

Tennessee REALTORS® 2020 Election Guide

Important Dates

Election Dates

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|---|--|
| ★ Presidential Preference Primary | Tuesday, March 3, 2020
(Early Voting Feb 12-25) |
| ★ State & Federal Primary Election | Thursday, August 6, 2020
(Early Voting July 17-Aug 1) |
| ★ State & Federal General Election | Tuesday, November 3, 2020
(Early Voting Oct 14-29) |

Deadlines for Federal & State House and Senate Candidates

- | | |
|---|--------------------------|
| ★ First Day to Pick Up Petitions | Monday, February 3, 2020 |
| ★ Qualifying Deadline | Thursday, April 2, 2020 |
| ★ Withdrawal Deadline | Thursday, April 9, 2020 |

Voter Registration Deadlines

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|--|-------------------------|
| ★ Voter Registration Deadline (Primary) | Tuesday, July 7, 2020 |
| ★ Voter Registration Deadline (General) | Monday, October 5, 2020 |

Local Association Request Deadlines for State Candidates

**Please note these requests will be considered by the state trustees*

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|-----------------------------------|---------------------------------|
| ★ Primary Election Request | Friday, May 29th, 2020 |
| ★ General Election Request | Wednesday, September 15th, 2020 |

Guidelines for Candidate Interviews

Interviews by the local RPAC or Government Affairs Committees are appropriate when TWO or MORE candidates are running for the same office.

★ Scheduling Interviews

- Schedule interviews well in advance of the Primary and General Election dates and established funding deadlines for state and national trustees.
- Prior to the interview, the panel should meet to agree on the questions the candidate will be asked.

★ Invitations

- Send written invitations to candidates asking them to attend.
- Provide a list of relevant issues and REALTORS® stances on the issues.
- Explain that a recommendation for support from the interviewing panel makes them eligible for but DOES NOT guarantee funding.

★ Conducting the Interviews

- Treat all candidates the same sticking to the agreed talking points and strict time allocation for the interview. Appointing a moderator will help things run smoothly.
- With incumbents, their voting record and relationship with the association may be considered.
- With challengers, inform them that if an incumbent has been friendly to REALTOR® issues, *ceteris paribus*, you will likely support the incumbent.
- Inquire about the structure and strength of a candidate's campaign to assess their chances of winning the race.
- Ask about the needs they have with funding and data/voter outreach and whether they would be willing to accept PAC donation.

Post Candidate Interview Process

★ **Receiving PAC Approval**

- After the interviews, the panel should vote in a timely manner about which candidate to support.
- Make specific recommendations about the amount of financial support and/or in-kind data and voter outreach support.
- Send recommendations to the local Government Affairs Director.
- [Distinction between local versus state candidates]
- Soon after, a formal request of support should be sent to TN REALTORS® with the details of the candidate, their contact information, and the amount of RPAC support requested.
- State RPAC Trustees will have the final say in determining support.

Data Resources

★ Curate

- Curate is an online platform that uses artificial intelligence to track city council and county board meetings to identify hot-button issues important to organizations.
- Tennessee REALTORS® is contracting with Curate to provide local REALTOR® associations the ability to track important issues as they pop up in their city and county governments.
- Curate functions by looking for keywords in meeting agendas and minutes. Tennessee REALTORS® and local associations will have the ability to add keywords to the software so no issues go unnoticed.

★ RelatorParty.Realtor

- NAR's website provides crucial information regarding issue stances, grants, programming, and other resources critical to REALTOR® Party success.

Appendix- A Sample Candidate Interview Form

Tennessee REALTORS® RPAC Candidate Questionnaire

It is the policy of the Tennessee REALTORS® that a candidate questionnaire be completed to request RPAC Funds. The candidate questionnaire will be reviewed by the REALTOR® Political Action Committee for the funds to be considered.

Requests must be accompanied by a candidate questionnaire. Requests will not be considered until the candidate has officially declared for the office he/she is seeking and has filed the proper paperwork.

Section I. Campaign Information

Candidate's full name:

Campaign HQ Address

Street:

City:

State:

Zip:

Telephone Number:

Campaign Manager:

Campaign Treasurer:

Political Party:

Candidate Position/Occupation:

For current officeholders, term expires:

Previous public offices or appointments:

Section II. Financial

Does Candidate accept PAC funds? Yes___ No___

Does Candidate have a PAC of their own? Yes___ No___

If yes, what is it called? _____

Where would the candidate like to receive contributions? PAC___ Campaign ___

Section III. Basis for Candidacy

Please give three (3) reasons why you are running:

1.

2.

3.

List any endorsements for this race:

Section IV. Organizational

1. What previous relationship, if any, has this candidate had with Tennessee REALTORS®?
2. Please name REALTORS® supportive of your candidacy and if they hold any official roles.
3. What is your campaign's plan/strategy to win?
4. What sets you apart from other candidates?
5. What top funding and/or debt issues is your district facing? What revenue streams and/or budget cuts would you look toward to fund budget gaps?
6. In general, do you support or oppose the use of local impact fees and adequate facilities taxes to generate revenue? Why?
7. Do you support a local option transfer fee on real estate transactions? Why?
8. Would you or your campaign like to discuss any issues further with Tennessee REALTORS'® Staff/Lobbyist?
9. Is there any additional information you'd like to share with us about your campaign?