

**Arizona REALTORS®**  
**LEGISLATIVE AND POLITICAL AFFAIRS**  
**2020 Business Plan**

**Committee:** Legislative and Political Affairs  
**Chair:** Shelley Ostrowski  
**Staff Liaison:** Matthew Contorelli  
**DATE:** March 2020

REALTOR®... the best prepared real estate practitioner with the highest standards.

The following are programs, products, services and activities (PPSA's) with Legislative and Political Affairs oversight.

**CURRENT TOP PRIORITIES**

Legislative Session

**RECOMMENDATIONS**

None

**GROUPS FORMED**

Annual Participation Workgroup  
Short-Term Rental Study Workgroup

**Governmental Area Support - 1501**

The Arizona REALTORS® is the most powerful and influential political force in Arizona. Continue to follow the Legislative Policy Statements. Proactively advance or defeat legislation to benefit private property rights and REALTORS®.

Measurable Objective	Target Date	Status
Assign tasks to all governmental area workgroups within approved budget parameters.	12/20	Ongoing
Continue with a "Thank You" lunch for each of the four government affairs committees.	Annually	<b>Scheduled as last committee meeting</b>

**Legislative Advocacy - 1510**

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Measurable Objective	Target Date	Status
Activate broad-based Arizona REALTORS® membership representation in lobbying activities through legislative	12/20	<b>Legislative Committee had the first meeting on December 13,</b>

committee appointments and related committee activities.		<b>2019 and has begun reviewing legislation.</b>
Encourage application to state boards and commissions.	12/20	
Strengthen and maintain relationships with Arizona statewide officeholders and agency department heads.	12/20	
Strengthen and maintain relationships with housing industry partners through ongoing communications.	12/20	
Achieve an 85% success rate on Arizona REALTORS® legislative policy priorities.	6/20	
Conduct daily monitoring of legislation and recommend positions to the Legislative Committee in conjunction with the approved Legislative Policy Statements.	6/20	<b>Ongoing</b>
Monitor member involvement in political campaigns.	12/20	
Finalize 2021 legislative policies list by October 2020.	10/20	<b>Will be determined at Caucus. Policies approved by the Board of Directors during the October 2020 meeting.</b>
Evaluate state-level candidates on Arizona REALTORS® legislative policies and voting record to receive funds.	8/20	

### **Local Lobbying Support - 1545**

The Arizona REALTORS® is the most powerful and influential political force in Arizona. Arizona REALTORS® proactively advocates and protects private property rights and real property ownership.

<b>Measurable Objective</b>	<b>Target Date</b>	<b>Status</b>
Assist local associations in their lobbying efforts as issues arise.	12/20	<b>Ongoing</b>
Encourage local associations to establish an advocacy program and provide assistance as requested.	12/20	<b>Ongoing</b>

### **Legislative Policy Development - 1550**

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<b>Measurable Objective</b>	<b>Target Date</b>	<b>Status</b>
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Poll members for their opinions through use of formal and informal methods.	12/20	
Continue to involve stakeholders on real estate related issues.	12/20	
Encourage proportional regional representation at the REALTOR® Caucus.	9/20	
Forward all legislative recommendations to the Legislative and Political Affairs Committee for review and appropriate action.	9/20	
Host 2020 REALTOR® Day Luncheon.	Completed	<b>Event held January 14, 2020.</b>
Identify for participation in, or host, a second legislator event.	12/20	
Achieve attendance of 65% of legislators at legislative events.	6/20	
Identify attendees for legislative events through political involvement and leadership activity.	12/20	

### **Fundraising/Grassroots Support - 1560**

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<b>Measurable Objective</b>	<b>Target Date</b>	<b>Status</b>
Finalize the political activities fundraising plan by December 31st by the previous plan year.	12/20	
Identify members to participate in the annual REALTOR® Party training.	6/20	
Provide fundraising tips, tools and promotional materials for local associations.	9/20	<b>Ongoing.</b>
Distribute REALTOR® Party updates with local associations and provide Statewide RAPAC graphs.	Monthly	<b>Ongoing.</b>
Visit, at a minimum of one time annually, with each local association to promote fundraising activities.	10/20	
Utilize the NAR RAPAC Grant stipend for promotion of RAPAC.	12/20	<b>\$9,000 grant has been approved for the silent auction and raffle at the Spring Convention</b>

Utilize the Major Investor Program NAR stipend to host an Arizona REALTORS® Major Investor Event.	12/20	
Achieve participation of local associations in Major Investor Events.	12/20	
Achieve 100% level of RAPAC participation from state and NAR directors, AEs, Presidents, Presidents-elect, RVPs, RIMC, LPAC, Legislative Committee, RAPAC Trustees, FPCs, EXCOM, BOD, and local RAPAC Chairs.	12/20	<b>NAR Directors – 81.81%</b> <b>AEs – 31.25%</b> <b>2020 Presidents – 75%</b> <b>RVPs – 100%</b> <b>RIMC Committee – 76.92%</b> <b>LPAC – 93.75%</b> <b>Legislative Committee – 91.30%</b> <b>RAPAC Committee – 92.85%</b> <b>FPCs – 77.78%</b> <b>EXCOM – 86.67%</b> <b>BODs – 74.10%</b>
Achieve 100% or NAR Major Investor Goal for 2020. Benchmarks: 50% of goal by April; 75% of goal by June; 100% by September 30.	12/20	<b>As of 02/29/2019:</b> <b>59 Major Investors</b> <b>88 Installment Plans</b>
Recognize Major Investors with gift.	12/20	<b>MI Jackets have been ordered</b>
Recognize President Circle members with gift.	12/20	<b>New gift for 2020 is being selected</b>
Recognize Hall of Fame members with gift.	12/20	<b>A gift is being selected</b>
Communicate state and federal election law requirements to local associations in order for RAPAC to remain in compliance at the state and federal level.	12/20	<b>Ongoing</b>
Host a fundraising event at the Spring Conference/Convention.	4/20	<b>Auction and Raffle planned- Currently obtaining items</b>
Secure a vendor for conducting online fundraising auctions.	4/20	<b>After consideration, no vendor is needed.</b>
Host a fundraising event at the Leadership Conference.	10/20	
Recognize RAPAC Major Investors on aaronline.com.	Monthly	<b>Updated through January 31, 2020</b>
Recognize RAPAC Major Investors with special recognition at REALTOR® Day at the Capitol.	Completed	<b>Major Investor names were in pamphlet and MI's were acknowledged by the speaker and with MI ribbons and seat backs.</b>
Recognize RAPAC Major Investors with special recognition at REALTOR® Caucus.	9/20	
<del>Plan and host a 2-day, 1-night Major Investor Motorecycle, Convertible, and Classic Car Rally Ride road trip.</del>	10/8	<b>A new event needs to be selected and planned</b>

Maintain Leadership Appreciation Program to connect Arizona REALTORS® leaders with Major Investors for recognition of investment.	12/20	<b>Thank-you cards being sent from Leadership to Major Investors-Ongoing</b>
Increase use of NAR grant programs by 50% over 2019 utilization by local associations.	12/20	

### **Federal Liaison Support - 1575**

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<b>Measurable Objective</b>	<b>Target Date</b>	<b>Status</b>
Communicate quarterly with NAR political staff and FPC's on federal issues and the positions taken by each Arizona Member of Congress to enhance our FPC efforts while at Washington, D.C. meetings and throughout the year.	Quarterly	<b>NAR Political Director, Jack Greacen will be attending March RAPAC meeting</b>
Register all FPCs with NAR's REALTOR® Action Center.	1/20	
Oversee the FPCs quality contact with their representative or their staff within D.C. or Arizona, ensuring attendance at required meetings, training sessions and fundraisers.	Quarterly	
Ensure FPCs attend required Mid-Year meetings.	5/20	<b>RSVP's have been sent out; FPC still needed for Rep. Gallego</b>
Ensure compliance that all FPCs attend required NAR training session on their roles and responsibilities.	2/20	
Oversee that each FPC team will hold one meeting locally or attend a fundraiser with their congressman/senator or their staff during the year.	12/20	
Maintain strong communication with Congressional staff through ongoing contacts on issues important to Arizona.	12/20	
Attendance at meetings with Members of Congress during the NAR Mid-Year Hill Visits is by invitation only.	5/20	
Ensure compliance that FPCs meet any NAR requirements.	12/20	
Establish a Hill Visit Reception for all Arizona members who attend NAR Mid-Year and invite each MOC.	5/20	<b>The reception is scheduled for March 14<sup>th</sup> at Charlie Palmers Steak House (5PM-7PM)</b>

Establish funds for FPC in-district meetings/receptions.	12/20	
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### **Election Year Activities - 1580**

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<b>Measurable Objective</b>	<b>Target Date</b>	<b>Status</b>
Encourage members to register to vote.	12/20	<b>Efforts executed via social media</b>
Establish protocol for a “Get Out the Vote” campaign for use in 2020 election cycle.	11/20	
Create and distribute Voter Guides with information on REALTOR® endorsed candidates, with special focus on how and why they are REALTOR® Champions.	8/20	
Tie endorsed candidates into the REALTOR® Party for full circle education of the importance of legislative work and protections offered by the REALTOR® Party.		

### **Governmental Communications - 1585**

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<b>Measurable Objective</b>	<b>Target Date</b>	<b>Status</b>
Provide REALTOR® Party updates and legislative updates to the Business Services and Technology Department for use in the REALTOR® Voice, Arizona REALTORS® blog and alternative forms of media distribution.	12/20	
Produce REALTOR® Party video annually with focus on legislative successes and what that means for their industry/ business/ clients.	4/20	<b>Video was completed November 2019 – Need to start planning the next video.</b>
Provide Calls to Action responses, when necessary, for targeted and effective immediate member communication with Arizona legislators and Members of Congress on critical issues.	As Required	

Work with REALTOR® Party Plus to increase opt-in for text response Calls for Action.	12/20	
Utilize digital advertising and technologies to push federal CFAs to members.	As Required	
Maintain current information on each governmental program at aaronline.com.	12/20	
Communicate with Big Yam for press releases when large successes occur, or the consumer needs to be educated on the associations wins.	12/20	
Communicate how Issues Mobilization and RAPAC reserves can enhance local association political objectives.	12/20	
Communicate the importance of the Arizona REALTORS® legislative/political successes to members.	12/20	
Continue to communicate the mechanism by which members can relay, on a year-round basis, legislative comments and proposals.	12/20	
Utilize the broker involvement program/stipend to enroll local brokers for participation in NAR's BIP to increase response rates to calls for action.	12/20	
Work with REALTOR® Party Plus to identify a predictive model to target members for increased activism on legislative issues and advocacy initiatives.	12/20	
Implement the use of geofencing, beacon and direct one-to-one digital advertising technologies for concentrated message delivery during a Call for Action.	As Required	

### **Political Research - 1596**

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<b>Measurable Objective</b>	<b>Target Date</b>	<b>Status</b>
Conduct research as needed.	12/20	
Work with REALTOR® Party Plus to utilize predictive models to obtain comprehensive analysis of membership as well as election data.	12/20	