

Arizona REALTORS®
BUSINESS TECHNOLOGY & COMMUNICATIONS
2023 Business Plan

From: Business Technology and Communications
Chair: Nicole Cumbie
Staff Liaison: Dan Pemberton
Date: June 2023

REALTOR®.....The best prepared real estate practitioner with the highest standards.

The following are programs, products, services, and activities (PPSAs) with Business Services and Technology oversight.

CURRENT TOP PRIORITIES

- Focus on promoting new member benefits and services.
- Identify products and services that will provide value to the Association.
- Continue to provide members with strong support and training of member benefits via our support channels.

RECOMMENDATIONS

GROUPS FORMED

The Business Technology and Communications (BTC) committee will work on all Communications tasks and the Member Communications Committee will be used only for special projects that the BTC Committee wants the group to focus on (member surveys, event communications, social media ambassador program, etc.).

Aaronline.com website redesign Workgroup

This workgroup will be responsible for suggesting clean-up of outdated or irrelevant content on our website. The workgroup will also be responsible for suggesting new relevant content and webpage redesign suggestions. (Risk Management Pages are not considered for updates or changes at this time)

Social Media Messaging Workgroup

This workgroup will be responsible for brainstorming new relevant content to increase our social media clicks, likes, shares and subscribes (examples: Hot Real Estate topics, trends, tips and tricks, video ideas).

New Tech Workgroup

The New Tech workgroup will be responsible for investigating and presenting to the committee new trending technologies pertinent to the REALTOR® member.

BUSINESS SERVICES

Arizona REALTORS® provides technology tools as a member benefit only if Arizona REALTORS® is in a unique position to provide the tool, or the tool create value statewide, or if the tool advances the real estate

industry and the Arizona REALTORS® vision. Arizona REALTORS® identifies and recruits REALTORS® who are technologically adept to enhance the goals of the committee. (Strategic Objectives 5.E)

Measurable Objectives	Status
Negotiate discounts for products and services that benefit members and consistently market those offerings.	Ongoing- Latest entry to Tech Marketplace-You Cellit
Market for member awareness and increased use	Ongoing – Voice Weekly
Pursue partnership and collaboration opportunities to the REALTORS® how to use business technologies through various platforms.	
Utilize member information via our membership database to identify REALTORS® with pertinent expertise. Creation and use of targeted committee application, nomination and referrals.	
Create pre-formatted graphics and content for local associations to populate their websites and distribute as needed through Photofy.	Ongoing - Monthly
Provide information and assistance to local associations and brokerages to promote REALTOR® technology tools and provide training on their usage.	Ongoing, offsite training is scheduled as needed.

Photofy, Breeze and The Tech Helpline®

Arizona REALTORS® provides technology tools, as a member benefit only if: Arizona REALTORS® is in a unique position to provide the tool; the tool creates value statewide; or the tool advances the real estate industry and the Arizona REALTORS® vision. Arizona REALTORS® researches, vets and provides information on member or staff recommended products and services that increase efficiency, profitability and digital security of member business operations. Arizona REALTORS® negotiates discounts for products and services that benefit REALTOR® and market those offerings. (Strategic Objectives 5.B, 5.C)

Measurable Objectives	Status
Usage statistics are compiled and shared with the Committee.	Ongoing - Quarterly
Market for member awareness and increased use	Ongoing – The Voice
Research and inform REALTORS® on how to choose the right technologies for their business through multiple channels of communication with the Tech Workgroup being tasked to investigate products and services and making recommendations.	Ongoing – The New Tech workgroup has reviewed the Peardrop App. Spin Top Signs, You Cellit(Approved)
Maintain positive member responses.	Member responses are mostly positive

Forms

Arizona REALTORS® controls and provides the delivery of Arizona REALTORS® forms as a member benefit through Transaction Desk/Authentisign and or forms licensee partners. Arizona REALTORS® negotiates discounts for products and services that benefit REALTOR® and market those offerings. (Strategic Objectives 5.A and 5.D)

Measurable Objectives	Status
Usage statistics are compiled and shared.	Ongoing - Quarterly
Conduct trainings on a monthly/bi-weekly basis	Ongoing – Training is conducted weekly Via Zoom
Pursue partnership and collaboration opportunities to teach REALTORS® how to use business technologies through various platforms.	.
Maintain positive member responses	Member responses are mostly positive

Arizona REALTORS® Single Sign-On

Arizona REALTORS® provides technology tools as a member benefit only if: Arizona REALTORS® is in a unique position to provide the tool; the tool creates value statewide; or the tool advances the real estate industry and the Arizona REALTORS® vision. Arizona REALTORS® researches, vets and provides information on recommended products and services that increase efficiency, profitability, and digital security of REALTOR® business operations. Arizona REALTORS® negotiates discounts for products and services that benefit REALTORS® and market those offerings. (Strategic Objectives 5.B, 5.C and 5.D)

Measurable Objectives	Status
Usage statistics are compiled and shared with BT&C Committee.	Ongoing - Quarterly
Conduct trainings on a weekly basis	Ongoing – Weekly Zoom Trainings
Research and inform REALTORS® on how to choose the right technologies for their business through multiple channels of communication with the Tech Workgroup being tasked with investigating products and services and making recommendations.	Tech Marketplace - ongoing
Maintain positive member responses	Member responses are mostly positive
Investigate strategies for member engagement via the Single Sign-On platform using targeted pop-up messaging based on criteria from the enhanced member profile data within RAMCO.	Ongoing – Pop-up messaging is used to alert system issues and to notify members of Association Conferences, classes and events.

SOFTWARE DEVELOPMENT

Arizona REALTORS® will develop and monitor software that will help Arizona REALTORS® maintain data to better understand member needs, communicate more effectively with members and maximize adoption of Arizona REALTORS® programs and services. Identify products and services that will provide cost savings to the Association.

Measurable Objectives	Status
Develop and maintain data and access to data for Arizona REALTORS® purposes.	Arizona Housing Report - Ongoing

Enhanced Member Profile

Arizona REALTORS® develops and maintains data, member profile, to better understand member needs, engage more effectively with members and maximize adoption of Arizona REALTORS® programs and services (SP: 5.D).

Measurable Objectives	Status
Provide data analytics of AAROnline.com members logged-in.	
Develop “Enhanced Member Profile” through RAMCO AMS.	Ongoing – Member information is gathered through our member Database
Maintain RAMCO as the data warehouse for the Enhanced Member Profile	Ongoing – Member information is gathered through our member Database

IT RESOURCES AND SECURITY MANAGEMENT

Arizona REALTORS® will develop and monitor software that will help members’ access to Arizona REALTORS® forms as a member benefit (SP: 5.A) and maintain data to better understand member needs, engage more effectively with members and maximize adoption of Arizona REALTORS® programs and services (SP: 5.E).

Measurable Objectives	Status
Data and voice systems uptime is better than 99%, excluding planned maintenance periods	Ongoing – Meeting Objectives
Security exploits conducted against Arizona REALTORS® receive urgent attention and appropriate measure taken to prevent reoccurrence	Ongoing – Meeting Objectives
Build an effective disaster recovery infrastructure to allow immediate phone and email recovery	Ongoing – Cloud based systems – Meeting Objectives

Phone

Arizona REALTORS® Information Technology resources will ensure that phone communications are secure and reliable, allowing Arizona REALTORS® to engage more effectively with members (SP: 5.E). Nextiva is our new phone web-based phone service provider effective 12/2020.

Measurable Objectives	Status
Maintain a secure and reliable phone system	Meeting Objectives
Troubleshoot problems in a quick and efficient manner.	Meeting Objectives

Network

Arizona REALTORS® Information Technology resources will ensure that the network infrastructure is secure and reliable, allowing Arizona REALTORS® to engage more effectively with members and each other (SP: 5.E).

Measurable Objectives	Status
Establish disaster recovery infrastructure to maintain phone system in event of local physical failure	Ongoing – Meeting Objectives – Nextiva Phone systems.
Maintain the network to ensure it remains secure and reliable	Ongoing – Meeting Objectives

BUSINESS SERVICES AND TECHNOLOGY SUPPORT

Arizona REALTORS® Business Services and Technology area will provide top notch technical and customer support to its members.

Measurable Objectives	Status
Staff and committee leadership review use of resources via quarterly financials - Statistics	Ongoing
Support and enhance customer service platforms (such as ZenDesk) to identify and track technology issues. Gather demographics and make the information and data available to local REALTOR® Associations when appropriate.	Ongoing
At year-end, income and expense for this committee's overall budget are within 10%	

2023 COMMUNICATIONS: REALTOR ENGAGEMENT AND CONSUMER OUTREACH BUSINESS PLAN

Christina Smalls, Staff Liaison

The Arizona REALTORS® communicates using methods that inform, connect, and engage REALTORS®, local REALTOR® associations, and consumers.

Measurable Objectives	Status
Disseminate pertinent, relevant, and timely industry and association information through social media, aaronline.com, videos, and newsletters.	On-going
Engage with REALTORS® and local associations to identify needs, provide communication services, and inform on issue resolution techniques.	On-going

Review, best practices in search functionality, website navigation, and user interface; and integrates these practices into the Arizona REALTORS® website.	On-going
Organize information on the website for easy search and access by members.	On-going
Conduct research on the preferred communications methods of our REALTOR® members and communicate with our members through those methods.	
Engage in at least four consumer outreach activities each year and promote community involvement activities of members.	
Promote REALTOR® volunteerism and community involvement.	
Promote advocacy efforts with a focus on consumer outreach and education to the public and REALTOR® members.	
Identify community outreach efforts conducted by REALTORS® and recognize them through an annual award.	
Promote the value of using REALTORS®.	On-going Ad placed in Arizona Diamondbacks yearbook.
Communicate the value and successes of REALTOR® associations throughout the state by placing at least ten mentions in print or broadcast media in 2023.	_12_ media placements since December 1, 2022.
Use social media to deliver timely and relevant content to member associations to help foster discussion; and is managed and monitored to ensure a steady rise in engagement	On-going Social Media Statistics as of March 28, 2023: Facebook – 18,067 followers Instagram – 2,957 followers LinkedIn – 5,539 followers Twitter – 11,919 followers YouTube – 1,902 subscribers
Communicate the association's initiatives and work in progress to members.	On-going
Communication statistics are compiled and shared monthly.	On-going
Print and digital collateral adheres to the Arizona REALTORS® brand and is member centric and speaks to Arizona REALTORS® value proposition.	On-going
Engage in regular outreach to members to elicit discussions by posing questions on social media and in The Voice.	
Meet or exceed real estate industry email open and click-through rates with The Voice.	On-going

Conduct member and consumer research as needed to provide information to decision makers by fielding at least two email surveys.

2023 EQUITY, DIVERSITY, AND INCLUSION BUSINESS PLAN

Torey Gannon, Committee Chair

Christina Smalls, Staff Liaison

The Arizona REALTORS® commits to building stronger, inclusive, and diverse association leadership and membership to better represent the communities served and ensure a superior consumer experience by building dynamic, inclusive, and safe communities.

Measurable Objectives	Status
Increase the diversity of REALTOR® members and REALTOR® leadership to better represent the communities in which they serve.	
Maintain a DEI Ambassador group – welcome members to events and help share our messaging on social media.	Ambassadors at the Spring Conference – March 2023.
Create a Leadership Mentor Program – identify and mentor upcoming diverse leaders.	
Create graphics showcasing various leaders.	On-going
Provide REALTORS® with opportunities for open dialogue about equity, diversity, and inclusion.	
Host sessions and create videos with scenarios on empowering action when faced with discrimination.	
Create videos to educate and re-educate about the importance of inclusivity and Article 10 changes.	
Create videos on pronoun usage and how to get comfortable discussing this topic with consumers.	
Promote REALTORS® understanding and perception of diversity to create a more respectful and inclusive industry and consumer experience.	
Emphasize and educate both REALTORS® and the public about the document recorded by ADRE with every County Recorder’s Office in Arizona disclaiming the validity and enforceability of discriminatory restrictions and covenants.	
Create opportunities for REALTOR® outreach to diverse communities to provide those communities with information about the real estate industry and profession.	Partnering with Chase Bank on home buyer education sessions.
Record videos about empowering consumers to become homeowners.	
Promote, via a 2-year plan in underserved communities, the importance of home ownership, convey the message that the association is their ally in getting them to their goal of home ownership.	Partnering with Chase Bank on home buyer education sessions.
Investigate the feasibility of providing scholarships for pre-licensing and academic programs for diverse individuals with an interest in becoming a REALTOR® and implement if feasible.	Flyer created and being sent to Arizona School Board for distribution to schools. Scholarship webpage is “live.”

Research conducting outreach presentations to high schools, career fairs, and in underserved communities in collaboration with YPN agents.	PowerPoint presentation drafted and in the editing phase – 03/28/2023.
Create a resource on the Arizona REALTORS® website with presentation materials for REALTOR® members to utilize when engaging in outreach activities.	
Develop communications that promote real estate as an inclusive profession.	
Promote real estate as a first-time profession to individuals in high schools, colleges, and universities.	PowerPoint presentation drafted and in the editing phase – 03/28/2023.
Maintain the “DEI in A Box” resource for Association/Board trainings.	On-going
Maintain a DEI social media Calendar (pride month, women’s history month, etc.).	On-going
Support and promote fair housing.	On-going
Continue working with NAR on its “Tester Program” for brokers to identify fair housing violations.	On-going
Request that the Risk Management Committee consider drafting a Fair Housing Disclosure either as a separate document or to be included in an existing residential resale form.	NEW Fair Housing Advisory was approved by the Risk Management Committee on January 5, 2023. The Advisory is available on the association’s website and forms platforms.
Create Fair Housing “Marketing in a Box.”	Webpage drafted and is in final review.