

Arizona REALTORS®
LEGISLATIVE AND POLITICAL AFFAIRS
2021 Business Plan

Committee: Legislative and Political Affairs
Chair: Duane Washkowiak
Staff Liaison : Matthew Contorelli
DATE: 2021

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

2021 Legislative Session
 Increasing Major Investors in 2021

RECOMMENDATIONS

GROUPS FORMED

Issues Mobilization Local Study Group

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.	12/21	
Continue with a "Thank You" lunch for each of the four government affairs committees.	Annually	Tentatively 10/21

Legislative Advocacy - 1510

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Measurable Objective	Target Date	Status
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Activate broad-based Arizona REALTORS® membership representation in lobbying activities through legislative committee appointments and related committee activities.	12/21	
Encourage application to state boards and commissions.	12/21	
Strengthen and maintain relationships with Arizona statewide officeholders and agency department heads.	12/21	Ongoing
Develop ambassador program with ambassador events to connect elected officials with REALTORS® that live and work in their communities.	06/21	
Strengthen and maintain relationships with housing industry partners through ongoing communications.	12/21	Ongoing work with groups like ADRE,
Achieve an 85% success rate on Arizona REALTORS® legislative policy priorities.	6/21	
Conduct daily monitoring of legislation and recommend positions to the Legislative Committee in conjunction with the approved Legislative Policy Statements.	6/21	Ongoing
Monitor member involvement in political campaigns.	12/21	
Finalize 2022 legislative policies list by October 2021.	10/21	
Evaluate state-level candidates on Arizona REALTORS® legislative policies and voting record to receive funds.	8/21	

Local Lobbying Support - 1545

Measurable Objective	Target Date	Status
Assist local associations in their lobbying efforts as issues arise.	12/21	Working with TAR, the REALTORS® urged Sen. Leach to file a 1487 Rule Violation after the Pima County Board of Supervisors voted to expand the federal eviction moratorium - the motion has since been reconsidered and failed to pass.
Encourage local associations to establish an advocacy program and provide assistance as requested.	12/21	

Legislative Policy Development - 1550

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Measurable Objective	Target Date	Status
Poll members for their opinions through use of formal and informal methods.	12/21	
Continue to involve stakeholders on real estate related issues.	12/21	
Encourage proportional regional representation at the REALTOR® Caucus.	9/21	
Forward all legislative recommendations to the Legislative and Political Affairs Committee for review and appropriate action.	9/21	Ongoing
Host 2021 REALTOR® Day Luncheon or other event if large gatherings are prohibited.	05/21	REALTOR® Day at the Capitol has been cancelled.
Identify for participation in, or host, a second legislator event.	12/21	A virtual event is being scheduled in lieu of REALTOR® Day at the Capitol being cancelled. A second event will be scheduled later this year.
Achieve attendance of 65% of legislators at legislative events.	6/21	
Identify attendees for legislative events through political involvement and leadership activity.	12/21	No in-

Fundraising/Grassroots Support - 1560

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Measurable Objective	Target Date	Status
Finalize the political activities fundraising plan by December 31st by the previous plan year.	12/21	
Identify members to participate in the annual REALTOR® Party training.	6/21	

Provide fundraising tips, tools and promotional materials for local associations.	9/21	
Distribute REALTOR® Party updates with local associations and provide Statewide RAPAC graphs.	Monthly	Ongoing
Visit, at a minimum of one time annually, with each local association to promote fundraising activities.	10/21	
Utilize the NAR RAPAC Grant stipend for promotion of RAPAC.	12/21	
Utilize the Major Investor Program NAR stipend to host an Arizona REALTORS® Major Investor Event.	12/21	
Achieve participation of local associations in Major Investor Events.	12/21	Ongoing
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.	12/21	NAR Directors – 84.61% AEs – 14.29% 2021 Presidents – 75% RVPs – 80% RIMC Committee – 66.67% LPAC – 88.89% Legislative Committee – 84% RAPAC Committee – 80% FPCs – 81.81% EXCOM – 87.5% BODs – 72.56%
Achieve 100% or NAR Major Investor Goal for 2021. Benchmarks: 50% of goal by April; 75% of goal by June; 100% by September 30.	12/21	As of 02/21/2021: 41 Major Investors 29 Installment Plans
Recognize Major Investors with gift.	12/21	Ongoing – Jackets & Note Books
Recognize President Circle members with gift.	12/21	Ongoing
Recognize Hall of Fame members with gift.	12/21	Planning a Wall of Fame and dedicated webpage on the Arizona REALTORS® website.
Communicate state and federal election law requirements to local associations in order for RAPAC to remain in compliance at the state and federal level.	12/21	Ongoing.
Host a fundraising event at the Spring Conference/Convention.	4/21	Spring Conference was moved to September. Hosting an online auction in its place 03/29-04/02
Host a fundraising event at the Leadership Conference.	10/21	The Spring convention has moved to September to occur

		in conjunction with REALTOR® Party Training and REALTOR® Caucus
Recognize RAPAC Major Investors on aaronline.com.	Monthly	Ongoing updated through February 15th.
Recognize RAPAC Major Investors with special recognition at REALTOR® Day at the Capitol.	05/21	Will recognize MI's at virtual event.
Recognize RAPAC Major Investors with special recognition at REALTOR® Caucus.	9/21	
Plan and host a 2-day, 1-night Major Investor Event.	10/21	
Maintain Leadership Appreciation Program to connect Arizona REALTORS® leaders with Major Investors for recognition of investment.	12/21	
Increase use of NAR grant programs by 50% over 2019 utilization by local associations.	12/21	
Continue to maintain regular communication and support to local association Government Affairs Directors, attending events and providing updates and presentations as feasible.	12/21	
Maintain current calendar of local association events and encourage attendance.	12/21	

Federal Liaison Support - 1575

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Measurable Objective	Target Date	Status
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	Ongoing communication with Jack Greacen on Federal Issues.
Register all FPCs with NAR's REALTOR® Action Center.	1/21	Completed.
Oversee the FPCs quality contact with their representative or their staff within D.C. or Arizona, ensuring attendance at	Quarterly	Ongoing.

required meetings, training sessions and fundraisers.		
Ensure FPCs attend required Mid-Year meetings.	5/21	
Ensure compliance that all FPCs attend required NAR training session on their roles and responsibilities.	2/21	All FPC's attended the 1/21 January training.
Oversee that each FPC team will hold one meeting locally or attend a fundraiser with their congressman/senator or their staff during the year.	12/21	Meetings are being scheduled.
Maintain strong communication with Congressional staff through ongoing contacts on issues important to Arizona.	12/21	
Attendance at meetings with Members of Congress during the NAR Mid-Year Hill Visits is by invitation only.	5/21	
Ensure compliance that FPCs meet any NAR requirements.	12/21	
Establish a Hill Visit Reception for all Arizona members who attend NAR Mid-Year and invite each MOC.	5/21	Planning virtual meetings.
Establish funds for FPC in-district meetings/receptions.	12/21	

Governmental Communications - 1585

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Measurable Objective	Target Date	Status
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.	12/21	Ongoing Voice additions, presentations in Broker forums, and established a monthly department dashboard to consolidate and track progress.
Produce REALTOR® Party video annually with focus on legislative successes and what that means for their industry/ business/ clients.	5/21	
Provide Calls to Action responses, when necessary, for targeted and effective immediate member communication with	As Required	

Arizona legislators and Members of Congress on critical issues.		
Work with REALTOR® Party Plus to increase opt-in for text response Calls for Action.	12/21	
Utilize digital advertising and technologies to push federal CFAs to members.	As Required	
Maintain current information on each governmental program at aaronline.com.	12/21	
Communicate with HMS Public Relations for press releases when large successes occur, or the consumer needs to be educated on the association's wins.	12/21	
Communicate how Issues Mobilization and RAPAC reserves can enhance local association political objectives.	12/21	
Communicate the importance of the Arizona REALTORS® legislative/political successes to members.	12/21	REALTORS® Legislative Outlook Presentation-1/07 Broker to Broker Forum- 1/20
Continue to communicate the mechanism by which members can relay, on a year-round basis, legislative comments and proposals.	12/21	
Utilize the broker involvement program/stipend to enroll local brokers for participation in NAR's BIP to increase response rates to calls for action.	12/21	
Work with REALTOR® Party Plus to identify a predictive model to target members for increased activism on legislative issues and advocacy initiatives.	12/21	
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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Measurable Objective	Target Date	Status
Conduct research as needed.	12/21	
Work with REALTOR® Party Plus to utilize predictive models to obtain comprehensive analysis of membership as well as election data.	12/21	