

**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**

RAPAC Endorsement 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	Status
Assign tasks to all governmental area workgroups within approved budget parameters.	Ongoing
Continue with a "Thank You" lunch for each of the four government affairs committees.	TBD

**Legislative Advocacy - 1510**

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<b>Measurable Objective</b>	<b>Status</b>
Activate broad-based Arizona REALTORS® membership representation in lobbying activities through legislative committee appointments and related committee activities.	Ongoing
Encourage application to state boards and commissions.	Ongoing
Strengthen and maintain relationships with Arizona statewide officeholders and agency department heads.	Ongoing
Develop ambassador program with ambassador events to connect elected officials with REALTORS® that live and work in their communities.	In the process of developing a “Key Contacts” program to better connect elected officials with REALTOR® Constituents
Strengthen and maintain relationships with housing industry partners through ongoing communications.	Ongoing work with groups like ADRE, AMA, and other Real Estate industry stakeholders
Achieve an 85% success rate on Arizona REALTORS® legislative policy priorities.	100% Success Rate. All REALTOR® Bills Passed and Signed by the Governor
Conduct daily monitoring of legislation and recommend positions to the Legislative Committee in conjunction with the approved Legislative Policy Statements.	Completed – 1774 bills reviewed in the 2021 Legislative Session
Monitor member involvement in political campaigns.	Ongoing
Finalize 2022 legislative policies list by October 2021.	Policies to be updated based on topics brought up during Caucus
Evaluate state-level candidates on Arizona REALTORS® legislative policies and voting record to receive funds.	Ongoing. Voting records completed.

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

<b>Measurable Objective</b>	<b>Status</b>
Assist local associations in their lobbying efforts as issues arise.	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.	Ongoing

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

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Measurable Objective	Status
Poll members for their opinions through use of formal and informal methods.	Reviewing current practices to enhance capabilities in 2022
Continue to involve stakeholders on real estate related issues.	Ongoing
Encourage proportional regional representation at the REALTOR® Caucus.	Completed. Good turnout at Caucus among all regions.
Forward all legislative recommendations to the Legislative and Political Affairs Committee for review and appropriate action.	Completed
Host 2021 REALTOR® Day Luncheon or other event if large gatherings are prohibited.	REALTOR® Day at the Capitol has been cancelled. A virtual event was held on May 24 <sup>th</sup> in its place.
Identify for participation in, or host, a second legislator event.	Completed: Legislative Panel at Caucus. Unable to host stand-alone event due to COVID-19, given concerns among legislators
Achieve attendance of 65% of legislators at legislative events.	Unable to complete due to COVID-19
Identify attendees for legislative events through political involvement and leadership activity.	Completed: Legislative Panel at Caucus.

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

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Measurable Objective	Status
Finalize the political activities fundraising plan by December 31st by the previous plan year.	In process
Identify members to participate in the annual REALTOR® Party training.	Ongoing

Provide fundraising tips, tools and promotional materials for local associations.	Ongoing support via communications and meeting with local staff
Distribute REALTOR® Party updates with local associations and provide Statewide RAPAC graphs.	Ongoing- Monthly via department dashboard and monthly GAD calls
Visit, at a minimum of one time annually, with each local association to promote fundraising activities.	Have spoken to and worked with 10 of 15 local associations on RAPAC and fundraising
Utilize the NAR RAPAC Grant stipend for promotion of RAPAC.	Utilized a NAR RAPAC Grant for Spring Auction & Summer Raffle
Utilize the Major Investor Program NAR stipend to host an Arizona REALTORS® Major Investor Event.	In Process
Achieve participation of local associations in Major Investor Events.	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.	NAR Directors – 92.31% AEs – 35.71% 2021 Presidents –93.75% RVPs – 80% RIMC Committee – 91.67% LPAC – 100% Legislative Committee – 88% RAPAC Committee – 100% FPCs – 100% EXCOM – 93.75% BODs – 85.84%
Achieve 100% or NAR Major Investor Goal for 2021. Benchmarks: 50% of goal by April; 75% of goal by June; 100% by September 30.	As of 08/26/2021: 135 Major Investors 41 Installment Plans
Recognize Major Investors with gift.	Ongoing – Jackets & Notebooks
Recognize President Circle members with gift.	Ongoing
Recognize Hall of Fame members with gift.	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.	Ongoing.
Host a fundraising event at the Spring Conference/Convention.	Spring Conference has moved to September. Hosted an online auction in its place 03/29-04/02
Host a fundraising event at the Leadership Conference.	Raffle will be held
Recognize RAPAC Major Investors on aaronline.com.	Ongoing updated through July 31st

Recognize RAPAC Major Investors with special recognition at REALTOR® Day at the Capitol.	Completed
Recognize RAPAC Major Investors with special recognition at REALTOR® Caucus.	Completed via name badge ribbons, recognition in program and signage
<del>Plan and host a 2-day, 1-night Major Investor Event.</del> Plan a Major Investor Celebration Event	MI Gala planned for 10/27/2021
Maintain Leadership Appreciation Program to connect Arizona REALTORS® leaders with Major Investors for recognition of investment.	Ongoing
Increase use of NAR grant programs by 50% over 2020 utilization by local associations.	Ongoing
Continue to maintain regular communication and support to local association Government Affairs Directors, attending events and providing updates and presentations as feasible.	Ongoing
Maintain current calendar of local association events and encourage attendance.	Ongoing

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

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<b>Measurable Objective</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.	Ongoing communication with Jack Greacen on Federal Issues.
Register all FPCs with NAR's REALTOR® Action Center.	Completed.
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.	Ongoing
Ensure FPCs attend required Mid-Year meetings.	Ongoing

Ensure compliance that all FPCs attend required NAR training session on their roles and responsibilities.	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.	Meetings are being scheduled.
Maintain strong communication with Congressional staff through ongoing contacts on issues important to Arizona.	Ongoing
Attendance at meetings with Members of Congress during the NAR Mid-Year Hill Visits is by invitation only.	Completed Virtual meetings June 2021
Ensure compliance that FPCs meet any NAR requirements.	Ongoing
Establish a Hill Visit Reception for all Arizona members who attend NAR Mid-Year and invite each MOC.	Reception has been cancelled due to no in person events being held
Establish funds for FPC in-district meetings/receptions.	Funds are available when members return to in person events

### **Governmental Communications - 1585**

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<b>Measurable Objective</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.	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.	Ongoing
Provide Calls to Action responses, when necessary, for targeted and effective immediate member communication with Arizona legislators and Members of Congress on critical issues.	Call for action in March regarding Transaction Coordinator Bill
Work with REALTOR® Party Plus to increase opt-in for text response Calls for Action.	Ongoing

Utilize digital advertising and technologies to push federal CFAs to members.	A CFA was issued and successfully killed SB1598
Maintain current information on each governmental program at aaronline.com.	Ongoing
Communicate with HMS Public Relations for press releases when large successes occur, or the consumer needs to be educated on the association's wins.	Ongoing
Communicate how Issues Mobilization and RAPAC reserves can enhance local association political objectives.	Ongoing
Communicate the importance of the Arizona REALTORS® legislative/political successes to members.	What RAPAC has done for you lately will be updated after session
Continue to communicate the mechanism by which members can relay, on a year-round basis, legislative comments and proposals.	Ongoing
Utilize the broker involvement program/stipend to enroll local brokers for participation in NAR's BIP to increase response rates to calls for action.	Ongoing
Work with REALTOR® Party Plus to identify a predictive model to target members for increased activism on legislative issues and advocacy initiatives.	Ongoing
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>Status</b>
Conduct research as needed.	
Work with REALTOR® Party Plus to utilize predictive models to obtain comprehensive analysis of membership as well as election data.	Currently working with Real Strategies to execute contract by 9/30/21