



**ARIZONA**  
*association of*  
**REALTORS®**

**REAL SOLUTIONS. REALTOR® SUCCESS.**

# FAQ: 2018 Dues Increase

## **Summary:**

A proposal for a \$35 dues increase will be presented to the Executive Committee from the 2018 Legislative and Political Affairs Committee Chairman, which would become effective for the 2018 Dues Billing Cycle. The \$35 increase will be dedicated to bolstering our political influence for the years to come.

By default, the \$35 will go to the REALTOR® Party unless the member chooses to direct the funds to the REALTOR® Issues Mobilization fund or the Arizona Association of REALTORS® Disaster Assistance Foundation (ARDAF).

The REALTOR® Party will now start each year with approximately \$1.7 million dollars. This will help the Arizona REALTORS® to compete with other well-funded political organizations with opposing legislative views. Additionally, doing this through a dues increase is a matter of fairness. For too long, a minority of members have carried the burden of building Arizona REALTORS® strength, while all have benefited. This investment will ensure equitable support for advocacy across our membership.

## **Why are you increasing dues for the REALTOR® Party and why now?**

It is becoming more and more expensive to be effective in the political arena. As a result of several recent U.S. Supreme Court decisions, including the famous Citizens United case and McCutcheon v. FEC, money is increasingly important to political security at all levels, federal, state, and local. Other Arizona state interest groups and PACs are upping the ante by raising and spending millions of dollars on elections and issues. When an opposing campaign spends twice as much as you, we are at a big disadvantage.

Moving forward, we will need a stronger REALTOR® Party to compete against other industries. Our industry is facing a number of political fights. The legislature must find and dedicate hundreds of millions of dollars to fund public education demands. Additionally, we must be prepared for

a number of tax proposals that could directly and adversely affect REALTORS®, clients and the real estate industry.

## **Why are we doing this in the form of a dues increase?**

The REALTOR® Party will now start each year with approximately \$1.7 million dollars, based on current membership levels. This will help Arizona REALTORS® to compete with other well-funded political organizations with opposing legislative views. Additionally, doing this through a dues increase is a matter of fairness. For too long, a minority of members have carried the burden of building the REALTOR® Party's strength, while all have benefitted. This initiative will ensure equitable support for advocacy across our membership.

## When will this become effective?

This dues increase will become effective in the 2018 dues billing cycle and will be included in the 2018 dues billings that will go out in fall, 2017. It will remain in effect annually thereafter.

## Didn't you recently raise dues?

No. The last time state dues were raised was in 2011.

## Is this legal?

Yes. We have verified with our legal counsel this increase complies with all laws. This model of REALTOR® Party billing has been pioneered by several other state REALTOR® Associations and it has been very successful in generating more revenue for the REALTOR® Party and more equitably distributes the investments across the entire membership instead of a few.

## What if I don't want to contribute to the REALTOR® Party?

The proposed dues increase will be dedicated to enhance Arizona REALTORS® advocacy efforts. The \$35 per member dues increase will be allocated into the REALTOR® Party account. To be clear, members cannot opt out of the \$35 payment. The default allocation will be to the REALTOR® Party, but if the member chooses, they may request in writing that the \$35 be allocated to the REALTOR® Issues Mobilization Fund or the Arizona Association of REALTORS® Disaster Assistance Foundation (ARDAF).

## Won't we lose members if we raise dues?

We may lose some members, but based on the experience of other states who have done this, it would be negligible. There is already a natural level of member turnover in our industry for a range of reasons.

## Won't this initiative reduce the number and amount of major investors?

We do not think so. Major investors already go above and beyond to support their profession and the industry. They will understand the importance of the REALTOR® Party, likely will continue to invest at a high level, and will welcome a broader base of contributors.

## Who can I talk to?

If you have questions about the 2018 dues increase, REALTOR® Party allocation, or redirect, you can call the following toll-free number for a response. The Arizona Association of REALTORS® strives to clarify any confusion about the dues increase and will be happy to discuss any issue with you. 800-426-7274.



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