

**Arizona REALTORS®**  
**LEGISLATIVE AND POLITICAL AFFAIRS**  
**2023 Business Plan**

**Committee:** Legislative and Political Affairs  
**Chair:** Paul Baker  
**Staff Liaison :** Matthew Contorelli  
**DATE:** March 3, 2023

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

**CURRENT TOP PRIORITIES**

2023 Legislative Session  
 Exceeding 2022 Fundraising Achievements

**RECOMMENDATIONS**

None at this time.

**GROUPS FORMED**

None at this time

**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.	Scheduled for 10/18/23

## 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.	Spring 2023.
Strengthen and maintain relationships with housing industry partners through ongoing communications.	Ongoing. In constant contact with ADRE, ADOR, AZ Multihousing Assoc., AZ Homebuilders, etc.
Achieve an 85% success rate on Arizona REALTORS® legislative policy priorities.	Ongoing.
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.	N/A, non-election year.
Finalize 2023 legislative policies list by October 2022.	Completed.
Evaluate state-level candidates on Arizona REALTORS® legislative policies and voting record to receive funds.	N/A, non-election year.
Promote and support legislation that improves REALTOR® professionalism and facilitates a superior consumer experience.	Ongoing.

### Local Lobbying Support - 1545

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Measurable Objective	Status
Assist local associations in their lobbying efforts as issues arise.	Ongoing – NAAR STR ordinances.
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.	Planned for late Spring
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 2023 REALTOR® Day Luncheon or other event if large gatherings are prohibited.	Completed 1/10/23 – Chase Field with NAR Riding w/ Brand
Identify for participation in, or host, a second legislator event.	In process with NAIOP and Multihousing Assoc.
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.	Completed.
Identify members to participate in the annual REALTOR® Party training.	In progress.
Provide fundraising tips, tools, and promotional materials for local associations.	Ongoing.
Distribute REALTOR® Party updates with local associations and provide Statewide RAPAC graphs.	Monthly REALTOR® Party Sync hosted by Tim
Visit, at a minimum of one time annually, with each local association to promote fundraising activities.	1/4/23 CAR, 1/20/23 PAAR, 1/23/23 BHMVAR, 2/15/23 SAAR, 3/7/23 GVSAR, 3/21/23 WeSERV, 5/2/23 YAR,
Utilize the NAR RAPAC Grant stipend for promotion of RAPAC.	\$9,000 of \$15,000 grant stipend approved for spring auction
Utilize the Major Investor Program NAR stipend to host an Arizona REALTORS® Major Investor Event.	Scheduled for summer or fall after new office space has been completed.
Achieve participation of local associations in Major Investor Events.	Ongoing – YAR, TAR, SAAR completed, WeSERV upcoming, WMAR, PAAR holding first ever MI event in 2023
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 – Local AEs – 5/14, 38% Presidents – 11/14, 79% President Elects – 13/14, 93% RVPs – 4/5, 80% RAPAC/RIMC – 12/19, 63% LPAC – 13/16, 81% LegCom – 19/26, 73% FPCs – 8/11, 73% EXCOM – 12/15, 80% BOD – 94/117, 80% RAPAC Chairs–11/14,79%

Achieve 100% of NAR Major Investor Goal for 2023. Benchmarks: 50% of goal by April; 75% of goal by June; 100% by September 30.	Ongoing – MI Installment forms have been sent to local associations.
Recognize Major Investors with gift.	Ongoing. Quarter-zip pullover and notebooks have been delivered and will begin distribution at Spring Convention in Prescott
Recognize President Circle members with gift.	Recognition to be coordinated later this year.
Recognize Hall of Fame members with gift.	In progress.
Communicate state and federal election law requirements to local associations in order for RAPAC to remain in compliance at the state and federal level.	In progress.
Host a fundraising event at the Spring Conference/Convention.	Live in person auction at lunch Thursday, silent auction promoted during conference with QR Code flyers.
Host a fundraising event at the Leadership Conference.	Live auction or raffle.
Recognize RAPAC Major Investors on aaronline.com.	Final 2022 Completed. 2023 updated through February
Recognize RAPAC Major Investors with special recognition at REALTOR® Day at the Capitol.	Name badge ribbons for MI, PC, and HOF. Full size banner for MI and HOF.
Recognize RAPAC Major Investors with special recognition at REALTOR® Caucus.	In progress.
Plan and host an annual Major Investor Event that will both incentive new Major Investors and show appreciation to existing Major Investors	Scheduled for December 7, 2023.
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 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.

Establish a permanent RAPAC Hall of Fame recognition at the Arizona REALTORS® office to communicate the ongoing member dedication to RAPAC.	HOF Wall contract secured and construction will be completed in 2023 with unveiling ceremony.
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### **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. Q1 FPC meeting completed on 3/7
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.	In process.
Ensure compliance that all FPCs attend required NAR training session on their roles and responsibilities.	In process.
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.	Cancelled due to NAR Riding With the Brand Event on 5/9/23
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.	Cancelled due to NAR Riding With the Brand Event on 5/9/23
Establish funds for FPC in-district meetings/receptions.	In process.

### **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 social media is utilized to communicate.
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.	As needed.
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.	As needed.
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. Assisted with press release for Commissioner Nicolson’s appointment.
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.	In progress.
Continue to communicate the mechanism by which members can relay, on a year-	Ongoing

round basis, legislative comments, and proposals.	
Utilize the broker involvement program/stipend to enroll local brokers for participation in NAR's BIP to increase response rates to calls for action.	As needed.
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
Engage and inform diversity-focused REALTOR® organizations across the state.	In process.

### **Political Research - 1596**

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<b>Measurable Objective</b>	<b>Status</b>
Conduct research as needed.	Ongoing.
Work with REALTOR® Party Plus to utilize predictive models to obtain comprehensive analysis of membership as well as election data.	In process.