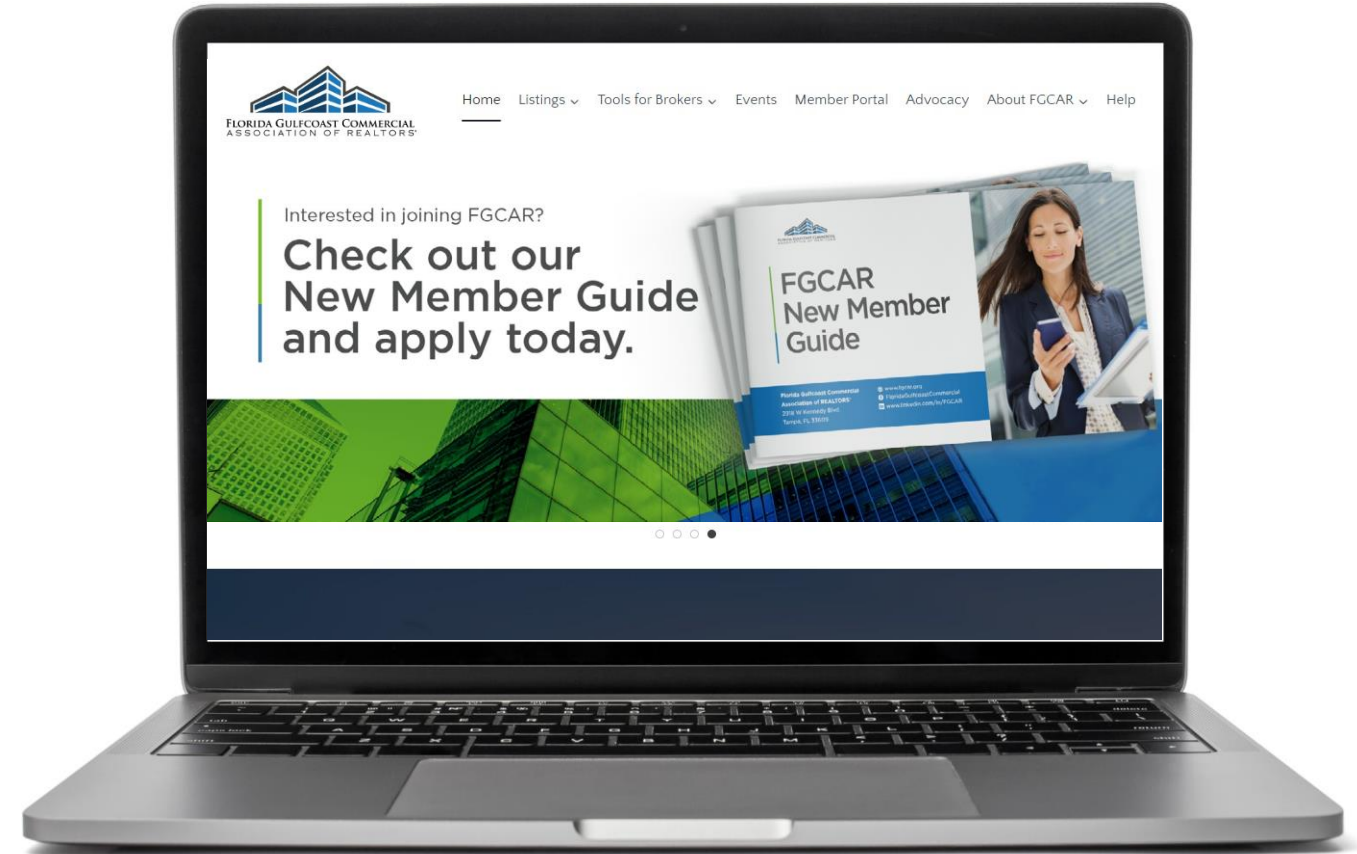
For questions, contact Woligo [by email](#) or call a Woligo Licensed Agent at [\(888\) 633-5229](tel:8886335229), select option 1 after dialing. Additional questions can be directed to admin@fgcar.org or by phone at [\(813\) 291-2743](tel:8132912743).

Application




Now you know about all the amazing benefits you get with an FGCAR Membership. What are your next steps?

1. Follow us on social media to get the latest updates.
2. Make sure you are in good standing with your primary association or broker.
3. [CLICK HERE TO APPLY ONLINE](#)

Thank you for choosing Florida Gulfcoast Commercial Association of REALTORS®.



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