



## TALKING POINTS

### AUGUST 2020

#### LEGISLATIVE

- **The annual Arizona REALTOR® Party Training and REALTOR® Caucus will now be hosted through the Zoom virtual platform.**
  - The Arizona REALTOR® Caucus is the kickoff of the "new year" for the Arizona REALTORS® to assess Arizona public policy, gather valuable input from members, and identify current issues affecting the real estate industry.
  - Through the caucus process, on behalf of our members, the Arizona REALTORS® can best recommend possible legislative or regulatory actions for the upcoming legislative session.
  - **Wednesday, September 2<sup>nd</sup>** - REALTOR® Party Training
  - **Thursday, September 3<sup>rd</sup>** - REALTOR® Caucus
  
- The Association released **2020 legislative endorsements** for the **Arizona Senate** and **Arizona House of Representatives** which can be found at: <https://www.aaronline.com/2020/06/22/2020-primary-election-endorsements/>. The Association endorsed 29 Senate and 47 House candidates. The Arizona REALTORS® are confident that each of these candidates understands the issues of concern to the real estate community, homebuyers, sellers, and property owners in Arizona.

These endorsements are for individuals who actively support the REALTOR® Party. The only "affiliation" that is considered is whether they support REALTOR® issues.

The endorsement process:

1. Candidates that have filed to run for a statewide or legislative district, are sent the Arizona REALTORS® candidate questionnaire. Incumbents are not required to complete the questionnaire; their voting record for the previous two years will be used to determine if they are REALTOR® friendly.
  2. Once the candidate questionnaires are returned, the Government Affairs Director analyzes the answers of the candidates in comparison to the information gained by the vote analysis and makes recommendations to the RAPAC Trustees.
  3. The RAPAC Trustees review the recommendations and decide whether to: endorse the candidate, endorse the candidate with money, or to not endorse the candidate.
- The Arizona REALTORS® were once again successful in proactively passing legislation to expand the use of electronic signatures while defeating numerous bills.
  
  - **POLICY RELATED TO COVID-19** – In late July the REALTORS®, in partnership with other industry stakeholders, submitted a letter to Governor Ducey opposing any extension of the Postponed Evictions Executive Order. In the letter, the REALTORS® argued that the Governor should reevaluate the rental assistance program and reduce barriers to

assistance. The letter, on behalf of private rental property owners and managers, urged the Governor to utilize the unprecedented resources under his discretion to help those in need, and that the state's efforts need to be focused on improving the deployment of those tools like:

- Reducing the qualifications for the Rental Assistance Program (cut the red tape) to improve the current 6% approval rate.
- Eliminating the requirement that eligible households be responsible for paying 30% of their total gross month's income to their landlord.
- Allowing rental housing owners or managers to apply for assistance on behalf of residents who are delinquent or at risk of eviction.

Arizona REALTORS® did not make these suggestions without acknowledging the sensitivity and humanity property owners have shown to their tenants through this difficult time – offering discounts for timely payment, concessions, rent forgiveness, the waiver of late and other fees, and payment plans. Simply put – Arizona REALTORS® and the other members of this coalition are advocating for better government, once again.

### **ADVERTORIALS**

This summer the Arizona REALTORS® had three advertorials in the Arizona Republic as part of the Rebuilding America promotion. The promotion was designed to help communities confidently navigate the economic and social “reopening” during the pandemic with a focus on what consumers can expect.

The Arizona REALTORS® ads focused on maintaining consumer confidence by demonstrating the value of REALTORS® and the impact the real estate industry has on the Arizona economy. The ads can be found at [www.aaronline.com/press](http://www.aaronline.com/press)

### **COVID-19**

The state association continues to make sure that members around the state have the information they need during the COVID-19 pandemic.

- **Information:** a webpage <https://www.aaronline.com/covid-19/> dedicated to compiling the most up-to-date information on the pandemic and how to continue conducting business while safeguarding your health and the health of your clients.
- **Transactional documents:** [COVID-19 Addendum](#) and a [Model certification for Property Access form](#) are available for member use. Additionally, a "How Arizona REALTORS are Taking Precautions to Protect Buyers/Sellers During Pandemic" [flyer](#) is available in a printable format. Both the Addendum and Flyer are translated into Spanish.
- **Financial Assistance:** Implemented a COVID-19 Relief Hotline for the month of May, which was staffed by our Legal Hotline Attorneys. The hotline, which was suspended on May 29<sup>th</sup>, answered 1,221 calls from REALTORS® asking financial assistance questions related to the pandemic. NAR's COVID-19 hotline is still available by calling **1-800-874-6500**.
- **Governmental:** The Arizona REALTORS® were instrumental in the Governor classifying real estate as an "essential service" and moving up the effective date of the Remote Online Notarization statute to April 10<sup>th</sup>. Additionally, the Arizona REALTORS® have been a leading voice at the table as the state develops and enacts liability policies as they pertain to COVID-19.

**\*Please check the COVID-19 page regularly for updates.**

## **MEMBERS TELE-HEALTH**

**State Association Executives** – Through Members TeleHealth<sup>SM</sup> members and their families can access professional medical advice from the comfort of their own home for only \$7/month (a 50% savings) through NAR's *Right Tools, Right Now* program. Please share the program details with your members found at [www.realtorsinsurancemarketplace.com/telehealth-offer/...](http://www.realtorsinsurancemarketplace.com/telehealth-offer/...)

## **ARIZONA HOUSING FUND**

- The goal of the Arizona REALTORS® is to give every buyer and seller the opportunity to voluntarily donate \$25 (or more) to the Arizona Housing Fund at close of escrow to help the homeless.
- As of the June 30, 2020 the fund is now at approximately \$275,000. Contributions continue to be received daily.
- Rental communities are starting to introduce the Rental Application Program.
- Two Minute Video:  
<https://drive.google.com/file/d/1BQf449zmVOU56uQ2tImJOTF-5-Pw7sIS/view>
- A simple one-page Escrow Donation Form, which can be branded with your logo: <https://arizonahousingfund.org/join-us/>
- Numerous brokerage firms and title companies have become Fund partners: <https://arizonahousingfund.org/>

100% of every dollar in the Fund goes directly to the qualifying nonprofits. In just a few months, the Fund has raised over \$250,000.

## **RISK MANAGEMENT**

**\*\*RVPs, please ask if there are any Risk Management concerns in the region\*\***  
Please notify General Counsel Scott Drucker of any risk management issues your members are experiencing in your region.

### **Mary Lee Greason Excellence in Professional Standards Award**

Nominations for the 2021 Mary Lee Greason Excellence in Professional Standards Award are due **by November 1, 2020**. This award is to be bestowed upon a past or current Arizona REALTOR® Professional Standards Committee member who exhibits a passion for professional standards through exceptional service, commitment, preparation, and leadership. Specific factors to consider include, but are not limited to, length of service, roles in leadership positions, diversity of roles within the Professional Standards Committee, and contributions made. If you know someone worthy of receiving this award, please email your nomination to [scottdrucker@aaronline.com](mailto:scottdrucker@aaronline.com) prior to November 1st. The winner will be selected by the current Chairs of both the Professional Standards Committee and the Risk Management Committee.

## **LONE WOLF TRANSACTIONS (TransactionDesk Edition & zipForm Edition)**

**If you are asked how the decision to change forms providers was made there is an explanation at:** <https://www.aaronline.com/2019/06/05/why-arizona-realtors-switched-form-providers/>

**\*\*Lone Wolf has changed the names of TransactionDesk and zipForm Plus.**

- Transaction Desk is now called "Lone Wolf Transactions (TransactionDesk Edition)"
  - zipForm Plus is now called "Lone Wolf Transactions (zipForm Edition)"
- The "zipForm Edition" is a member benefit from NAR and will continue to service Arizona members through the end of 2021. Lone Wolf has a license agreement to offer

Arizona REALTORS® forms in their "zipForm Edition" and make the most recent versions available to via their platform.

### **TRANSACTION DESK TRAINING**

The state association offers various training options:

- **Live In-Person classes** –  
Due to COVID-19 concerns, live classes have been canceled to ensure the health and safety of Arizona REALTORS® members and staff. For information on alternative training email [support@aaronline.com](mailto:support@aaronline.com).
  
- **Live/Recorded webinars** –  
Classes are scheduled every Thursday at 10:00 a.m. OR Noon (start times alternate weekly). Call 480-304-8930 to register.  
Visit [www.aaronline.com/efficient-business-tools/transactiondesk/](http://www.aaronline.com/efficient-business-tools/transactiondesk/) to view our recorded webinars and tutorials.

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

### **REALTOR® VALUE FLYER**

The Professional & Business Development and Business Services & Technology Committees collaborated to create an online tool that can be used by members to articulate the REALTOR® Value to the consumer.

- The new value proposition flyer, "**A REALTORS® Value To You**," can be found on the "Business Tools" tab at the top of the [www.aaronline.com](http://www.aaronline.com) homepage.
- Members can use the Arizona REALTORS® branded version or follow the directions on the webpage to upload their brokerage logo.

### **SINGLE SIGN-ON**

Single Sign-On gives members the ability to log in to one central location, using one password, to easily access frequently used websites and applications. Single Sign-On will keep track of each individual password for the websites and/or applications you use the most in your business every day!

If you haven't signed up, please do so today by going to [aaronline.com/single-sign-on/](http://aaronline.com/single-sign-on/) and click on "Instruction for Completing Enrollment."

Brokers can also have a personalized presence on the Arizona REALTORS® Single Sign-On dashboard. For questions about Single Sign-On contact [michellekechely@aaronline.com](mailto:michellekechely@aaronline.com).

### **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 so much more!

To use Tech Helpline, call **1-866-232-1791** and provide the support analyst with your NRDS number. Your 9-digit NRDS number can be found on:

- the mailing label of your REALTOR® Magazine
- your NAR Membership identification card; **OR**
- the nar.realtor webpage:

<https://bit.ly/3cKwGrI> = <https://login.connect.realtor/#!/forgotmember>

You can call the Tech Helpline for help with:

- Email access
- Browser issues
- Operating systems (Slow computer)
- Viruses & Antivirus Software
- Possible hacking issues
- Website login/display issues

### **NAR C2EX PROGRAM**

NAR's 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 program:

- provides a personalized learning path
- helps members explore areas of missing knowledge
- provides various up-to-date tools and resources
- is easy to complete in 10 to 15-minute increments
- is built around core competencies including: 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 today at [www.C2EX.realtor](http://www.C2EX.realtor).

### **REMINDERS**

#### **Meeting/Event Speakers**

The state association has compiled a list of speakers which includes leadership and staff. The list is posted on the association website's Staff Directory page and Leadership & Volunteers page.

**Attendees:** if you wish to have a member of leadership speak at your association/brokerage please contact them directly.

#### **Primary Committee Applications**

Join other industry leaders on an Arizona REALTORS® Primary Committee and have a voice in the future of Arizona's real estate business. Serving on a Primary Committee (Risk Management, Legislative & Political Affairs, Business Services & Technology, or Professional & Business Development) allows you to help shape formal policy and have an impact on the state association's formal decision-making process. Go to: <https://www.aaronline.com/about-us/aar-committee-volunteer-info/> to complete an application. The deadline for 2021 Primary Committees is **September 1, 2020**.

### **UPCOMING STATE ASSOCIATION EVENTS/CLASSES**

#### **Wednesday, August 12<sup>th</sup>**

“That Never Happened to Me” – Paula Monthofer  
Virtual Event

#### **Thursday, August 20<sup>th</sup> & Friday, August 21<sup>st</sup>**

At Home with Diversity Class – Robert Morris, Instructor  
Virtual Class

**Wednesday, September 2<sup>nd</sup> –**  
REALTOR® Party Training  
Zoom Virtual Platform

**Thursday, September 3<sup>rd</sup> –**  
REALTOR® Caucus  
Zoom Virtual Platform

**Friday, September 4<sup>th</sup> –**  
2021 Executive Committee Orientation & Budget Meeting  
Zoom Virtual Platform

**October 21 - 23, 2020**  
**2020 Arizona REALTORS® Leadership Conference**  
Glendale Renaissance Hotel

**2021 EVENTS - SAVE THE DATE!**

**Tuesday, January 12<sup>th</sup> –** REALTOR® Day at the Capitol

**Tuesday, March 30<sup>th</sup> & Wednesday, March 31<sup>st</sup> –** Governance Meetings  
(Board of Directors Forum/Regional Caucuses/Board of Directors Meeting)

**Monday, August 30<sup>th</sup> –** REALTOR® Party Training

**Tuesday, August 31<sup>st</sup> –** Arizona REALTOR® Caucus

**Wednesday, September 1<sup>st</sup> & Thursday, September 2<sup>nd</sup> –** Arizona REALTORS® Convention

**Thursday, October 21<sup>st</sup> & Friday, October 22<sup>nd</sup> –** Leadership Conference