



## **TALKING POINTS**

### **SEPTEMBER 2020**

#### **REALTOR SAFETY MONTH**

- On September 10<sup>th</sup> Arizona REALTORS Past President (2017) Paula Monthofer hosted a live chat with Carl Carter regarding REALTOR Safety. The recorded conversation can be found at on the Arizona REALTORS Facebook page.

#### **LEADERSHIP CONFERENCE**

The Leadership Conference will be virtual this year. The conference will be spread out over 4 days instead of 2 days to minimize Zoom fatigue. The dates for the conference will be October 20-23.

The regional caucuses and Board of Directors will be on October 23<sup>rd</sup>.

Sneak peek at some of the speakers featured at the conference: Brian Copeland, Kenny Parcell, Evan Fuchs. Complete information will be available by September 25<sup>th</sup>.

#### **LEGISLATIVE**

- New Arizona REALTOR Party video: The Legislative & Political Affairs department released their new REALTOR Party video on September 3<sup>rd</sup>. The video gives a humorous look at what makes REALTORS essential. The video can be viewed on the association's YouTube and Facebook pages: <https://www.youtube.com/c/arizonarealtors>
- The Arizona REALTORS® funded in part a Special Action Petition filed with the Arizona Supreme Court in which landlords, the Arizona Multihousing Association and the Manufactured Housing Communities of Arizona seek to have the eviction moratorium declared unconstitutional. The Arizona Supreme Court does not have to accept Special Action jurisdiction and decide on the lawsuit. They may decline to hear it for a variety of reasons, and we are concerned at this point, that they may in fact decline.

Therefore, Arizona REALTORS® Joined an Amicus Brief with the Phoenix Metro Chapter of the National Association of Residential Property Managers and the Arizona Real Estate Investors Association urging Court to Accept Special Action Jurisdiction and Declare Eviction Moratorium Unconstitutional.

The eviction moratorium unfairly harms the economic interests of landlords who are forced to bear all of the costs of housing tenants that are not paying rent.

In addition, we have been in close contact with the Governor's office sharing our position that the State has failed to meet the needs of tenants in the form of rental assistance in order to avoid eviction of the tenant and possible foreclosure of the landlord's property. We have advocated in every way possible to have the State more effectively provide financial pandemic assistance to both those living in rental homes

and the owners obligated to make mortgage payments and pay taxes, insurance, and maintenance fees on those homes. This resulted in the establishment of the Rental Property Owner Preservation Fund.

- The Arizona REALTORS® were once again successful in proactively passing legislation in 2020 to expand the use of electronic signatures while defeating numerous bills.

## **MEDIA**

Arizona REALTORS are featured in news stories around the state. Go to

<https://www.aaronline.com/media-contacts-coverage/> for articles, interviews and videos.

## **FORUMS**

The Arizona REALTORS rolled out two monthly virtual forums –

- Broker-to-Broker Forum which is scheduled for the 2<sup>nd</sup> Wednesday of each month from 10:00 a.m. – 11:15 a.m. **and the**
- Property Management Forum which is scheduled for the 2<sup>nd</sup> Thursday of each month from 12:30 p.m. – 1:30 p.m.

Both forums provide an opportunity to stay abreast of hot topics and issues pertaining to legal/regulatory and industry updates.

- Attendance at these forums are free.
- Registration links can be found on the Arizona REALTORS events calendar.

## **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.
- **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.**

## **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.
- Rental communities are actively promoting 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.

### **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.

The Arizona REALTORS has entered into an agreement that allows its members to purchase a full complement of commercial real estate forms from the AIR Commercial Real Estate Association (AIR) at a discount. For the first time, AIR forms have been "localized" for Arizona law. These Arizona specific commercial forms will be available beginning on September 29, 2020. For more information, go to

<https://www.aaronline.com/2013/06/12/member-benefit-commercial-forms-from-air/>.

### **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).

## **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/...)

## **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.

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

**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**