

**Arizona REALTORS®**  
**LEGISLATIVE AND POLITICAL AFFAIRS**  
**2022 Business Plan**

**Committee:** Legislative and Political Affairs  
**Chair:** Susan Herber  
**Staff Liaison :** Matthew Contorelli  
**DATE:** September 2022

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

**CURRENT TOP PRIORITIES**

Increasing Major Investors in 2022  
 Election Year Activities  
 2022 Major Investor Gala  
 2023 REALTOR® Day at the Capitol  
 2023 Legislative Session

**RECOMMENDATIONS**

Adopt 2023-2024 Legislative Policies  
 Adopt RAPAC/RIMC Bylaw Amendments

**GROUPS FORMED**

Candidate Questionnaire Review Work Group  
 Legislative Policies Review Work 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	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.	Will be held October 20 <sup>th</sup> , 2022 in Phoenix.

## Legislative Advocacy - 1510

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Measurable Objective	Status
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 process.
Strengthen and maintain relationships with housing industry partners through ongoing communications.	Ongoing. In contact with ADRE, AZ Multihousing Assoc., AZ Homebuilders, etc.
Achieve an 85% success rate on Arizona REALTORS® legislative policy priorities.	Completed. 88% success rate achieved.
Conduct daily monitoring of legislation and recommend positions to the Legislative Committee in conjunction with the approved Legislative Policy Statements.	Ongoing.
Monitor member involvement in political campaigns.	Ongoing.
Finalize 2023 legislative policies list by October 2022.	Policies to be updated based on issues raised at the 2022 REALTOR® Caucus.
Evaluate state-level candidates on Arizona REALTORS® legislative policies and voting record to receive funds.	Ongoing.

### Local Lobbying Support - 1545

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Measurable Objective	Status
Assist local associations in their lobbying efforts as issues arise.	Ongoing. 2/22 Participated in TAR Housing Advocacy Forum 7/22 Assisted CAR with Issues Mob Campaign 9/22 A Assisted NAAR with Issues Mob Campaign
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.	In process. To begin in February through REALTOR® Party Plus.
Continue to involve stakeholders on real estate related issues.	Ongoing.
Encourage proportional regional representation at the REALTOR® Caucus.	In process.
Forward all legislative recommendations to the Legislative and Political Affairs Committee for review and appropriate action.	Ongoing.
Host 2022 REALTOR® Day Luncheon or other event if large gatherings are prohibited.	Completed. Over 225 REALTORS® attended. Over 400 attendees with Legislators and staff.
Identify for participation in, or host, a second legislator event.	In process. Coordinating with past partners.
Achieve attendance of 65% of legislators at legislative events.	Ongoing.
Identify attendees for legislative events through political involvement and leadership activity.	Ongoing.

## 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.	Completed on August 30 <sup>th</sup> , 2022.
Provide fundraising tips, tools and promotional materials for local associations.	Ongoing.
Distribute REALTOR® Party updates with local associations and provide Statewide RAPAC graphs.	On going. New Arena™ application vis Aristotle gives local association real-time fundraising information and will take place of graphs.
Visit, at a minimum of one time annually, with each local association to promote fundraising activities.	In process. In-Person: WMAR, PAAR, PAR, SAAR, YAR, LHVAR, WeSERV; Viturally: CAR, BHMVAR.
Utilize the NAR RAPAC Grant stipend for promotion of RAPAC.	In process. \$9,000 grant approved for Spring Auction
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 – 100% AEs – 64% 2022 Presidents – 93% President Elects – 86.67% RVPs – 100% RIMC Committee – 81.25% LPAC – 100% Legislative Committee – 100% RAPAC Committee – 100% FPCs – 91% EXCOM – 94% BODs – 89% Local RAPAC Chairs – 86.67%

Achieve 100% or NAR Major Investor Goal for 2022 (313). Benchmarks: 50% of goal by April; 75% of goal by June; 100% by September 30.	In process. 242 Major Investors (77.3%) as of 9/16/22.
Recognize Major Investors with gift.	Ongoing. Shirts, notebooks and tote bags.
Recognize President Circle members with gift.	Ongoing.
Recognize Hall of Fame members with gift.	Ongoing. Wall of Fame in process. Construction to begin 1/2023
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.	An online Spring Auction will be held from 3/28-4/1, as the Spring Conference has been moved to August. New record set with \$69,000 raised.
Host a fundraising event at the Leadership Conference.	Raffle to be held.
Recognize RAPAC Major Investors on aaronline.com.	Ongoing. Updated through August 31, 2022.
Recognize RAPAC Major Investors with special recognition at REALTOR® Day at the Capitol.	Completed with Name Badge Banners and Senate Floor Tour with Rep. TJ Shope.
Recognize RAPAC Major Investors with special recognition at REALTOR® Caucus.	Completed with Banners and names in program.
Plan a Major Investor Celebration Event.	Major Investor Gala planned for December 8, 2022.
Maintain Leadership Appreciation Program to connect Arizona REALTORS® leaders with Major Investors for recognition of investment.	Ongoing. Line Officer MI thank you cards distributed monthly.
Increase use of NAR grant programs by 50% over 2021 utilization by local associations.	Ongoing. Working with HAAR on placemaking grant.
Continue to maintain regular communication and support to local association Government Affairs Directors, attending events and providing updates and presentations as feasible.	Ongoing. Holding monthly GAD and REALTOR® Party Sync meetings.
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.
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. Holding FPC conference calls throughout the year.
Ensure FPCs attend required Mid-Year meetings.	Completed.
Ensure compliance that all FPCs attend required NAR training session on their roles and responsibilities.	Completed.
Oversee that each FPC team will hold one meeting locally or attend a fundraiser with their congressman/senator or their staff during the year.	Ongoing.
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 with 9/11 Congressional Offices
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.	Completed on 5/2/2022; Senator Kelly gave remarks.
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. Weekly Legislative Updates have been included in the Voice.
Produce REALTOR® Party video annually with focus on legislative successes and what that means for their industry/ business/ clients.	Completed and debuted at 2022 REALTOR® Caucus
Provide Calls to Action responses, when necessary, for targeted and effective immediate member communication with Arizona legislators and Members of Congress on critical issues.	No CFA’s necessary
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.	In process.
Maintain current information on each governmental program at aaronline.com.	Ongoing.
Communicate with HMA 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.	Ongoing. “What RAPAC has done for you lately” storyboards to 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.	

Work with REALTOR® Party Plus to identify a predictive model to target members for increased activism on legislative issues and advocacy initiatives.	In process.
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.	Research has been commission on Residential TPT and Water
Work with REALTOR® Party Plus to utilize predictive models to obtain comprehensive analysis of membership as well as election data.	Completed. New membership demographic infographic completed for 2022 and added to the website.