**ARIZONA ASSOCIATION EXECUTIVES WORKSHOP**

**JUNE 2013**

**POTPOURRI RECAP**

Dues formula enforcement

* Appraisers do fall under the DR Dues Formula if the local association Bylaws allow
* If DR says they are not active in buying or selling? PAAR requires an attestation if DR is not an active agent.
* DR is still responsible for dues of non-member agents
* If an agent pays dues to one association then moves to another association, do they have to pay dues to the new association? Yes but they don’t have to pay NAR and AAR dues again
* Rebecca Grossman described how SAAR enforces the dues formula. It is a time intensive process. Each quarter the list of licensees is pulled from ADRE and compared to the SAAR membership roster by comparing office codes. Those offices that do not match are manually researched to determine if they should be billed or not.
* A Dues Formula Enforcement tool kit is available from NAR at <http://www.realtor.org/ae/manage-your-association/designated-realtors-dues-formula-enforcement-materials>

Non-dues Revenue Ideas

* Rent space in building that is not currently utilized. Contact SEVRAR for more information.
* Offer computer “labs” or technical support wherein members can come in for training and/or computer support and pay on an hourly basis (e.g., Geek Squad). Contact Southeast Arizona and Scottsdale Area Associations for more information.
* Rent out “green room” where members can come in to make their own videos. SEVRAR has an intern record and edit videos.

NAR Special Board of Directors Meeting

* The topic (there can only be one or two specific topics covered at Special BOD meetings) will be REALTOR.com
* If Realtor.com allows FSBO’s, will MLS choose to pull data out of REALTOR .com?
* NAR may propose to buy REALTOR.com from Move.com
* NAR directors ONLY will vote (not a delegate vote)
* How will NAR directors know how to vote? As NAR Directors, the vote has to be what is best for NAR as a business, not what is best for the member

AAR Education

* NAR Directors voted to offer the option to each state to reduce the minimum number of hours required to achieve the GRI designation from a minimum of 90 to 60 hours. AAR’s GRI Workgroup has opted to lower the hours from 107 to 91
* GRI Newsletter will be sent monthly to the local associations with updates so that the progress implementing the changes to GRI curriculum can be monitored

Legal Hotline/Professional Standards Questions from Members

* When a member asks about either of these programs, AAR prefers that the member be referred to AARonline.com where most questions are answered and contact information is found. Local associations are encouraged to post these links on their websites as well.
  + <http://www.aaronline.com/manage-risk/legal-hotline/>
  + <http://www.aaronline.com/resolve-disputes/>

Affiliates

* Affiliates are not as happy as they used to be and are starting to ask for more such as member services
* Most local associations do not make a member list available. For those that do, a suggestion from SAAR is to add language to the member application and registration forms noting that their information will be sent to a vendor unless they opt out

What to do with callers who ask for a REALTOR referral

* Let call know that the organization is a trade association so it is not possible to make a recommendation
* Refer caller to association website to “search” for a REALTOR®. IF local does not have an online directory of members, caller can be referred to AAR’s Find A REALTOR® on AARonline.com’s home page

Preparing New Board of Director Members

* Instruct President/Chair to stick to agenda items only
* Have a meeting with line officers (President, President-elect, First Vice President, Treasurer) prior to BOD meeting so all are on the same page and prepared
* AE should sit down one on one with each new BOD member to make sure they understand what the association does and their role as a BOD member

AE Mentor Program

* Although AAR does not currently have an AE mentor program, AAR will announce new AEs to the group through the [ArizonaAE@aaronline.com](mailto:ArizonaAE@aaronline.com) email address. At that time, please email the new AE and introduce yourselves and offer assistance