

★★ 2022 ★★

PROGRAM GUIDE



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A WORD FROM THE PRESIDENT

“However difficult life may seem, there is always something you can do and succeed at.”
-Stephen Hawking

As your 2022 President, it is my honor to welcome you to this Advocacy Guide and to what it represents, a roadmap for our association’s engagement in the REALTORS® Political Action Committee (RPAC) and the REALTOR® Party as we move through 2022.

As I look back at 2021 and look forward to 2022, the Stephen Hawking quote resonated with me. The Covid-19 pandemic has changed the way we do so many of our daily tasks both in our personal and professional lives. It’s challenged us to become more innovative and more resilient. This quote reminds me that even through hard times, we can still succeed. This past year was the perfect example of how we’ve adapted through difficulties and strengthened real estate and continued to advocate for the rights of private-property owners across the state.

Thank you to all of you who are faithful investors in RPAC. You share an interest in, and commitment to, championing advocacy, and standing strong with the REALTOR® Party, and fighting for the rights of property owners and our real estate industry.

Advocacy is an essential part of who we are as REALTORS® for many reasons. As we engage and get involved, we can support candidates who stand with us on issues that matter to consumers and our industry. We can connect and build relationships with elected officials on the local, state, and national levels. And we can make a difference.

Despite the challenges posed by COVID-19, RPAC and the REALTOR® Party had some major wins in 2021, made possible by funds invested in RPAC, posing a strong voice in Washington, D.C. as legislation passed and was signed making relief, assistance, and loan forgiveness available to small businesses and entrepreneurs, including REALTORS®.

At the local, state, and national levels, we will continue to speak up on vital issues ranging from fair housing and taxes to flood insurance and commercial lending, to so many more.

I hope you join us for Tennessee REALTORS® Day on the Hill (DOTH) on February 10th. In light of COVID-19, the details of this year’s Day on the Hill event are still being discussed. Despite this delay, we are still planning to have great interactions with our state legislators either in-person OR virtually to discuss key issues and bills that will be considered by the 2022 General Assembly. Please stay tuned for more details as we keep a close eye on COVID-19 and if the Capitol will allow visitors this year.

Thank you again for your dedication, service, and commitment to Tennessee REALTORS®, and RPAC. Despite the challenges we faced, we still have so much opportunity for success and I’m excited to see the success we can have when we keep advancing this critical work.



Sincerely,

A handwritten signature in black ink, appearing to read 'Travis Close', written over a light blue horizontal line.

Travis Close
2022 President

San Diego Convention Center
(San Diego, CA)

Gaylord Opryland Resort and Convention Center
(Nashville, TN)

Hilton Downtown Nashville
(Nashville, TN)

Grand Hyatt Baha Mar Hotel
(Nassau, Bahamas)

(National Harbor, MD)

French Lick Resort
(*French Lick, IN*)

(Orlando, FL)

TENNESSEE'S 2021 RPAC HALL OF FAME MEMBERS

Congratulations to Tennessee's inductees into the NAR RPAC Hall of Fame! These generous investors are recognized each May during the NAR REALTORS® Legislative Meetings & Trade Expo in Washington, D.C.

Each year, our inductees join an esteemed fraternity of
Tennessee RPAC
Hall of Fame members that includes:

2005

Bobbi Gillis

2009

Lois Killebrew
Jewell McKinney
Rob Wigton

2010

Martin Edwards
Fontaine Taylor

2011

Rosemarie Fair

2013

Steven D. Harding

2014

John Brittle Jr.
Brian Copeland
Hagan Stone

2015

Margaret Dixon

2016

Rich Levenson

2017

\$50,000

Jewell McKinney

2017

\$25,000

Pat Beech
Janice Carlton
Gerald Daves
Nick French
Mike Gaughan
Price Lechleiter
Brianna Morant
Mike Pappas
Sher Powers
Randall Thomas

2018

Marcia Franks
Thomas King
Mike Pappas
Ann Skiera

2019

\$50,000

Hagan Stone

\$25,000

Erin Krueger
Geoff Ramsey
Cindy Stanton
Doyle Webb

2020

\$50,000

Jewell McKinney
Hagan Stone

2020

\$25,000

Pat Beech
John Brittle
Alexander Bynum
Janice Carlton
Brian Copeland
Denise Cummins
Gerald Daves
Margaet Dixon
Shanon Duncan
Martin Edwards
Rosemarie Fair
Marcia Franks
Nick French
Mike Gaughan
Bobbi Gillis
Todd Harvey
Lois Killebrew
Thomas King
Erin Krueger
Price Lechleiter
Richard Levenson
Jay Lowenthal
Yvette Meldrum
Brianna Morant
Michael Pappas
Sher Powers
Geoffrey Ramsay
Fay Robinson
Angela Shields
Ann Skiera
Cindy Stanton
Fontaine Taylor
Randall Thomas
Doyle Webb

RPAC BASICS

WHAT IS RPAC?

NATIONAL RPAC

A federal political action committee established and operated by NAR that maintains a separate bank account from NAR, and is required to register and report with the Federal Election Commission (FEC). All fundraising at local, state and national levels is subject to federal law wherein a portion of contributions are sent to National RPAC.

STATE PACS

In Tennessee, state PACs are regulated by the Bureau of Ethics and Campaign Finance. Fundraising is subject to state law where a portion of the contributions are provided to your state PAC. Also, all local associations are allocated 25 percent out of the state PAC until they reach their RPAC fundraising goal, after which they receive 35 percent of everything they have contributed for the year.

HARD MONEY VS. SOFT MONEY

Hard Money = Voluntary investments from individual REALTORS® for direct contributions to REALTOR® Champions running for national, state and local offices. such as: personal dollars, family members' dollars, affiliates' dollars.

Only hard dollars can be contributed to federal candidates and National PAC.

Soft Money = Indirect contributions, such as portions of NAR dues that fund the REALTOR® Party; investments from corporate allies (MLSs, technology partners and advisors, political vendors, institutes, societies, councils, franchisors, brokerages) that support federal, state and local independent expenditures for REALTOR® Champions running for public office, issue campaigns OR both; and corporate investments by state and local associations

and their affiliates, used for federal political activities permitted by law, such as opportunity races, legislative receptions, and meet-and-greet events.

Corporate dollars may be accepted by NAR's Political Advocacy Fund (PAF) for use in communications to members about federal candidates. Tennessee is among the states that permit corporate contributions to state and local candidates. Corporate dollars cannot be given to federal candidates or the National PAC.

WHO CAN BE SOLICITED

- REALTORS®
- REALTOR-ASSOCIATES®
- Affiliate members of REALTOR® associations who are individuals
- NAR, State, and Local Association executive and administrative staff
- Immediate family members (of the above who are over the age of 18)

WHAT IS A SOLICITATION?

A communication that encourages readers to support RPAC activities (by making a contribution) or facilitates making a contribution (such as providing an address where contributions may be made).

WHAT IS NOT A SOLICITATION?

Informational notices (e.g. amounts contributed, number of contributors, candidates contributed to).

Practical Point: To be on the safe side recognize that almost everything that references RPAC is a solicitation.

METHODS OF SOLICITATION

- In person or in writing
- Email
- Social Media
- Payroll deduction
- Dues statements
- Fundraising events

SOLICITATION AND SOCIAL MEDIA**

Many REALTOR® associations are embracing social media tools such as Facebook, Twitter, Instagram and YouTube, and integrating these tools into their day-to-day activities. In some cases, this includes using those tools in connection with RPAC activities.

It is important to keep in mind that RPAC-related pages on social media are subject to both federal and state election laws, and may require the association to regulate access to certain portions of the site.

If a post contains a solicitation, limit it to the solicitable class.

Do not post/tweet information about investing in RPAC on a publicly available website. For example, do not provide a business address where an investment can be sent or a link to your association website that permits an RPAC investment.

You may, on a publicly available website, encourage individuals to check the association website for upcoming RPAC events, but any event information on the association website must be firewalled. You may also make general statements about the value of RPAC or general information about the amounts contributed. (“RPAC supports REALTOR®-friendly candidates”; “\$15,000 raised for RPAC”.)

***Your solicitations on social media must be limited to a closed group, accessible only by members of the solicitable class, and otherwise must comply with all other solicitation requirements.*

CAN MY LOCAL ASSOCIATION USE SOCIAL MEDIA SITES FOR RPAC?

Subject to the restrictions noted in the previous section, yes. The association may make certain RPAC informational pages available to the public, such as posting meeting times and basic information about RPAC. However, because RPAC investments may only be solicited from the solicitable class, encouraging support for RPAC or asking for a RPAC investment can occur only behind a password-protected website.

WHAT RPAC INFORMATION CAN BE PLACED ON A LOCAL ASSOCIATION'S SOCIAL MEDIA PUBLIC PAGES?

- General information about RPAC, such as staff contact information
- General information about RPAC activities, such as a calendar of RPAC events
- RPAC financial information, such as how much had been contributed or the number of contributors to RPAC in a given period
- Copies of the campaign finance reports filed with regulators like the Federal Election Commission or its state counterpart, setting forth the contributions received or disbursements made by RPAC
- Information about RPAC's legislative priorities and accomplishments
Associations must carefully monitor the content of their site if it includes RPAC information that goes beyond simply providing factual information and constitutes a solicitation for RPAC investments.

RPAC BASICS

WHAT INFORMATION NEEDS TO BE BEHIND MEMBER-ACCESS PASSWORD PROTECTION?

All communications that constitute a “solicitation” need to be password-protected.

WHAT OTHER ISSUES SHOULD LOCAL ASSOCIATIONS CONSIDER WHEN USING THEIR SOCIAL MEDIA SITES FOR RPAC?

Your local association must ensure that there is a member-only, password-protected feature on the sections of the social media site that may include a RPAC solicitation. The site administrator also must devise and implement a process to terminate a member's access once that person is no longer a member of Tennessee REALTORS®. The association must decide whether to allow others to post messages in the public area of its social media site, and if so, must ensure that messages from others do not contain solicitations for RPAC investments. If an association allows such postings, it should include a disclaimer on the public page reminding members that any RPAC-related messages may only contain general information, and may not solicit RPAC investments or provide information about making or encouraging contributions.

SOLICITATION DISCLOSURE

- Disclaimer Requirements (written)
- Tax non-deductibility
- Political purpose of RPAC
- Contributions are voluntary
- Right to refuse to contribute
- Guidelines = Suggestion
- Breakdown of federal and state contribution percentages
- Federal portion applies to limits

Sample disclaimer notice:

<https://realtorparty.realtor/rpac/legal-tax-resources>

REQUIRED CONTRIBUTOR INFORMATION

- Full name
- Mailing address
- Occupation
- Employer
- Amount
- Date of contribution
- NRDS number (supplied by local association)

CONTRIBUTION TIME LIMITS

- Contributions of \$50 or less must be forwarded to the State PAC within 30 days of receipt
- Contributions of more than \$50 must be forwarded within 10 days of receipt
- Clock starts ticking on the date of receipt

THE ONE-THIRD RULE

When applicable: Applies to RPAC events where a portion of the contributions are provided to National RPAC and the association provides prizes or entertainment for the event.

Purpose: To prevent “exchange” of corporate dollars for contributed hard dollars.

How to comply: National RPAC must reimburse the association for that portion of the fair market value of the prizes and entertainment that exceeds one-third of the amount raised in contributions. Fair Market Value (FMV) applies to both purchased and donated items. The rule does not apply to food and drink costs.

When applying for a grant from NAR, the one-third rule applies.

RPAC BASICS

TENNESSEE RPAC

RPAC shall be organized and operated exclusively for the purposes of supporting the nomination or election of candidates for public office in the state of Tennessee who share the ideals and principles of REALTORS®, providing funds to the national REALTORS® Political Action Committee, and otherwise doing any and all things necessary to support the public policy agenda of Tennessee REALTORS®, in accordance with federal and state laws.

MINIMUM INVESTMENT: \$15

Tennessee recognizes the \$15 amount as the minimum investment to constitute a member's participation.

TENNESSEE RPAC TRUSTEES

Tennessee RPAC Trustees are appointed annually by the Association President. Fifteen Trustees serve annually. If any member is interested in becoming an RPAC Trustee, the application deadline is in the late summer each year. For 2019, it is August 30.

TENNESSEE TRUSTEES DUTIES

- Meet with other Trustees to establish goals, set policy, and administer funds of the REALTORS® Political Action Committee.
- Raise the necessary dollars to fund the operation of RPAC and meet the goals established from time to time.
- Meet with local Associations and assist in planning, development and implementation of the local RPAC campaign.
- Meet at least once annually with assigned Associations to educate membership on RPAC's purpose and function.

- RPAC Trustees are encouraged, but not required, to be at least a Sterling R Member (\$1,000 Annual Contribution) each year.
- Attend meetings regularly and timely (two absences automatically vacates this seat pursuant to the Bylaws).
- Assist in the delivery of RPAC disbursements to candidates.
- Be politically active and astute on current political events and issues.
- Be able to analyze political issues and situations with the interest of REALTORS® in mind, rather than pursuing one's own political interests.

PROHIBITED CONTRIBUTIONS

Contributions Made in the Name of Another

Because federal and state laws prohibit contributions made “in the name of another,” Tennessee RPAC will not solicit or accept contributions identifying another person as the contributor.

CASH CONTRIBUTIONS

Tennessee RPAC does not accept cash contributions.

CONTRIBUTIONS FROM FEDERAL CONTRACTORS

Because federal law prohibits contributions from federal contractors, Tennessee RPAC will not solicit or accept contributions from members providing goods and services under contract to the federal government, including the leasing or selling of land or other real property, or interests in real property, during the negotiation phase and term of the contract. However, contributions will be accepted from individual employees, officers, and directors of an incorporated real estate firm that is a federal contractor.

RPAC BASICS

CONTRIBUTIONS FROM FOREIGN NATIONALS

Because federal law prohibits contributions from foreign nationals, Tennessee RPAC will not solicit or accept contributions from any person who is not a U.S. citizen or a national of the United States (as defined by INS rules) and who is not lawfully admitted for permanent residence. Non-citizens who have been granted permanent residence status are not foreign nationals.

LOCAL TENNESSEE DUES BILLING

In accordance with NAR Core Standards, each association shall include in their dues billing a voluntary contribution for the PAC or the Political Advocacy Fund (PAF) in an amount adequate to meet any NAR established RPAC fundraising goals. Further, local associations are encouraged to incorporate the use of voluntary RPAC contributions from dues billing in their fundraising plans, to solicit contributions at an amount higher than the Fair Share Goal amount adopted by the National RPAC Board of Trustees, and to incorporate the solicitation “above the line,” meaning it should be included in the total amount due.

All written solicitation materials, including dues billing statements, are required to include the statement below.

**FAILURE TO INCLUDE THIS STATEMENT IS
A VIOLATION OF FEDERAL LAW:**

Contributions to RPAC are not deductible for federal income-tax purposes. Contributions are voluntary and are used for political purposes. The amounts indicated are merely guidelines and you may contribute more or less than the suggested amounts. The National Association of REALTORS® will not favor or disadvantage any member because of the amount contributed or the decision not to contribute. You may refuse to contribute without reprisal. Your contribution is charged against your limits under 52 U.S.C. 30116.

In Tennessee, 70% of each contribution supports state and local political candidates. Until the state reaches its RPAC goal, 30% is sent to National PAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a. After the state PAC reaches its RPAC goal, it may elect to retain your entire contribution for use in supporting state and local candidates.

TENNESSEE RPAC STATE ALLOCATIONS

Contributions to Tennessee RPAC shall be allocated as follows:

NATIONAL RPAC

Thirty percent (30%) of contributions to the Tennessee RPAC shall be forwarded to National RPAC for use in federal elections and other political activities. The Tennessee RPAC Board of Trustees may elect to retain all or a portion of this allocation from contributions received after Tennessee RPAC has remitted its annual NAR Federal Disbursement Allocation to the National RPAC, as allowed under the National RPAC Policies and the cooperative agreement. The amount retained shall be allocated for use in state elections and other state political activities.

TENNESSEE RPAC, FOR USE IN LOCAL
ELECTIONS AND POLITICAL ACTIVITIES

Twenty-five percent (25%) of contributions to Tennessee RPAC shall be allocated for use in local elections. Local allocations shall be earmarked for use by the local association that transmits the contribution.

Once a local association has met its annual “Fair Share” goal, this allocation shall increase to thirty-five percent (35%), going back to the first dollar contributed that year. The amount allocated for use in state elections and other state political activities shall be adjusted accordingly.

RPAC BASICS

Beginning January 1, 2018, funds allocated in this manner that are not disbursed within two past years and the current year, for a total of three years, shall be re-allocated for use in state elections and other state political activities.

The main purpose of locally allocated funds is direct candidate contributions. Local associations may also use their local association funds for local political party activities.

Funds may also be available to help local associations fundraising efforts. Tennessee's RPAC Board of Trustees strongly encourages local associations to judiciously utilize NAR's RPAC Fundraising Grants for local associations, up to the full \$5,000 annual allotment, before coming to Tennessee RPAC for additional fundraising resources.

Once efforts to utilize NAR funds have been fully explored, the RPAC Board of Trustees may consider requests of up to 25 percent of a local association's fund balance (as maintained by Tennessee RPAC) for fundraising activities by the local association in an effort to assist local association in making fundraising goals.

Local associations will need to fill out a Fundraising Assistance Request Form.

Form: tnrealtors.com/members/vote-act-invest/rpac-request-forms/

TENNESSEE RPAC, FOR USE IN STATE
ELECTIONS AND POLITICAL ACTIVITIES

Thirty-five to forty-five percent (35-45%) of contributions to Tennessee RPAC shall be allocated for use in state elections and other state political activities. This amount may be adjusted as needed in accordance with previous section.

TENNESSEE RPAC REQUESTS FOR DISBURSEMENTS

Requesting Disbursements

Requests for disbursements to state or local candidates or for other state or local political activities shall be submitted in writing to the Board of Trustees on a form as prescribed by the Board of Trustees.

Form:
tnrealtors.com/rpac-request-local-candidate

MEMBERSHIP NOT A CONSIDERATION
AS TO CANDIDATES


RPAC strongly urges members to actively participate in the political process at all levels, including the pursuit of political office. RPAC also acknowledges that candidates for public office should be considered for support, endorsement or contributions on the basis of individual merit in the context of the office sought. Accordingly, neither contributions to RPAC nor membership in Tennessee REALTORS® or any other association, past or present, direct or indirect, entitles a candidate to receive support, an endorsement, or contributions from Tennessee RPAC.



RPAC BASICS

TENNESSEE RPAC APPROVAL FOR DISBURSEMENTS

Approval for all disbursements shall require a majority vote of the Board of Trustees, except as provided below:

- (1) Disbursements in the amount of \$500.00 or less from funds allocated for use in state elections or other state political activities may be authorized by two of the three general officers of the Board (the Chair, Vice Chair, and Secretary-Treasurer) without the approval of the Board of Trustees. A form evidencing such approval shall be submitted to the Chief Executive Officer of Tennessee REALTORS®, who shall prepare the RPAC checks in accordance with such form. A copy of this form shall be transmitted to the general officers of the Board. The maximum aggregate amount of state RPAC funds that may be disbursed in this manner is \$20,000.00 in the course of one fiscal year. All disbursements authorized in this manner shall be reported to the Board of Trustees at their next meeting following the disbursements.
- (2) Disbursements in the amount of \$1,000.00 or more from funds allocated for use in local elections or other local political activities may be authorized by any of the three general officers of the Board without the approval of the Board of Trustees. A form evidencing such approval shall be submitted to the Chief Executive Officer of Tennessee REALTORS®, who shall prepare the RPAC checks in accordance with such form. A copy of this form shall be transmitted to the general officers of the Board. All disbursements authorized in this manner shall be reported to the Board of Trustees at their next meeting following the disbursements.
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TENNESSEE RPAC DELIVERY OF DISBURSEMENTS

REALTOR® participation in the delivery of RPAC disbursements is essential to the proper function of RPAC. All checks approved by the Board of Trustees shall be delivered by an RPAC Trustee or their designee. All disbursement checks should be delivered within fifteen (15) days of issuance. If for any reason a disbursement check cannot be delivered within this time frame, the member responsible for delivery shall notify the Governmental Affairs Director immediately. In certain circumstances, with approval of the chair, checks may be delivered by the Governmental Affairs Director or a staff designee, and/or Tennessee REALTORS® lobbyists.

RPAC may disburse funds to political parties and other political action committees. Tennessee RPAC may not reimburse any multi candidate political action committee for specific contributions made to a campaign or candidate.



AUCTIONS

FUNDRAISING SPECIAL EVENTS

Some state associations, state PACs, local boards or their RPAC committees include in their fundraising activities special events such as auctions, and dinners or other like events. Some also sell merchandise to benefit RPAC. The costs of conducting such fundraising events are generally considered an administrative expense that may be borne by the sponsor—the board or state association. In some cases, however, where the event involves distribution of prizes, merchandise or entertainment, some of the costs may be subject to the “one-third rule.” This rule is explained below, followed by a brief discussion of other issues relevant to various specific popular events.

The One-Third Rule

Q. What is the “one-third rule” and when does it apply?

A. The so-called “one-third” rule set forth in the Federal Election Commission Regulations applies to corporate sponsored fundraising events held to raise voluntary contributions to Federal political action committees where the event involves providing prizes, merchandise, or entertainment to contributors. The rule applies to RPAC fundraising events sponsored by NAR or state or local associations because 30% of each RPAC contribution is forwarded to National RPAC to support Federal candidates.

Q. What is the reason for the one-third rule?

A. The one-third rule is intended to prevent a corporation from giving contributors prizes, merchandise or entertainment at events like raffles, dinner-dances, auctions and the like “in exchange” for voluntary individual political contributions. Since an incorporated

Board of REALTORS® may use corporate monies to pay the costs of conducting an RPAC fundraising event, such an “exchange” might appear to occur if the prizes or entertainment provided to contributors had approximately the same value as the total contributions made by those individuals in attendance. Thus, the rule prevents the sponsor from providing to contributors prizes or entertainment in exchange for personal PAC contributions where the total amount contributed does not significantly exceed the value of the prizes or entertainment. The rule accomplishes this by establishing a “threshold” relationship between costs incurred in connection with the event and total contributions made by those in attendance.

Q. How does the one-third rule work?

A. In order to prohibit “exchanges” of corporate money or merchandise for personal PAC contributions, the rule provides that the value of the prizes, merchandise, or entertainment distributed (exclusive of food, beverage and facility expenses, but including professional entertainment expenses) to contributors at a fundraising event, like a raffle or an auction, may not exceed one-third of the total contributions made by contributors at the event. Stated conversely, the event must result in total contributions not less than three times the costs of prizes and entertainment. If that amount of contributions is not achieved, the sponsor must be reimbursed by the PAC in an amount necessary to reduce the net “expenditure” (for merchandise and entertainment) to one- third of the contributions collected.

Source: REALTORS® Almanac, updated 2013

A. Assume, for example, a Board spent \$400 for items to be raffled off at a fundraising event and collected \$1200 or more in contributions at the event. No reimbursement would be necessary because one-third of the fundraising proceeds (one-third of \$1,200, or \$400) is equal to the Board's costs. But if the Board collected only \$900 in contributions, it would have to be reimbursed for the amount by which the expenses (\$400) exceeded one-third of the contributions collected ($\$900 \div 3 = \300), or \$100. [This calculation is complicated by the fact that this formula only applies to the National RPAC portion of the contributions, and any reimbursement must be made by National RPAC. In this example, National RPAC's portion of the total contributions is 30% of \$900, or \$270, and one-third of that amount is \$90. Similarly, National RPAC's allocable portion of the "expenditures" allocable to raising Federal PAC funds is 30% of \$400, or \$120. Thus, this example would require reimbursement by National RPAC of \$30, which is the difference between \$120 and one-third of \$270 (\$90).]

of donated items or services to the highest bidder via either live or “silent” proceedings. Conducting an RPAC auction also prompts several legal considerations.

Purchase of Auction Item is a Contribution to RPAC

Publicizing an RPAC Auction Constitutes a Solicitation

SOLICITATION CLASS FOR ITEMS

As with raffles, items of value may be donated to the board for sale at an RPAC auction only by bona fide members. Such members include affiliate members (and even affiliate corporate members, though such corporate members may not make direct contributions to RPAC.) Local businesses who are not members

Handling Consigned Items

Purchase of Auction Item is a Contribution to RPAC

From whom may the local Board solicit and accept donations or merchandise to be sold/auctioned or otherwise used to defray the costs of a local Board RPAC fundraising event?

tnrealtors.com



RPAC MAJOR INVESTOR DETAILS

at the federal level. Political Action Committees, like our REALTORS® Political Action Committee (RPAC), can only legally contribute \$10,000 per election cycle to a Member of Congress. The President's Circle Program supports REALTOR® Party Champions—members of Congress who have made significant achievements in advancing the REALTOR® public policy agenda. The President's Circle Program allows REALTORS® to contribute beyond RPAC dollars and increase the strength of the REALTOR® voice on Capitol Hill.

HALL OF FAME

The Hall of Fame recognizes dedicated members who have made a significant commitment to RPAC over the years by investing an aggregate lifetime amount of at least \$25,000. Hall of Fame members are installed at the May REALTORS® Legislative Meetings & Trade Expo the following year. President's Circle investments may be counted towards Hall of Fame status.

**TENNESSEE RPAC INVESTOR LEVELS
NOT RECOGNIZED BY NAR**

Please note: If NAR grant money is used for any fundraising event, these levels cannot be advertised.

BRONZE R

The membership requirement for Bronze R is a \$500.00 contribution to Tennessee RPAC annually. Bronze R benefits shall be at the discretion of the Tennessee RPAC Board of Trustees and shall be conveyed to the contributor upon receipt of the contribution by Tennessee RPAC.

CAPITOL CLUB

The membership requirement for the Capitol Club is a \$250.00 contribution to Tennessee RPAC annually. Capitol Club benefits shall be at the discretion of the Tennessee RPAC Board of Trustees and shall be conveyed to the contributor upon receipt of the contribution by Tennessee RPAC.

99ER CLUB

The membership requirement for the 99er Club is a \$99.00 contribution to Tennessee RPAC annually. 99er Club benefits shall be at the discretion of the Tennessee RPAC Board of Trustees and shall be conveyed to the contributor upon receipt of the contribution by Tennessee RPAC.



MAJOR INVESTOR EVENTS GUIDELINES AND BEST PRACTICES

- SET A GOAL per attendee at a minimum of \$500 in new dollars.
- SCHEDULE AN EVENT by applying through the RPAC section on the REALTOR® Action Center. Provide two or three potential dates. Six to eight weeks is required for approval from the National Association of REALTORS®.
- TARGET YOUR ATTENDEES by assessing your Association's top producers, current major investors, and prospective major investors.
- CREATE A HOST COMMITTEE of major investors.
- INVITE AND ENROLL your attendee targets.

CREATE AN AGENDA

- CREATE A CASUAL RECEPTION format as guests arrive.
- WELCOME AND INTRODUCTION by the events hosts.
- BRIEF LEGISLATIVE update from the Government Affairs staff from the local or state association. Local leadership is also encouraged to speak to why they invest in RPAC.
- THE ASK, made by the NAR Representative, is a required component for reimbursement. He/She will challenge the room to invest as major investors and/or President's Circle members.

SUPPORT TEAM

- If you would like to host a local Major Investor event, please contact Elizabeth Sharp (elizabeth.sharp@tnrealtors.com).

Join us September 12 for our
2022 RPAC-A-THON!
Theme: Luau

What is it?

RPAC-A-THON is a volunteer phone-bank program that serves as a critical tool to ensure that every member knows about the REALTOR® Party and RPAC.

When is it?

Our 2022 state RPAC-A-THON will be from 10 a.m. to 1 p.m. Central on September 12, hosted by Tennessee REALTORS® in Nashville, with live video feeds to local associations throughout Tennessee.

Why is it important?

RPAC-A-THON leverages the power of member-to-member outreach to contact non-investing members, educate him or her about RPAC, and ask directly for an investment in RPAC. The phone bank allows us to increase investor participation through a format proven to work well to secure RPAC investments.

Working together as a team during RPAC-A-THON affords us the opportunity to share tips and learn from each other. It's also a chance to create a fun social event while helping make a strong impact for the REALTOR® Party. RPAC phone banks work because they involve a skill that comes naturally to REALTORS® — an effective use of a one-on-one pitch.

How will it work?

Volunteers gather and call potential investors, or targets, asking for an RPAC investment. Logging into a unique website that contains a customized call queue built by association staff, volunteers can take credit card investments, email the investment link to those who wish to invest later and send thank-you notes.

How do I learn more?

Stay tuned for communications from Tennessee REALTORS® leading up to RPAC-A-THON. If you have specific questions, please contact **Elizabeth Sharp** at elizabeth.sharp@tnrealtors.com.



2021 STATE-LEGISLATIVE HIGHLIGHTS

The 2021 Session of 112th General Assembly has adjourned. Among the highlights:

— The legislature passed a record \$42.6B budget. There were many items also included in the Governor's Supplemental Budget. As in the past few years, two of the big items concerned education and guns.

— The budget adds \$100M to the Rainy-Day Fund so it now totals \$2B, largest in state's history; and a one-time \$100M increase for high-speed broadband for every Tennessean, especially in underserved areas.

- The budget includes \$25M for a two-week sales tax holiday for groceries, \$75M for a two-week sales tax holiday for restaurants and all prepared food, and \$16M to reduce the professional privilege tax by 25 percent.

— It also contains \$40M for airports, \$85M for railways, and a \$5.5M recurring boost to the Tennessee Agriculture Enhancement Program.

Key Bills:

- REALTOR®-championed SB569/
HB605 (Sponsors: Ldr. Johnson/Ldr. Lamberth), which allows for real estate commission checks to be paid to a corporate entity, was passed, and went into effect April 1.
- REALTOR®-championed HB716/
SB895 (Rep. Hurt/Sen. Stevens), which prohibits local governments in counties in which the Uniform Residential Landlord and Tenant Act applies from enacting or enforcing regulations that conflict with, or add to, the Act, was passed and took effect July 1.

Defeated Legislation:

- *SB200 — Removes prohibition on local governments enacting rent control and inclusionary zoning regulations. (Referred to State Senate & Local Government Committee.)*
- *SB313 — Written notice of landlord's tenant selection criteria and the grounds for which a rental application may be denied. (Referred to Senate Commerce & Labor Committee.)*
- *SB315 — Removes statewide prohibition of local governments enacting inclusionary zoning regulations. (Referred to Senate State & Local Government Committee.)*
- *SB525/HB949 — Carbon monoxide alarms required for one and two-family rental units. (House Business & Utilities Subcommittee deferred to the first calendar of 2022.)*
- *SB814/HB593 — Tennessee Source of Income Protection and Fair Access to Housing Act. (Taken off notice in Senate Commerce & Labor Committee and House Business & Utilities Subcommittee.)*
- *SB820/HB919 — Evictions during public health emergency related to COVID-19. (Taken off notice in Senate Commerce & Labor Committee and House Business & Utilities Subcommittee.)*
- *SB899/HB510 — InnovationFastTrack Act. (Taken off notice in Senate Commerce & Labor Committee and House Business & Utilities Subcommittee.)*
- *SB962/HB1555 — Security deposits accepted by landlords. (Referred to Senate Commerce & Labor Committee and House Business & Utilities Subcommittee.)*

- SB566/HB676 — Removes dollar limits to the aggregate value of homestead exemptions. (Signed by Gov. Lee.)
- SB682/HB407 — Selling of property prior to obtaining approval of final subdivision plat. (Enacted as Public Chapter 0039 effective March 23, 2021.)
- SB771/HB780 — Makes changes affecting professional boards, including court reporters, motor vehicle dealers, and barbers. (Sent to the Speakers for signatures.)
- SB790/HB1144 — Incentives the TN Board of Energy and Natural Resources may adopt for alternatives to discharges to surface waters. (Enacted as Public Chapter 0263 effective April 28, 2021.)
- SB803/HB1064 — Renting or leasing to a person who has been previously convicted of a criminal offense. (Signed by Gov. Lee.)
- SB1033/HB732 — Electronic notifications required by Uniform Residential Landlord and Tenant Act. (Signed by Gov. Lee.)
- SB1070/HB1451 — Limits foreign ownership of agricultural property in this state. (Re-referred to Senate Calendar Committee / 03/30/21 - House Agriculture & Natural Resources Subcommittee deferred to summer study.)

- *SB271/HB229 — Notice regarding location of natural gas pipelines. (Signed by Gov. Lee.)*
- SB317/HB437 — Regulates the use of installment land contracts for the conveyance of real property. (Taken off notice in Senate Commerce & Labor Committee Referred to House Property & Planning Subcommittee.)
- SB456/HB43 — Prohibits law enforcement surveillance on private property. (Taken off notice in Senate Judiciary Committee / Taken off notice in House Criminal Justice Committee.)
- SB459/HB177 — Property managers bringing suit or testifying against tenants. (Enacted as Public Chapter 0100 effective July 1, 2021.)
- SB525/HB949 — Carbon monoxide alarms required for one and two-family rental units. (Taken off notice in Senate Commerce & Labor Committee. / House Business & Utilities Subcommittee deferred to the first calendar of 2022.)

CAMPAIGN CONTRIBUTION LIMITS

Pursuant to the Campaign Contribution Limits Act of 1995, *T.C.A. 2-10-301*, et seq., there are limits on how much monies a person or a PAC may contribute to a candidate's campaign per election, and how much monies a candidate may accept for an election from a person or PAC. Those dollar limitations are based on the office sought by the candidate and are as follows:

OFFICE SOUGHT	PERSON	PAC	TOTAL CONTRIBUTIONS FROM PACS (EXCLUDES POLITICAL PARTY PACS) ¹	TOTAL CONTRIBUTIONS FROM POLITICAL PARTY PACS ¹
Statewide Office (Governor)	\$4,300	\$12,700	50% of total contributions	\$422,100
State Senate	\$1,600	\$25,400	\$253,200	\$67,500
State Rep / All Other State ² and Local Offices	\$1,600	\$12,700	\$126,600	\$33,900

¹ Political Party PACs include committees controlled by a political party on the national, state or local level, and caucuses of a political party established by members of either house of the General Assembly. *T.C.A. § 2-10-306*

² Other State Offices includes Criminal Court Judges, Circuit Court Judges, Chancellors, Probate Court Judges, District Attorney Generals and Public Defenders. *T.C.A. § 2-10-102(13)*



Overview

State Senate Members

State House Members

Locate a Bill

U.S. Congress Overview

U.S. SENATORS

Sen. Marsha Blackburn

Sen. Bill Hagerty

U.S. HOUSE MEMBERS

Rep. Diana Harshbarger (Dist. 1)

Rep. Tim Burchett (Dist. 2)

Rep. Chuck Fleischmann (Dist. 3)

Rep. Scott DesJarlais (Dist. 4)

Rep. Jim Cooper (Dist. 5)

Rep. John Rose (Dist. 6)

Rep. Mark Green (Dist. 7)

Rep. David Kustoff (Dist. 8)

Rep. Steve Cohen (Dist. 9)



Prior to each primary or general election, Tennessee REALTORS® Governmental Affairs department will provide associations with a candidate interview packet that will include a candidate questionnaire, relevant issues, interview timelines, and ways to ensure a successful candidate interview(s).

Selecting Panel Members

Panel members should be articulate and informed of issues relating to the real estate industry. It is also very important that panel members remain objective, remain nonpartisan and have not conflict of interest with candidates being interviewed.

The panel members will meet and decide on questions that they will be asking the candidates. Its important questions focus on the real estate industry. For federal candidate, NAR will provide the questions for federal candidates.

Scheduling Interviews

Inviting the Candidates

If a candidate is serious about the associations support, they will be well study and diligently prepared for the interview; signaling how much they value your support.

Keep candidate interviews timely. Give candidates an allotted time (under 30 minutes) and stick to that time whether the interview is concluded or not. It is important each candidate is treated the same.

THE CANDIDATE INTERVIEW PROCESS

CANDIDATE INTERVIEW

In preparation to interviews, ensure to appoint a moderator should also be appointed in order for the interview to stay on course, on schedule, and control maintained.

Interviewing Incumbents and Their Opponents

When interviewing an incumbent, their voting record and relationship with Tennessee REALTORS® may be considered. It is important to remember that when interviewing candidates who are not incumbents that the panel prepare the interview differently since there is no voting record or history of a relationship with Tennessee REALTORS®.

When interviewing a challenger of a “friendly” incumbent (receptive) it is permissible to explain the incumbent’s philosophy and that of Tennessee REALTORS®.

Of course, never interview the incumbent and their opponent at the same time.

Campaign Structure

It is important for the interview panel to consider the strength of a candidate’s campaign and whether they are able to raise funds that will greatly improve their chances at winning an election.

Funding Needs

Each candidate should be asked about funding needs. What level of funding do they believe they need in order to effectively campaign and how much have they already raised? Another question that should be asked is whether the candidate would be willing to accept PAC funds if made available to them. By asking about funding, it will provide the panel with a good indication of the candidate’s likelihood of success.

Vote for Candidate Recommendation

At the conclusion of each interview batch for each race, panel members should discuss candidates for each race and upon voting, in order to avoid conflict, it is recommended that panel members vote via secret ballot.

POST-CANDIDATE INTERVIEW

Receiving PAC Approval

All interview panel recommendations will be forwarded to local board of directors for further support. Upon approval of local board of directors, a letter for support should be sent the Tennessee REALTORS® Governmental Affairs department. Letter should include the candidates name, address, position, and funds requested.

NOTE: Funds requested should be based on how much funds local associations have allocated. For state and federal candidates: upon approval of local board of directors, send a copy of the candidate questionnaires with the letter of support, these will then be sent to the state and national trustees for consideration.



HOW TO REGISTER TO VOTE IN TENNESSEE

Register to vote online:

<https://ovr.govote.tn.gov>

Find instructions for registering in other ways:

<https://sos.tn.gov/products/elections/register-vote>

You may pick up a registration application in person at your County Election Commission Office, County Clerk’s Office, Public Library, or Register of Deeds Office.

It’s also possible to register during any transaction with the Tennessee Depts. Of Health, Human Services, Intellectual and Developmental Disabilities, Mental Health, Safety, or Veteran’s Affairs.



RESOURCES & CONTACTS

REALTOR PARTY NEW GAD AE ORIENTATION

Newly hired Association Executives (AEs) and GADs are invited to attend a day-and-a-half orientation at the NAR offices in Washington, D.C. The orientation will offer an in-depth opportunity to discover how NAR'S Government Affairs Division works with state and local associations to promote our federal agenda; what resources are available through the REALTOR® Party to enable state and local associations to champion their advocacy, outreach and community issues; and how RPAC helps local associations increase their investments. This training will be offered three times a year and is free of charge, including attendee's travel and lodging, to participating AEs and GADs.

BEST PRACTICES FOR CHOOSING REALTOR® PARTY CHAMPIONS COURSE

This three-hour training session, developed by NAR, that is intended to provide best practices for RPAC Trustees, Government Affairs Committees or other committee members that disburse money to candidates at their state or local associations. This training provides hands-on assistance, from NAR trainers, and time-tested templates for state and local associations that want to identify and support political candidates who are best qualified to represent the issues important to REALTORS® and real estate.

SMART GROWTH GRANT PROGRAM

Smart Growth Action Grants support a wide range of land-use and transportation-related activities. These activities must support REALTOR® engagement in land-use and/or transportation-related community issues with the primary goal of affecting public policies that support development that meets one or more of the 10 Smart Growth Principles. The project should also raise the profile of REALTORS® as community leaders and enhance REALTOR® relationships with local elected officials. There are no program prerequisites to applying for or being awarded a Smart Growth Action Grant.

Contact: Hugh Morris at 202-383-1278 / hmorris@realtors.org

YOUNG PROFESSIONALS NETWORK (YPN)

The Young Professionals Network (YPN) was designed to help the younger generation of REALTORS® build a stronger link with the real estate industry and expand networking and business opportunities. The YPN Pledge taps into the enthusiasm and political engagement of this a large and diverse group of REALTORS®. This pledge promotes a culture of investing in RPAC while increasing participation in the Major Investor program.

Contact: Liz Demorest at 202-383-1030 / ldemorest@realtors.org

RPAC AND POLITICAL FUNDRAISING

The REALTORS® Political Action Committee (RPAC) is your best investment in real estate. Take advantage of these grants, promotional materials and fundraising tools to boost your RPAC receipts and create a culture of RPAC and other political fundraising in your REALTOR® Association.

Contact: Lauren Facemire at 202-383-1080 / lfacemire@realtors.org

Contact: Lauren Facemire at 202-383-1080 / lfacemire@realtors.org

The Corporate Ally Program creates an advocacy partnership to provide our extended real estate family with the flexibility of investing their corporate dollars to support the REALTOR® Party issues campaigns. Funds are invested in issue campaigns at the local, state and federal levels in order to promote an environment conducive to buying, selling and owning real estate.

Contact: Allyson Nelson at 202-383-1080 / anelson@realtors.org

NAR makes it easy for associations to process credit card investments from members at RPAC fundraising events using card readers. The card reader connects directly to a phone or tablet and investment information flows directly to the REALTOR® PAC management system for compliance and fundraising purposes.

Contact: Peter Kelly at 202-383-7599 / pkelly@realtors.org

NAR aims to assist state and local associations in RPAC online fundraising efforts by providing the necessary tools and resources to implement a successful online fundraising campaign. The RPAC Online Fundraising Program includes several tools, namely: Email Campaigns, Phone Banks, Webforms, Events, and REALTORS® Association Mobile Processor (RAMP).

Contact: Peter Kelly at 202-383-7599 / pkelly@realtors.org

Order RPAC marketing brochures to educate your members and increase investments. NAR will customize the brochures with your logo and local issues, and pay for the design, printing and delivery to your office. This program is limited to states with election laws that do not ban use of corporate political contributions in fundraising.

Contact: Jackie Zaporowski at 202-383-1029
/ rpacmaterials@realtors.org

RPAC residential and commercial brochures are a great way to educate your members on the value of RPAC and increase investments. NAR can customize the brochures with your logo and local issues. This includes paying for the design, printing and delivery to your office.

Throughout the year, NAR hosts a series of RPAC fundraising and training webinars designed to help state and local association staff and volunteer leaders acquire practical RPAC fundraising skills and/or use the PAC Management System to implement a successful online fundraising campaign—all without leaving the office. The webinars are often hosted by RPAC staff and consultants and are designed for a large audience.

Contact: Liz Demorest at 202-383-1030 / ldemorest@realtors.org

The Corporate Ally Program creates an advocacy partnership to provide our extended real estate family with the flexibility of investing their corporate dollars to support the REALTOR® Party issues campaigns. Funds are invested in issue campaigns at the local, state and federal levels in order to promote an environment conducive to buying, selling and owning real estate.

Contact: Allyson Nelson at 202-383-1080 / anelson@realtors.org

RPAC's Major Investors are elite and passionate group of REALTOR® who investments shape the political future of the real estate industry. Major Investors are eligible to participate in the RPAC Recognition Program, with specific benefits and accolades that acknowledge their support of RPAC.

Contact: Jackie Zaporowski at 202-383-1029 / jzaporowski@realtors.org

Contact: Jackie Zaporowski at 202-383-1029 / rpacmaterials@realtors.org

Contact: Lauren Facemire at 202-383-1080 / lfacemire@realtors.org

The posting of RPAC information on websites and social media is subject to both federal and state election laws. These laws may require that associations regulate access to certain portions of their sites.

Contact: Liz Demorest at 202-383-1030 / ldemorest@realtors.org



RESOURCES & CONTACTS

RPAC MAJOR INVESTOR EVENT FUNDRAISING PROGRAM

Collaborate with NAR's fundraising staff to recruit Major Investors through NAR-sponsored fundraising events.

Contact: Lauren Facemire at 202-383-1080 / lfacemire@realtors.org

RPAC FUNDRAISING GRANTS FOR STATE AND LOCAL ASSOCIATIONS

RPAC Fundraising Event Grants help state and local associations fund special fundraising events and activities designed to increase their RPAC fundraising receipts and RPAC participation. This program is limited to states with election laws that do not ban the use of corporate political contributions for use in fundraising. Your participation in the program is subject to state law.

Contact: Liz Best-Bradford at 202-383-7582 / lbestbradford@realtors.org

REALTOR® PAC MANAGEMENT SYSTEM FOR STATE AND LOCAL ASSOCIATIONS

Use NAR's online REALTOR® PAC Management System, Aristotle, to streamline processing, provide comprehensive accounting and compliance reporting and increase your association's RPAC investments.

Contact: Peter Kelly at 202-383-7599 / pkelly@realtors.org

BUILDING REALTOR®
PARTYSTRENGTH AND MEMBER
INVOLVEMENT

Build on your association's grassroots power with these tools and resources. Increase your membership's involvement in the political process.

BROKER INVOLVEMENT PROGRAM

Broker-owners can use this turnkey program to rally agents to bring REALTOR® Party issues to the attention of state legislatures and Congress. Enrolled broker owners/managers are able to automatically send company-branded NAR and state association calls for action directly to their agents. This increases participation rates, while emphasizing the broker-owner's leadership role as a key provider of important information to their agents.

Contact: Jim MacGregor at
202-383-1188 / jmacgregor@realtors.org

BROKER INVOLVEMENT GRANT

The Broker Involvement grant allows local and state associations to create broker activities that recruit, retain, educate and engage brokers and their agents participating in NAR's Broker Involvement Program. The grant activities will help solidify a culture of REALTOR® engagement and advocacy throughout the REALTOR® Association.

Contact: Jim MacGregor at
202-383-1189 / jmacgregor@realtors.org



RESOURCES & CONTACTS

GAD SERVICES AND RESOURCES

NAR offers numerous legislative, community and consumer outreach and advocacy programs, tools and services for new Government Affairs Director (GADs) or association executives without GADs to assist state and local government affairs departments with a coordinated approach to political, advocacy and community issues facing REALTOR® members.

Contact: Gerry Allen at 202-383-1203 / gallen@realtors.org

GAD INSTITUTE

The Government Affairs Directors' Institute is an annual professional development conference for state and local real estate association professionals who provide guidance to and work for associations in the areas of government affairs, political affairs, legislative or regulatory affairs, lobbying, advocacy, RPAC fundraising, campaigns, community outreach and all other REALTOR® Party initiatives.



Apply to be a Tennessee Political Coordinator (TNPC)!

You'll be at the forefront of
advocacy making sure our
REALTOR® voice is heard on
important issues.

Apply at
tnrealtors.com/tennessee-political-coordinator

1. Meets or exceeds local's share of the Tennessee, National RPAC Fundraising Goal
2. Meets or exceeds local's Participation criteria
3. A local must minimally achieve the NAR national CFA response rate goal of 20%

1. Must be on and reporting through the NAR PAC management system
2. Must meet or exceed local's share of their state's National RPAC Fundraising Goal
3. Meet or exceed 37% RPAC participation
4. A local must minimally achieve the NAR national CFA response rate goal of 20%

- Q. What is the process for receiving my major investor pin?
- A. When you make your RPAC major investment to your local association, it is then sent to the Tennessee REALTORS® for processing and the national portion, 30% of the investment, is transmitted to NAR. Generally, it takes three to four weeks to receive your pin. It is mailed directly from NAR to your home or office, based on the mailing address associated with your NRDS number. If your pin does not arrive within one month of investment, please have your local association AE or GAD contact the Tennessee REALTORS® office.
- Q. How do I get a replacement major investor pin?
- A. If you lose your major investor pin, NAR will replace your pin at no charge, one time. Any subsequent replacement pins will cost \$20. If you lose your pin, please contact **Jackie Zaporowski** at NAR at jzaporowski@realtors.org.



The President's Cup recognizes the hard work state and local REALTOR® leaders and association staff perform to advance the REALTOR® Party. This high honor continues as REALTOR® leaders and state and local associations are urged to achieve especially important advocacy and RPAC goals.

STATE PRESIDENT'S CUP GOALS

Call for Action Participation

A state must minimally achieve an average response rate of 20 percent on NAR Calls for Action. See your state's Call for Action response rates.

Each state must host a voter registration drive by Election Day (i.e., at a state convention, Broker Summit, mail or email members, include in membership newsletter) and submit event photos, e-newsletter ad or copy of email/mailler, etc.

Increase the number of REALTOR® Party
Mobile Alerts (RPMA) text subscribers
based on state membership.
Broker Involvement Program

1. Each state hosts at least one hour long state broker meeting and invite Broker Involvement Council member or REALTOR® Party Liaison to speak **OR**
2. Use NAR's Broker Involvement Program on a state Call for Action Program at least one time during the calendar year.

RPAC Goals

Meet or exceed the following five RPAC goals:

- National RPAC Fundraising Goal*
- Federal RPAC Disbursements Allocation
- 1% of membership as Major Investors
- 10% of Major Investors as President's Circle members
- 37% Participation

** States who set their 2020 National RPAC Fundraising Goal at an amount lower than what they raised in voluntary hard and soft dollars in 2019 do not meet this criteria.*



DAY ON THE HILL / LEGISLATOR MEETINGS

DO

Before the meeting...

- Check out your lawmakers' website, social media sites
- Read recent news articles about the lawmaker and big issues at the Capitol
- Learn their committee assignments, specialties, and areas of interest
- Arrive early, start on time (call if you're running late)
- Be polite and well-dressed — NO JEANS / T-shirts!
- Decide who will lead the meeting (if you're splitting the meeting, decide who will speak about what issue)
- Use real examples to communicate your point

During the meeting...

- Be conscientious of everyone's time
- Present your business card up front, sign their guest book
- Stick to REALTOR® issues and positions
- ALWAYS tell the truth
- Find a local angle
- Ask the representative's or senator's position and why
- Show knowledge of counterarguments and respond to them cordially

End of the meeting

- Thank member/staffer for meeting with “the REALTORS” during such a busy time
- Get the name and business card of any staff person who sits in on the meeting in case you need to follow up after the meeting
- Leave Tennessee REALTORS® provided handouts

After the meeting

- Complete your reporting form (for FPCs or TNPCs in our new Tennessee Political Coordinators program as of 1/1/19)
- Write a Thank You email or handwritten note to the legislator/staff you met; offer to be a resource on any real estate issues
- Follow through on any promises to lawmaker or staff
- Complete your reporting form (if you are an FPC or TNPC)

DON'T

- Don't discount legislative staff. Many staffers look (and may be) young, but they carry tremendous influence and power
- Don't bring too many issues—pick three or four only
- Don't be argumentative—the last thing you want is a confrontational meeting
- Don't be too wordy
- Don't expect legislators to be experts on everything. Most lawmakers and staffers are generalists (that's the nature of the job)
- Don't lose control of the meeting...if the discussion veers off course, bring it back to the issue(s) at hand
- Don't make promises you can't deliver
- Don't discuss RPAC or any past contributions
- Don't avoid lawmakers with “the opposite view.” Disagreements happen all the time... It's never personal
- Don't be afraid to say, “I don't know.” Offer to follow-up with them and let staff know the question(s) you have been asked
- Don't be offended if you are asked to meet in a hallway or tight space. Where you meet does not matter; what you say and how you handle yourself does matter

GRANTS

COMMUNITY OUTREACH GRANTS

Placemaking Programs and Grants

Placemaking is a way to make your community a better place to live by transforming unused sites and “eyesores” into welcoming destinations accessible to everyone in a community. Who better to do this than a REALTOR® Association, and its members, as REALTORS® are already engaged in their communities and know the neighborhoods and the properties and are likely to know where to focus efforts to enhance a place. Check out “Greater Nashville REALTORS® Put Placement Grant to Work for Pedestrian Plaza”: <https://realtorparty.realtor/about-us/greater-nashville-realtors-put-placemaking-grant-to-work-for-pedestrian-plaza>

Contact: Holly Moskerintz at 202-383-1157 / hmoskerintz@realtors.org

Smart Growth Program and Grant

Smart growth is an approach to development that encourages a mix of building types and uses, diverse housing and transportation options, development within existing neighborhoods, and community engagement. The Smart Growth Program offers state and local REALTOR® Associations a way to engage with government officials, community partners and the general public in planning and designing community's future.

Contact: Hugh Morris at 202-383-1278 / hmorris@realtors.org

Housing Opportunity Program and Grant

Housing Opportunity Grants support state and local REALTOR® Associations' affordable housing activities. The goal of the program is to position REALTORS® as leaders in improving their communities by creating affordable housing opportunities.

Contact: Wendy Penn at 202-383-7504 / HousingOpportunityGrants@realtors.org

Broker Involvement Program and Grant

Broker-owners can use this turnkey program to rally agents to bring REALTOR® Party issues to the attention of state legislatures and Congress. Enrolled broker owners/managers are able to automatically send company-branded national and state Calls for Action directly to their agents. This increases participation rates, while emphasizing the broker-owner's leadership role as a key provider of important information to their agents.

Contact: Caroline Stewart at 202-383-1295
/ cstewart@realtors.org

Diversity Initiative Grants

The Diversity Initiative Grant Program provides funding to state and local REALTOR® Associations that seek to enhance the diversity of its membership and leadership as well as to ensure that members have a robust understanding of Fair Housing issues. The Diversity Grant Program has several key target areas. See below for details.

GRANTS

RPAC FUNDRAISING GRANTS

RPAC Fundraising Event Grants help state and local associations fund special fundraising events and activities designed to increase their RPAC fundraising receipts and RPAC participation. This program is limited to states with election laws that do not ban the use of corporate political contributions for use in fundraising. Your participation in the program is subject to state law.

Contact: Liz Best-Bradford at 202-383-7582 / rpacpartnership@realtors.org

PHONE-A-FRIEND FOR RPAC PROGRAM AND GRANT

Phone-a-Friend for RPAC leverages the power of member-to-member outreach to contact non-investing members, educate them about RPAC and ask for an investment. Phone banks are one-day events hosted by state and local associations to help meet RPAC fundraising and participation goals.

Contact: Peter Kelly at 202-383-1175 / pkelly@realtors.org

ISSUES MOBILIZATION FUNDS

The Issues Mobilization Grant provides financial assistance to state and local REALTOR® Associations to support effective advocacy campaigns on public policy issues. Issues Mobilization Grants may not be applied for, nor may any portion of an awarded grant be used for, any activities related directly or indirectly to candidate elections* or legal action, or for any campaign activities that have been completed.

Contact: Joe Maheady at 202-383-1006 / jmaheady@realtors.org



SPECIAL-EVENT IDEAS

Some associations include special events in their fundraising activities. Auctions, dinners, chili cook-offs, etc. can be fun and successful events. Some associations may sell merchandise to benefit RPAC at these events.

GOLF TOURNAMENTS

Putting together a golf tournament to raise RPAC dollars can be a lot of fun and also a lot of work. The money raised and participant response is usually quite good, but there are a few items to keep in mind. (See that section below.)

DINNERS OR OTHER FOOD EVENTS

To many members, fundraising dinners are perhaps the most familiar method of raising money. Most of us have been invited to dinners to raise funds for a candidate or political party, charity, community cause, church, etc.

BOWLING EVENT

Something about slip-sliding down the alley and winging a 12-pound projectile toward a set of pins brings out the fun, camaraderie and generosity in people. Organize a bowling event with teams, strike up some fundraising goals, and hope for a few turkeys to light up the scoreboard.

CHILI/BBQ COOK-OFF

Speaking of friendly competition, a chance to boil up secret family recipes among friends tends to get the juices flowing and could attract lots of interest among REALTOR® members.

KARAOKE NIGHT

See who can drop the mic when the lights go up and the karaoke music gets loud. An event like this is often a crowd-pleaser that brings out the greatest showman/woman in even the more reserved among us.

JAIL AND BAIL

Admit it: you can think of at least one person who needs to be thrown in the slammer (for a good cause). Organize a jail-and-bail event with fair fundraising targets to ensure that no one actually has to spend a night in the tank.

AUCTION/SILENT AUCTION

Five, let me hear five, five, do I hear 10, now gimme 10? Auctions—whether verbal or silent—can be a fun, efficient way to inspire creative gifts and giving.

HOUSE PARTY

Some of your leaders and members love to be hospitable. An RPAC party in the home can be a grand celebration of fellowship, friendship-building and giving to support the REALTOR® Party.



SPECIAL-EVENT IDEAS

MAJOR INVESTOR EVENTS

A Major Investor Event-Based Fundraising Program is designed to help educate REALTORS® about the importance of investing in RPAC and to recruit new Major Investors. In collaboration with NAR, local associations can host personalized events designed to explain the connection between legislative successes and RPAC. During these NAR-sponsored events, attendees get a special legislative briefing from RPAC leadership, NAR staff, GADs, and key REALTOR® volunteers, and receive a comprehensive explanation of RPAC Major Investor benefits. The majority of events are 100% NAR sponsored.

How are these events structured? The most successful events are small and personal with 15 to 20 attendees. Invited guests should include top producers or REALTORS® close to a Major Investor award level. The event is held at a local venue that is convenient for attendees. Dinner events normally last about two hours and are held at establishments that are bound to attract potential new Major Investors.



THINGS TO KEEP IN MIND WHILE PLANNING

A. Preparation

- Set a timetable for actions
- Planning for most events should be started at least 45 to 60 days before the event
- Form a committee
- Have written guidelines for all committee members
- Determine what you can spend for overhead costs
- Who will you invite for your special guests: State senators, state representatives, members of Congress, local officials?

B. Advertisers

- What is the cost to be an advertiser for this event?
- Do you want multilevel advertisers (Golden, Crystal, Sterling)?
- Set a goal for the RPAC committee.
Example: We need 20 advertisers, and we have 10 committee members, so each member needs to recruit two advertisers each.

C. Invite notifications

- Send a notification to potential advertisers -- must be in the solicitable class
- Send a notification to your special guests inviting them to attend
- Determine what type of invitation you will need for your event
- All advertiser names should be listed on the invitations
- Invitations should be sent out two weeks prior to the event.

D. Attendees

- What are you going to charge individuals to attend the reception?

AFFILIATE – A membership class for those in related industries (i.e. lenders, title attorneys, etc.)

CCIM - Certified Commercial Investment Member; a designation awarded by the CCIM Institute

CRYSTAL R - RPAC investor at \$2,500 level (which may include lower amount in recurring year)

DVP – Division Vice President (Tennessee has six of these)

FPC - Federal political coordinator, a liaison to a member of the U.S. Congress for NAR

GOLDEN R - RPAC investor at \$5,000 level (may include lower amounts in recurring years)

IE – Independent Expenditure. Advocating for a candidate without their knowledge. The program provides each state with funds that can be used to support candidates for political office who support REALTORS® and the real estate industry.

IMF – Issues Mobilization Funds; grants supports adIssues Mobilization Fund. The Issues Mobilization Fund provides financial assistance to state and local REALTOR® Associations to support effective advocacy campaigns on public policy issues

MI – Major Investor. A PAC investor of at least \$1,000 annually

MIC – Major Investor Council; NAR committee tasked with increasing REALTOR® participation in all levels of the RPAC Major Investor Program

GLOSSARY OF ADVOCACY TERMS

NRDS - National REALTORS® Database System. A centralized membership clearinghouse

PAC – Political Action Committee

PAF – Political Advocacy Fund (soft dollars). Consists of state and local association, affiliate and institute, society and council (ISC) investors who partner with NAR to strengthen the real estate industry and support brokers and agents' ability to conduct business effectively. Members who invest in the PAF are eligible to participate in the Soft Dollar Recognition Program, with specific benefits and accolades that acknowledge their support of RPAC

PC – President's Circle

PLATINUM R – RPAC Investor at \$10,000 level (each year separate)

RPAC – REALTORS® Political Action Committee

RPMA – REALTOR® Party Mobile Alerts. NAR's text program for REALTORS® to receive advocacy messages. Enroll simply by texting "REALTORS" to 30644

STERLING R – RPAC Investor at \$1,000 level (each year separate)

TREC – Tennessee Real Estate Commission,
our state licensing and regulatory agency

YPN – Young Professionals Network





HOW AN IDEA BECOMES A LAW

PASSED ON SECOND CONSIDERATION

On second day - bill is introduced,
read and passed

Bill is then referred by the Speaker to appropriate committee

REFERRED TO COMMITTEE

Bill remains in committee unless:

A. Bill sponsor goes before committee to explain bill for recommendation of passage upon majority vote of committee

B. If after seven days of no action, bill may be recalled from committee by majority of members in House or Senate (chamber of initial introduction)

C. If no objection bill is placed on committee consent calendar and recommended for passage

D. Bill sponsor does not appear as secheduled to House committee on two occassions, the bill will be returned to Clerk to be held according to Rule 83(2)

E. Bill sponsor does not appear as scheduled before Senate Committee and fails to re-schedule, the bill will be sent back to the Clerk for withdrawal from the Senate

Recommended bills for passage are then reported to Chief Clerk. Bills recommended for passage are automatically referred to scheduling committee; House Committee on Calendar and Rules or the Senate Calendar Committee

**Bills not recommended for passage by
committee do not go forward**

SENT TO SECRETARY OF STATE AND
ASSIGNED PUBLIC CHAPTER NUMBER

All bills passed into law are assigned a public chapter number

INCORPORATED INTO THE CODE

Tennessee Code Commission and publishers of the Tennessee Code Annotated work to move new laws into existing Code



SENATE AND HOUSE COMMITTEES*

SENATE COMMERCE AND LABOR



Paul Bailey, Chair
District S15



Steve Southerland
District S1



Shane Reeves
District S14



Art Swann, 1st Vice-Chair
District S2



Bo Watson
District S11



Jack Johnson
District S23



Frank Niceley, 2nd Vice-Chair
District S8



Ken Yager
District S12



Raumesh Akbari
District S29

SENATE GOVERNMENT OPERATIONS



Kerry Roberts, Chair
District S25



Rusty Crowe
District S3



Heidi Campbell
District S20



Ed Jackson, 1st Vice-Chair
District S27



Mike Bell
District S9



Sara Kyle
District S30



Janice Bowling, 2nd Vice-Chair
District S16



Mark Pody
District S17



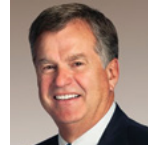
Paul Rose
District S32

SENATE AND HOUSE COMMITTEES*

SENATE STATE AND LOCAL GOVERNMENT



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District S7



Bill Powers
District S22



Todd Gardenhire, 1st Vice-Chair
District S10



Ed Jackson
District S27



Page Walley, 2nd Vice-Chair
District S26



Sara Kyle
District S30



Ken Yager
District S12



Brian Kelsey
District S31



Jeff Yarbrow
District S21

HOUSE COMMERCE



Kevin Vaughan, Chair
District H95



Jerome Moon
District H8



Rush Bricken, Vice-Chair
District H47



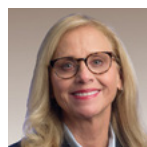
Jeremy Faison
District H11



John Holsclaw, Jr.
District H4



Jason Zachary
District H14



Rebecca Alexander
District H7



Eddie Mannis
District H18

SENATE AND HOUSE COMMITTEES*

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District H27



Jason Powell
District H53



Joe Towns, Jr.
District H84



Kent Calfee
District H32



Susan Lynn
District H57



Karen Camper
District H85



Dennis Powers
District H36



Jason Hodges
District H67



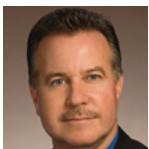
Dwayne Thompson
District H96



Clark Boyd
District H46



Curtis Jackson
District H68



Mike Sparks
District H49



Kirk Haston
District H72

HOUSE GOVERNMENT OPERATIONS



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Mark Cochran
District H23



Jay Reedy, Vice-Chair
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Kent Calfee
District H32



Jeremy Faison
District H11



William Lamberth
District H44



Gloria Johnson
District H13



Mike Stewart
District H52

SENATE AND HOUSE COMMITTEES*

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District H54



Karen Camper
District H87



Pat Marsh
District H62



Justin Lafferty
District H89



David Byrd
District H71



Todd Warner
District H92



Mary Littleton
District H78

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District H1



Eddie Mannis
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Dave Wright, Vice-Chair
District H19



Esther Helton
District H30



John Holsclaw, Jr.
District H4



Kent Calfee
District H32



Jerome Moon
District H8



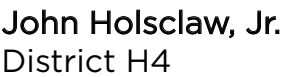
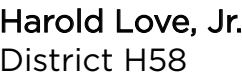
Tim Rudd
District H34



Dale Carr
District H12



Ryan Williams
District H42





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Chief Executive
Officer



Missy Bur
Administrative
Assistant



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John Crawford
Production and
Technology Director



Frances Grote
Meetings, Events, and
Business Development
Manager



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Member Engagement
Director



Michael Hagans
Finance Director



Peter McCarthy
Data and Development
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Elizabeth Sharp
REALTOR® Party
Manager



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