



TALKING POINTS AUGUST 2019

LEGISLATIVE

REALTOR® Party Training is taking place on September 4, 2019. Attendance by invitation and will include local association AEs, Local GADs and their RAPAC chairs. The REALTOR® Caucus is taking place on September 5, 2019.

As of August 5 2019 we have raised **\$945,774.27** (93% of our RAPAC Goal),
238 Major Investors including pledges (94.4% of our Major Investor Goal),
37 President's Circle Members (148% of our President Circle Goal), and
our Participation Rate is **24.26%** (83.6% of our Participation Goal).

Invitations have gone out to our Major Investors for the annual Rally Ride, which is set to take place October 10-11.

SB 1475 DNA Bill - Defeated: This bill would have required a DNA sample to be provided by **anyone** that was required to submit a fingerprint clearance card as part of their application for. Applicants cannot be mandated or charged a \$250 fee for collection of DNA when applying for a new or renewing a real estate or brokers' license.

HB 2371 Nickname Legislation - Passed: REALTORS® in Arizona can now legally use the name they are commonly known by for business and marketing purposes. The legislation requires applicants for licensure as a real estate broker or salesperson to include any derivative of the following that the applicant regularly uses:

- a. The applicant's first name;
- b. The applicants middle name; or
- c. The applicants nickname that is regularly used.

This change will also be applicable when obtaining a license renewal.

HB 2318 Cell Phone Legislation - Passed: The new law prohibits a person from driving if the person is physically holding or supporting a cell phone with any part of the person's body **while the vehicle is in motion** except when used with an earpiece, headphone, or wrist-worn device to conduct voice-based communication. Also, drivers are prohibited from writing, sending or reading any text-based communication, **while the vehicle is in motion**. The use of a cell phone in a hands-free manner, use of a global positioning system, or obtaining motor vehicle information is permitted.

Penalties for Violation

Though the legislation became effective upon signature of the governor, the penalties for a violation have a delayed effective date. A peace officer who stops a motor vehicle for an alleged violation is prohibited from issuing a citation for a violation before

January 1, 2021 and may only issue a warning from the effective date of the legislation through December 31, 2020.

Once the penalties become effective on January 1, 2021, violations are imposed as follows:

- At least \$75, but not more than \$149, for an initial violation;
- At least \$150, but not more than \$250, for a second or subsequent violation.

ASSOCIATION HEALTH PLANS

The state association has been evaluating different options for offering an Association Health Plan to the membership. Previously, Arizona law prohibited sole proprietors from participating in an Association Health Plan as a “small business.” In May **SB 1085**, which is an **Association Health Plan** bill, was **signed by the Governor**.

There is an article in the June 18, 2019 issue of The Voice outlining the efforts made by the Arizona REALTORS® to gather information, and proposals from Health Insurance Providers to come up with the best and most affordable plan for the membership throughout the state. Once the DOL’s appeal is decided and determines whether the definition of “employer” will include sole proprietors/self-employed/independent contractors, the Arizona REALTORS® will be ready to take action on establishing an AHP for the association’s membership.

RISK MANAGEMENT

****RVPs, please ask the attendees if they have any Risk Management concerns for your region****

Message to RVPs from General Counsel Scott Drucker:

“As you know, the Risk Management Committee implements and oversees programs designed to mitigate risk for consumers, as well as all Arizona REALTORS®. To achieve its goal, the Committee tries to stay abreast of risk management issues that members are experiencing across the state. I therefore wanted to reach out to the five of you and welcome you to share with me and Committee Chair, Lisa Paffrath, any risk management issues members are experiencing in your respective region.

Additionally, if there is any action your region would like the Risk Management Committee to consider taking, please don’t hesitate to share that as well. If there are issues you would like the Committee to consider at an upcoming meeting, please be sure to provide those to us.

Thank you and please don’t hesitate to contact me with any questions. Have a great day!”

ZIPFORM – TRANSACTION DESK

The state association understands that members must have easy and reliable access to their forms in order to conduct business. Let’s clarify some misconceptions about zipForm® and the new forms provider, TransactionDesk® by Lone Wolf Technologies.

zipForm® Standard (the offline/desktop version) - The contract between Arizona REALTORS® and zipForm® Standard was not renewed at the end of 2018, however you will still be able to use it. zipLogix® may discontinue the product at any time since they are no longer contractually

obligated to provide the product to Arizona REALTORS® members. We have been told they will likely discontinue zipForm® Standard at the renewal period in May.

zipForm® Plus - zipForm® Plus is a member benefit from NAR and will continue to service Arizona members through the end of 2020.

zipLogix® expressed a desire to license Arizona REALTORS® forms into 2020. The Arizona REALTORS® had been negotiating this Agreement with zipForm for many months, and the deal has been finalized. The agreement allows zipForm to license the association's forms and make the most recent versions available to members via their platform.

RVPs please make sure to emphasize that: The state association will ensure that members have plenty of time to learn TransactionDesk® before zipForm® Mobile is discontinued as an Arizona REALTORS® member benefit.

TRANSACTION DESK TRAINING

The state association is currently scheduling trainings which consist of the following:

- **Live/Recorded Webinars** –
Every Wednesday at 10:00 there will be a live webinar for members to attend. Registration for these webinars can be found at: <https://attendee.gotowebinar.com/rt/8918817608694097155>
The live webinars will be recorded and accessible on the association's website.
- **Live In-Person classes** –
 - Every two weeks the state association will have in-house training sessions held in the Meeting Center, training room #1. Dates are still being worked on.
 - Local associations who ask for live training for their members are being scheduled. The state association will try to accommodate all travel requests when possible, alternatively offering live streaming when necessary.
- **Bite-Size Recordings** – the trainings will be segmented into 3 - 5 minute pieces.

The TransactionDesk webpage has details and links to registration and support. Additionally, there is a Project page (<https://www.aaronline.com/transactiondesk-projects/>) on the TransactionDesk webpage which lists the current issues that are being addressed by TransactionDesk and/or the association.

If you are asked how the decision to change forms providers was made:

Refer to the flyer

***also there is an explanation at:**

<https://www.aaronline.com/2019/06/05/why-arizona-realtors-switched-form-providers/>

TECH HELPLINE

Tech Helpline is a member benefit included in your association dues that provides general tech support for computers, tablets, printers, scanners, smartphones, and more. To use Tech Helpline, simply call and provide the support analyst with your NRDS number and they will assist you. The Top 10 Reasons members called Tech Helpline in 2018 were:

Hardware/Email related issues	General questions	Browser issues
Operating system issues	Software: Other Applications	Viruses & Antivirus Software
Network issues problems)	Slow computer	Websites (login/display

SINGLE SIGN-ON

The need to keep track of different passwords for each website or application you use the most in your business every day has been eliminated! Single Sign-On gives members one central location in which you can access frequently used websites and applications with one password! If you haven't signed up, please do so today!

****If there are members who have not enrolled yet, ask them to do it today. Even if they are not in front of a computer, they can do it on their phones!***

The easy enrollment steps:

1. Ask them to open a web browser and go to **dashboard.azrealtorso.com**.
2. Their user name is their **NRDS ID** and their password is their **last name (first letter is capitalized)**.
3. Three things will happen; they will be asked to:
 - a. agree to the user agreement
 - b. provide the answers to 3 security questions, and
 - c. create a new password.

That's it – they are enrolled!

Brokers can also have a presence on the Arizona REALTORS® SSO dashboard; there are three ways to participate, one of which is FREE!

For questions about Single Sign-On contact Nick at nickcatanesi@aaronline.com, OR Michelle Kechely at michellekechely@aaronline.com.

THE C2EX PROGRAM demonstrates your dedication to professionalism and shows your clients you are the best in the business. This program is a complimentary member benefit.

The assessment allows the program to provide you with a personalized learning path. The assessment explores areas of missing knowledge and makes it easy to fill in the gaps in your knowledge.

The program provides you tools and resources to help you be better a REALTOR®. The learning modules are timely, offering information on issues like cyber-security.

The C2EX program is easy to complete in small chunks while sitting at an open house or when you have 10-15 minutes to spare.

The program is built around core competencies in real estate law, code of ethics, Article 10, advocacy, trust and integrity, technology, privacy, areas of practice, client services and professional reputation.

Start the assessment at www.C2EX.realtor.

TOTES FOR HOPE

Arizona REALTORS® Totes for Hope program started in 2017 at Arizona REALTORS® Spring Convention at the behest of then President Paula Monthofer. Attendees at the convention were asked to bring their unused hotel toiletries to registration desk. Over 4 boxes of unused toiletries were collected and donated to the Phoenix homeless campus. Totes for Hope has become very successful and continues to be at all Arizona REALTOR® conventions and conferences.

Arizona members attending National conventions are also asked to donate unused hotel toiletries at the end of the convention and donations are distributed locally along with uneaten snacks left by the Board of Directors. NAR staff and other state Presidents have also taken notice of the Totes for Hope program and have taken the initiative on in their own states. NAR staff also provides volunteer assistance and space to sort and bag donations that are distributed in the community by REALTOR® volunteers after the board of directors meeting.

An Amazon wish list has been set up to collect donations in between conferences. All donations are currently taken to Andre House in Phoenix which provides shower facilities and meals to Arizona's homeless population.

REMINDERS

2020 Primary Committee Application **deadline is September 1, 2019**. Find information and the application at: <https://www.aaronline.com/about-us/aar-committee-volunteer-info/>

UPCOMING STATE ASSOCIATION EVENTS

REALTOR® Caucus –

September 5th – Marriott Tempe at the Buttes

Industry Partners Conference –

September 17th – Black Canyon Conference Center, Phoenix

C/E: 3 Contract, 3 General

The Industry Partners conference is a one of a kind event that brings all parties of the real estate transaction together so you fully understand all the moving pieces. Knowing the roles escrow and mortgage lenders play helps you have smoother transactions and close more sales. Hands on scenarios will show you how signatures can invalidate the contract, additional language is problematic, and appraisals can affect closings. Practitioner panels will address best practices for protecting your client's earnest money, escrow obligations vs. courtesies, and protecting your client in a new build contract.

Early bird registration is \$85 and ends 8/31. Regular registration \$99.

Arizona REALTORS® Leadership Conference –

October 17th & October 18th – Embassy Suites Phoenix/Paradise Valley

Property Management Summit –

December 11th – Scottsdale Area Association of REALTORS®

SAVE THE DATE! 2020 Arizona REALTORS® Convention –

March 23 - 26, 2020 – Glendale Renaissance Hotel