** 2023 ** PROGRAM GUIDE







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A WORD FROM THE 2023 PRESIDENT

Welcome and thank you for being here and giving your time to Advocacy Training!

This Advocacy Guide will serve as a roadmap for you in the busy year ahead as we navigate the intricacies of the REALTORS® Political Action Committee and the REALTOR® Party to expand our association's engagement in RPAC and the REALTOR® Party for 2023.

Our mission as Tennessee REALTORS® is to advance our members' success and advocate for property rights and ownership. Advocacy is an essential part of who we are as REALTORS®. We connect and build relationships with elected officials on the local, state, and national levels to further that goal. We invest in those candidates who stand with us on property issues that matter to consumers and our industry. We are the voice of REALTORS® and our advocacy makes a difference!

I hope to see each of you again at our Tennessee REALTORS® Day on the Hill coming up Wednesday, February 8th, 2023. Last year over 300 Tennessee REALTORS® met with over 132 state lawmakers last year. We look forward to see even more Tennessee REALTORS® members encouraged and committing to attend, to help us demonstrate that we are a powerful and united group, focused and dedicated to protecting and advancing property rights and ownership opportunities.

Thank you again for being here today; for your dedication, service, and your commitment to Tennessee REALTORS® and RPAC. 2023 is a year of great opportunity for us. Through your leadership and a collaborative, focused spirit, we will meet and exceed our RPAC goals and build stronger relationships with our legislators and communities.

Onward together!

Sincerely,

Sher Powers 2023 President

IMPORTANT DATES

2022

NAR NXT, The REALTOR® Experience

November 11-13, 2022 Orange County Convention Center (Orlando, FL)

REALTOR® Party Training Conference

November 29-December 1, 2022 Marriott Philadelphia Downtown (Philadelphia, PA)

2023

Tennessee REALTORS® Excel Summit (TNEX)

February 6-7, 2023 Embassy Suites Nashville Downtown (Nashville, TN)

Tennessee REALTORS® Day on the Hill

February 8, 2023 (Nashville, TN)

NAR RPAC President's Circle Conference

March 1-4, 2023 Moon Palace The Grand Cancun (Cancun, Mexico)

NAR Legislative Meetings

May 6-11, 2023 (Washington, D.C.)

RPAC-A-THON

September 7, 2023 (Nashville)

Tennessee REALTORS® Fall/Region 4 Conference

October 16-19, 2023 (Savannah, GA)

NAR NXT, The REALTOR® Experience

November 14-16, 2023 (Las Vegas, NV)

TENNESSEE'S 2022 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

2010

Martin Edwards Fontaine Taylor

2011

Rosemarie Fair

2014

John Brittle Jr. Brian Copeland Hagan Stone

2015

Margaret Dixon

2016

Rich Levenson

2017

\$50,000

Jewell McKinney

2017

<u>\$25,000</u>

Pat Beech
Janice Carlton
Gerald Daves
Nick French
Mike Gaughan
Price Lechleiter
Brianna Morant
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 Dovle Webb

2020

Alexander Bynum Denise Cummins Sharon Duncan Todd Harvey Jay Lowenthal Yvette Meldrum Fay Robinson Angela Shields

2021

Travis Close
Chris Garrett
Diane Hills
Carol Lott
Sally Sparks
Sue Stinson-Turner
BJ Swinehart
Brittney Testerman Griffith
Katie Townsend
Bob Turner
Kevin Wilson

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 the support of 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".)

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.

^{**}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.

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, passwordprotected 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

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.

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.

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.

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 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.

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 judicially 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: <u>tnrealtors.com/rpac-request-local-</u> candidate

MEMBERSHIP DOES NOT GUARANTEE SUPPORT

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 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 or contributions from Tennessee RPAC.

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 less 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.

(3) Disbursements in the amount of \$1,000.00 or less for administrative purposes may be authorized by two 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 the Tennessee Association of 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.



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 ten (10) 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. 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

AUCTIONS

Q. Can you provide an example?

A. Assume, for example, a Board spent \$400 for items to be auctioned 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 onethird 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).]

It is important to recognize two points in making these computations: (1) Each prize need not satisfy the one-third standard individually as long as the costs of all items and contributions received for them do so collectively. (2) In computing the Board's costs of the prizes distributed via the event, items donated to the Board must be valued at their fair market value, since even though such items may have been acquired by the Board without cost they have a market value and thus constitute as an asset of the Board with that fair market value.

Auctions

Some RPAC fundraisers involve auctions of 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

The purchase of an item at an RPAC auction is considered an RPAC contribution equal to the entire purchase price, even if a portion of that price is paid by the association conducting the auction to the artist or other consignor who provided the item. Accordingly, persons outside the restricted class who are not permitted to be solicited to contribute to RPAC may not be invited to attend or allowed to purchase any auction items.

Publicizing an RPAC Auction Constitutes a Solicitation

Publicizing an RPAC auction constitutes a solicitation of contributions. Therefore, such publicity must include the necessary information regarding the appropriate distribution of the contribution between National RPAC and the state RPAC, and the fact that the federal portion is charged against the contributor's limits under 2 U.S.C. 441a. Moreover, as noted above, the distribution of publicity about the auction must be limited to persons within the restricted class.

SOLICITATION CLASS FOR ITEMS

Who Can Contribute Merchandise or Services

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 of the board or

Source: REALTORS Almanac, updated 2013

AUCTIONS

state association may not contribute cash, merchandise or services to be auctioned off to raise funds for RPAC. The fair market value of donated items must be used in calculating expenses for purposes of the "one-third rule." State associations and local boards may also purchase and/or obtain from members within the restricted class donated items for an RPAC auction, subject to satisfaction of the "one-third rule" discussed previously. The association may also purchase items for auction for other sources so long as the purchase price is the usual and normal charge for such items.

The only persons or entities that may contribute to or otherwise donate money or items to be used in an RPAC fundraising event are members (REALTORS* or affiliates) of the local Board. Thus, local car dealers, insurance agencies, banks, or printers that are not affiliate members of the local Board may not donate items to be auctioned, nor may they provide money to be used to offset the costs of an RPAC fundraising event.

Handling Consigned Items

In some auctions, items such as artwork are received for auction on a consigned basis at a floor price. If the bidding exceeds the consigned price, the item is sold to the highest bidder, and the agreed upon consigned price paid to the artist or other consignor. If the bidding does not reach the consigned price, the item is not sold but is returned to the consignor. In either case, no contribution is made by the consignor. The entire price paid by the purchaser is, as noted above, treated as a contribution, while the compensation paid to the artist is treated as an expense of conducting the event.

Applicable State Laws & Legal Restrictions for Auctions

Fundraising events such as auctions may also be subject to state and local election laws, as well as other applicable legal restrictions. Other state or local laws relating to fundraising or other auction events may also apply, and legal counsel is advised before conducting an RPAC auction.

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?



Source: REALTORS® Almanac, updated 2013

RPAC MAJOR INVESTOR DETAILS

THE FOLLOWING CONTRIBUTOR MEMBERSHIP GROUPS ARE RECOGNIZED BY NATIONAL RPAC:

PLATINUM R

The membership requirement for Platinum R is a \$10,000.00 initial contribution and sustaining contributions of \$5,000.00 annually to Tennessee RPAC. Tennessee RPAC shall forward thirty percent (30%) of all Platinum R contributions to National RPAC. Platinum R benefits are at the discretion of the National RPAC Board of Trustees and shall be conveyed to the contributor upon receipt of the contribution allocation by National RPAC.

GOLDEN R

The membership requirement for Golden R is a \$5,000.00 initial contribution and sustaining contributions of \$2,000.00 annually to Tennessee RPAC. The sustaining contribution amount for Golden R members whose initial contribution was made prior to 2002 is \$1,000.00. Tennessee RPAC shall forward thirty percent (30%) of all Golden R contributions to National RPAC. Golden R benefits are at the discretion of the National RPAC Board of Trustees and shall be conveyed to the contributor upon receipt of the contribution allocation by National RPAC.

CRYSTAL R

The membership requirement for Crystal R is a \$2,500.00 initial contribution and sustaining contributions of \$1,500.00 annually to Tennessee RPAC. Tennessee RPAC shall forward thirty percent (30%) of all Crystal R contributions to National RPAC. Crystal R benefits are at the discretion of the National RPAC Board of Trustees and shall be conveyed to the contributor upon receipt of the contribution allocation by National RPAC.

STERLING R

The membership requirement for Sterling R is a \$1,000.00 contribution to Tennessee RPAC annually. Tennessee RPAC shall forward thirty percent (30%) of all Sterling R contributions to National RPAC. Sterling R benefits are at the discretion of the National RPAC Board of Trustees and shall be conveyed to the contributor upon receipt of the contribution allocation by National RPAC.

OTHER RPAC LEVELS

PRESIDENT'S CIRCLE

The President's Circle is an influential group of REALTORS* who contribute directly to REALTOR*-friendly candidates at the federal level. Political Action



RPAC MAJOR INVESTOR DETAILS

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.



NAR'S 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 Major Investor Event Grant on <u>realtorparty.realtor</u>.
 Provide several potential dates.
 After your event is approved by NAR, make sure you have 6-8 weeks to execute your event.
- TARGET YOUR ATTENDEES by assessing your Association's top producers, as well as current, lapsed, and prospective major investors.
- INVITE AND ENROLL your attendee targets. Personal phone calls and emails are most effective.

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 Ashley Sugar (ashley.sugar @tnrealtors.com).

Join us September 7 for our 2023 RPAC-A-THON!

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 2023 state RPAC-A-THON will be from 10 a.m. to 1 p.m. Central on September 7, 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-tomember 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 **Ashley Sugar** at ashley.sugar@tnrealtors.com.





2022 STATE-LEGISLATIVE HIGHLIGHTS

In addition to passing a \$52.8 billion budget, the largest budget in state history, and \$250 million into the State's Rainy Day Fund, the Legislature was hard at work passing the following items of interest:

REALTOR® CHAMPIONED LEGISLATION

ARELLO Certification Removal

REALTOR®-championed SB 1867/HB 1958, by Powers/Rep. Alexander, removed the requirement for ARELLO certification from synchronous education courses, which are courses happening in real time, but the students and instructors are separate by distance, i.e. Zoom, Webex, Microsoft Teams, and Google Meets. The bill passed the House and Senate unanimously and was signed by the Governor on March 28, 2022. The Tennessee Real Estate Commission ("TREC") will now be the only certifying body for synchronous courses. TREC is working on formally adopting guidelines for these courses.

BILLS TENNESSEE REALTORS® OPPOSED WHICH DID NOT PASS

Impact Fees

SB2922/HB2904 by Reeves/Warner allows the City of Lewisburg to impose an impact fee on new development.

SB1840/HB1675 by Hensley/Cepicky, as amended, allows Maury County to impose impact fees on residential development within the County at a rate of \$3.00/sq ft and earmarking the funds to pay for the costs of construction or renovation of schools, public facilities and other related infrastructure.

Grandfathering of CE Requirements

SB2853/HB1889 by Bailey/Keisling exempts real estate brokers from continuing education requirements if the broker has been licensed for 10 years or more.

Creating a Misdemeanor for Littering on Landlords

SB2759/HB2618 by Akbari/Harris, as amended, makes it a Class C Misdemeanor for littering if a Landlord places a Tenant's abandoned items on the curb and those items are not in a concealed bin.

Exempting Slaughterhouses from County Zoning

SB2622/HB2740 by Niceley/Holsclaw, as amended, exempts slaughterhouses from local zoning requirements if the property is outside of city limits, zoned agricultural and the operation slaughters less than 100 animal units a week. An "animal unit" is one cow, two hogs and four sheep.

Notifying Neighbor to Trim, Cut or Remove a Tree

SB2312/HB2260 by Gilmore/Harris requires a 48-hour notice by a landowner or resident to a neighbor of the owner's intent to trim, cut, or remove a tree greater than 36 feet in height if the distance from the base of the tree to the neighbor's real property line is equal to or less than the tree's height.

Requiring Sellers to Make Certain Additional Disclosures

SB2065/HB2403 by Campbell/Mitchell, requires sellers to disclose to buyers whether maintenance of the road, water pumping station, or sewer pumping station is the sole responsibility of the property owner.

Fuel Gas Detector Act

SB2047/HB1831 by Jackson/Lamar, requires a building owner to install and maintain at least one fuel gas detector in every room containing an appliance fueled by propane, natural gas, or a liquefied petroleum gas in each unit in a building of multi-family occupancy and in single family homes that are leased.

2022 STATE-LEGISLATIVE HIGHLIGHTS (CONT.)

Prohibiting Landlords from Refusing to Rent to Persons with Criminal Convictions

SB1771/HB1770 by Gilmore/Chism, prohibits a landlord from refusing to rent to a person solely because the person was previously convicted of a criminal offense if the conviction was for an offense other than a violent offense, sexual offense, or violent sexual offense and the conviction occurred more than five years before the refusal.

Taxation on Transactions of Real Property on Online Platforms (Zillow Bill)

SB998/HB1070 by Stevens/Marsh, as introduced, exempts payment of the recordation tax on transfers of residential real property purchased and resold by a business entity that operates an internet website or application.

OTHER BILLS OF INTEREST TO TENNESSEE REALTORS®

TACIR Study on Utility Scale Solar Energy Development

SB2797/HB2761 by Walley/Gant, as amended, directs the Tennessee Advisory Commission on Intergovernmental Relations to perform a study of the overall effect of utility scale solar energy development in this State. The Legislation directs TACIR to review, among other items, the importance of private property rights and the ability of a landowner to use or transfer interests in property and required lease terms and conditions to protect future property use and rights of lessors in the event of default or termination of a lease. The legislation passed both chambers on April 27, 2022.

Prepayment of Property Taxes

SB2779/HB2114 by White/Eldridge, as amended, makes it a violation of the Consumer Protection Act to advertise, issue or deliver a home warranty to consumers without explicitly stating in written detail what items will be covered and fully paid for by the home warranty. This bill was signed by the Governor on April 20, 2022 and takes effect July 1, 2022.

Allows Property Owners to be Displayed as "Unlisted" in Property Data Searches

SB2772/HB2467 by Rose/Hulsey, as amended, authorizes a county trustee to accept prepayments of property taxes in addition to partial payments of property taxes; such payments shall be held by the Trustee in a designated revenue account. The bill was signed by the Governor on April 20, 2022 and is now in effect.

Subdivision Regulations by Municipal Planning Commission

SB2695/HB2597 by Briggs/Hodges, as amended, authorizes an assessor of property to display "Unlisted" for the first and last name in the ownership field of an online database of property upon written request. Does not remove the owner's information from public records requests. The bill was sent to the Governor for signature on April 22, 2022 to take effect January 1, 2023.

Uniform Partition of Heirs Property Act

SB2692/HB2534 by Briggs/Hicks, as amended, changes the maximum number of lots that a plat of subdivision may divide a tract into and gain endorsement without the approval of the planning commission. Provides that such plats must be certified by the planning commission or by the planning staff of the planning commission, if such responsibility is delegated to the staff. Prohibits a county register from receiving, filing, or recording a plat of a subdivision without the approval of the planning staff, if this responsibility has been delegated to the planning staff. Establishes that a planning commission may only delegate the responsibility for approval of subdivision plats that meet certain criteria. Prohibits a planning commission from delegating to its planning staff the authority to preliminarily approve, finalize approval of, or certify a subdivision plat unless the appropriate local legislative body or bodies approve such delegation by a majority vote. The bill was sent to the Governor for signature on April 22, 2022 and will take effect upon signature.

2022 STATE-LEGISLATIVE HIGHLIGHTS (CONT.)

Tennessee Broadband Investment Maximization Act of 2022

SB 2480/HB 2608 by Lundberg/Vaughan, as amended, creates a three year tax exemption from sales and use tax for companies investing in broadband equipment. Requires the Commissioner of the Department of Revenue to reimburse counties and municipalities for loss of revenue resulting from the Act's exemption. The bill passed both chambers on April 27, 2022.

Uniform Partition of Heirs Property Act

SB2167/HB2612 by Stevens/Farmer, as amended, enacts the Uniform Partition of Heirs Property Act which applies to partition actions filed on or after July 1, 2022. Requires the court, in an action to partition real property under this chapter, to determine whether the property is heirs property. If the court determines that the property is heirs property, then the property must be partitioned unless all of the cotenants otherwise agree in a record. Requires the court. after determining that the property that is the subject of a partition action is heirs property, to make a determination of value for the property. Specifies process for a cotenant buyout and specifies partition alternatives. Establishes process for open-market sale of property, sale of property by sealed bids, and sale of property by auction. The bill passed both chambers on April 27, 2022.

Cancellation of Unsolicited Offers to Purchase Property

SB1945/HB1946 by Hensley/Haston, as amended, authorizes an offeree to cancel a contract to purchase real property without penalty for 30 days if the contract was unsolicited, was sent through the mail and a real estate broker was not used. The bill was sent to the Governor for signature on April 19, 2022 and will apply to all agreements entered into on or after July 1, 2022.

Landlord to Provide Address of Child Alleged to be Abused to DCS Case Manager

SB1910/HB2023 by Jackson/Littleton requires a landlord to provide a case manager from the Department of Children's Services ("DCS") or a child protective investigation team with information on the address and location of a child who has been alleged to be abused or neglected and resides or is located on the residential rental property. The landlord is not liable in any civil or criminal action that is based solely upon cooperation with the investigation by DCS or a child protective investigation team, except in cases of willful or wanton conduct or intentional wrongdoing. The bill was sent to the Governor for signature on April 21, 2022 and will take effect July 1, 2022.

Forest Land Management

SB1688/HB1858 by Crowe/Darby clarifies the minimum size requirement of 15 acres for land to be eligible to be classified as forest land for purposes of assessment and reduced property taxes may be achieved with a single tract or with two noncontiguous tracts separated only by a road, body of water, or public or private easement. The bill was signed by the Governor on March 15, 2022 and took effect upon signature.



RULES FOR CAMPAIGN CONTRIBUTIONS

FROM THE TENNESSEE BUREAU OF ETHICS AND CAMPAIGN FINANCE

- CASH CONTRIBUTIONS. PACs may not make cash contributions to candidates.
- LEGISLATIVE BLACKOUT PERIODS. From the convening of the General Assembly in organizational session through the earlier of June 1 or the last day of regular session in odd numbered years, and from the convening of regular legislative session to the earlier of May 15 or the conclusion of annual session in even numbered years, and from the convening of an extraordinary session through the conclusion of extraordinary session, the governor or a legislator may not have a fundraiser or solicit or accept contributions for the governor or legislator's benefit or for the benefit of another legislative candidate or gubernatorial candidate, a political party legislative caucus PAC or any member of a political party legislative caucus PAC. T.C.A. § 2-10-310(a)(1)
- · Additionally, from the convening of the General Assembly in organizational session through the earlier of June 1 or the last day of regular session in odd numbered years, and from the convening of regular legislative session to the earlier of May 15 or the conclusion of annual session in even numbered years, and from the convening of an extraordinary session through the conclusion of extraordinary session, a political party PAC is prohibited from conducting a fundraiser, soliciting or accepting campaign contributions for the benefit of a legislative candidate, gubernatorial candidate, a caucus or any caucus member. T.C.A. § 2-10-310(b)

- An employer of a lobbyist or a PAC controlled by an employer of a lobbyist is prohibited from making a campaign contribution to a gubernatorial or legislative candidate during regular or extraordinary legislative session (this restriction is found in the lobbying statutes). T.C.A. § 3-6-304
- Corporate contributions are allowed to be made to candidates and PACs in Tennessee. Corporations making campaign contributions totaling over \$1,000 in the aggregate to candidates in a calendar year must register as a PAC and file campaign financial disclosure reports (enacted June 2011).



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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	CONTRIBUTION LIMITS A CANDIDATE MAY ACCEPT FROM AN INDIVIDUAL	CONTRIBUTIONS LIMITS A CANDIDATE MAY ACCEPT FROM AN INDIVIDUAL PAC
Statewide Office (Governor)	\$4,300	\$12,700
State Senate	\$1,600	\$25,400
State Rep / All Other State ¹ and	\$1,600	\$12,700

¹ 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)*



RPAC DO'S AND DON'TS

RPAC (REALTORS® Political Action Committee) serves as a critical resource to supporting pro-REALTOR® candidates in their election efforts. The following is a reminder of the rules and proper etiquette of RPAC. Ignoring these best practices RPAC can put yourself and elected officials at risk.

Best Practice for Meeting with Legislators

- **DON'T** be late and underprepared.
- **DO** be on time, prepared, and ready to discuss talking points.
- **DON'T** be wordy, argumentative, or attempt to pressure the legislator.
- DO be concise and sensitive to the time allotted for you. Present your talking points up front and show openness to counterarguments.

Fundraising Etiquette

- 🗴 DON'T bring your personal politics into play when representing RPAC or Tennessee REALTORS®.
- **DO** remember RPAC is non-partisan. The REALTOR® Party and RPAC advocates on behalf REALTORS® and real estate issues. The REALTOR® Party's advocacy efforts are non-partisan and solely focused on protecting private property rights.

Social Media

- **DON'T** solicit investments for RPAC on public-facing social media accounts.
- DO only solicit in closed member-only groups. You can only solicit RPAC investments from the soliticable class ex: member-only events, through member-only email campaigns.
- **DON'T** advertise your RPAC event on public-facing social media accounts.
- DO post photos from events and wear your lapel pin with pride.
 - Instead, encourage members to check the association website for upcoming events and information.

Remember: It is always best to be general

- You can post general RPAC facts and refer people to the RPAC calendar of events.
- You cannot post details of an event, post anything that expressly encourages attendance at an event, or solicit on a public-facing social media account.

Delivering RPAC Checks

- **DON'T** meet on government property.
- **DO** meet at your office, their campaign office, or a coffee shop.
- **DON'T** Make a political ask when handing over the check.
- DO Say thank you for your service and protecting private property rights. It is important to only comment on action they have taken in the **past** when delivering a check.
- **DON'T** Take a photo with the check.
- DO Take a photo if the opportunity presents itself.

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^{*}See pages 6-7 for more information.

^{*}Please keep in mind these rules and practices are very important and breaking them can mean breaking the law. If you are ever not sure and have any questions, it is always best to reach out to association staff for clarity and/or assistance.

TN CONGRESSIONAL ELECTED OFFICIALS & U.S. SENATORS

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)



U.S. SENATORS

Sen. Marsha Blackburn



Sen. Bill Hagerty



Learn more about the Tennessee Legislature and pertinent Tennessee state committees by scanning the QR code below:



THE CANDIDATE INTERVIEW PROCESS

This program is initiated when there are two or more candidates running for the same office on a local, state, and federal level.

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).

TIPS ON HOW TO PREPARE FOR AN INTERVIEW

Work with Your Assigned State Trustee

RPAC Trustees are great resources and including them in your candidate interview process is highly encouraged.

Selecting Panel Members

6-10 REALTORS* are recommended for the candidate interview panel. It is highly recommended that some members of the panel be REALTOR* members who have served in positions of leadership roles in the Legislative, Political Affairs, and/or PAC Committees.

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 no conflict of interest with candidates being interviewed.

Planning a Candidate Interview

The panel members will meet and review questions from the state association. Its important questions focus on the real estate industry. For federal candidates, NAR will provide the questions.

HOW TO START THE INTERVIEW PROCESS

Scheduling Interviews

Scheduling interviews before both primary and general elections with funding deadlines of both state and national trustees is crucial. It is counterproductive to schedule interviews past funding deadlines and after trustees have concluded funding sessions.

Local associations will receive interview timelines when they receive the candidate interview packet from the Tennessee REALTORS* Governmental Affairs department.

Inviting the Candidates

Be sure to include in the invitation REALTOR* position on issues of importance; on local, state, and federal levels.

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

NEVER PROMISE FUNDING! You can, however, inform the candidates that upon final recommendation, they are eligible to receive funds.

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 for interview(s), ensure to appoint a moderator in order for the interview to stay on course, on schedule, and to maintained control.

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 to the Tennessee REALTORS* Governmental Affairs department. Letter should include the candidates name, address, position, and funds requested.

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/elections/guides/how-to-register-to-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.





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

REALTOR PARTY NEW GAD AE ORIENTATION

Newly hired Association Executives (AEs) and Governmental Affairs Directors (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 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 / SmartGrowthGrants@nar.realtor

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 202-383-1061 / ldemorest@nar.realtor

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 Colicelli at 202-383-1080 / lcolicelli@nar.realtor

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RPAC POLITICAL ADVOCACY FUND

The RPAC Political Advocacy Fund consists of State and Local Association, State and Local Affiliate, and Society and Council investors who partner with NAR to strengthen our industry. Members who invest in the RPAC Political Advocacy Fund are eligible to participate in the Soft Dollar Recognition Program, with specific benefits that acknowledge their support of RPAC.

Contact: Lauren Colicelli at 202-383-1080 / lcolicelli@nar.realtor

REALTOR® PARTY CORPORATE ALLY PROGRAM

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 202-383-1156 / anelson@nar.realtor

REALTOR® ASSOCIATION MOBILE PROCESSOR (RAMP)

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@nar.realtor

ONLINE FUNDRAISING

NAR aims to assist state and locals 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@nar.realtor

CUSTOMIZED RPAC MARKETING MATERIALS

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 COMMERCIAL BROCHURES

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.

Contact: Jackie Zaporowski at 202-383-1029 / <u>jzaporowski@nar.realtor</u>

RPAC FUNDRAISING WEBINARS

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: Lauren Colicelli at 202-383-1080 / lcolicelli@nar.realtor

PAC MAJOR INVESTOR RECOGNITION PINS

RPAC's Major Investors are elite and passionate group of REALTORS* 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 / <u>jzaporowski@nar.realtor</u>

RPAC HALL OF FAME

The Hall of Fame recognizes dedicated members who have made a commitment to RPAC over the years by investing an aggregate lifetime amount of at least \$25,000. The members are installed at the REALTORS® Legislative Meetings & Trade Expo the following year. President's Circle investments count towards Hall of Fame status. Benefits include name plaques on the RPAC Hall of Fame wall located on NAR's Washington, D.C. building rooftop, personal plaque commemorating the installation, and recognition pins with the Hall of Fame designation.

Contact: Jackie Zaporowski at 202-383-1029 / <u>jzaporowski@nar.realtor</u>

PRESIDENT'S CIRCLE

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

Contact: Avery Walker / <u>awalker@nar.</u> realtor



RPAC SOCIAL MEDIA GUIDELINES

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@nar.realtor

RPAC MAJOR INVESTOR EVENT FUNDRAISING PROGRAM

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

Contact: Jackie Zaporowski at 202-383-1029 / <u>jzaporowski@nar.realtor</u>

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: RPACPartnership@nar.realtor

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@nar.realtor

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 brokerowner's leadership role as a key provider of important information to their agents.

Contact: Penelope Evans at 312-329-8267 / pevans@nar.realtor

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: Penelope Evans at 312-329-8267 / pevans@nar.realtor



GAD SERVICES AND RESOURCES

NAR offers numerous legislative, community and consumer outreach and advocacy programs, tools and services for new Government Affairs Directors (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: Jim MacGregor at 202-383-1188 / jmacgregor@nar.realtor

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 governmental, political, legislative or regulatory affairs, lobbying, advocacy, RPAC fundraising, campaigns, community outreach and all other REALTOR® Party initiatives.

Contact: Jim MacGregor at 202-383-1188 / jmacgregor@nar.realtor

Are you interested in serving your fellow REALTORS® across the state?



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 now at:

<u>tnrealtors.com/tennessee-</u> <u>political-coordinator</u>

AWARDS, PINS, RECOGNITION

LOCAL TRIPLE CROWN GOAL CRITERIA

- 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%

LOCAL PRESIDENT'S CUP CRITERIA

- Must be on and reporting through the NAR PAC management system
- 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%

MAJOR INVESTOR PINS

- 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 izaporowski@nar.realtor.



AWARDS, PINS, RECOGNITION

PRESIDENT'S CUP

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.

The President's Cup is presented annually in May at the REALTORS* Legislative Meeting & Trade Expo to states who meet all advocacy and RPAC goals.

STATE PRESIDENT'S CUP GOALS

The following Advocacy and RPAC Goals must be met by deadline set by NAR for a state association to qualify for the President's Cup: If you have any questions about a specific deadline, contact your local association.

Call for Action Participation

A state must minimally achieve an average response rate of 20 percent on NAR Calls for Action.



REALTOR® Voter Registration Drive

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/mailer, etc.

REALTOR® Party Mobile Alerts

Increase the number of REALTOR* Party Mobile Alerts (RPMA) text subscribers based on state membership.

Broker Involvement Program

Choose one of the following goals to meet:

- 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

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 current year National RPAC Fundraising Goal at an amount lower than what they raised in voluntary hard and soft dollars in the year prior do not meet this criteria.

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RPAC FUNDRAISING LEGALTIPS

- 1. Only target the solicitable class
 - Tennessee REALTORS® Members
 - Certain salaried executive / administrative personnel of the association
 - Family of both groups (limited to the spouse, adult children, parents, and siblings who live in the same household as the member or personnel)
- 2. Know what counts as solicitation
 - The Definition of solicitations is very broad
 - i. A straightforward request for investments and
 - ii. Any communication that encourages support of RPAC or provides information on how to contribute to RPAC
 - All social media communications that constitute a "solicitation" need to be in a closed group
 - Make sure any RPAC publication / article or presentation is only being made to solicitable
- 3. Use the disclaimer (see inside back cover)
 - Always include the RPAC disclaimer when a communication might constitute a solicitation.
 - For example, on fundraising event invitations, requests for donated items, and on either on display or provided at fundraising events
 - Include RPAC Disclaimer
- 4. Report contributions on time
 - Turn over all RPAC contributions and completed corporate reimbursement forms (which includes all information on donated items) within 10 days after fundraising event for any monies \$50 or more, within 30 days for any monies less than \$50
 - Must include NRDS ID #, full name, association, & pledge level
- 5. Don't accept what you can't accept
 - Contributions in the name of another
 - A cash contribution
 - Anonymous contributions
 - Contributions from minors, federal contractors, or foreign nationals
- 6. Remember the one-third rule
 - Need to raise 3x the total cost of auction items, merchandise, prizes, and entertainment provided by the local associations or by a Tennessee REALTOR*
- 7. Don't host raffle events.
 - It is illegal for RPAC to use a fundraising a scheme that involves payment of consideration for a chance to win a prize (Consideration is typically present due to the event's focus on raising money.)
 - Either eliminate chance (e. g., skill contest) or eliminate prizes
 - The three elements of a raffle are prize, consideration, and chance; all three elements cannot be present or it is a raffle

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—stick to Tennessee REALTORS®'s provided talking points
- 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

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MOBILE ALERTS, CFA, IE, ISSUES MOBILIZATION

REALTOR® PARTY MOBILE ALERTS (RPMA)

Our texting platform offers REALTORS* a way to stay connected directly from their cell phone or tablet. When a legislative call for action is launched, subscribers get a short text message with ways to take action. REALTORS* can sign up for REALTOR* Party Mobile Alerts by texting the word REALTORS to 30644.

Contact: Text 'Help' to 30644 for help, or email comments@realtoractioncenter.com.

INDEPENDENT EXPENDITURES (IE)

In its 2010 Citizens United decision, the U.S. Supreme Court ruled that corporations may expend unlimited resources on political speech, as long as that speech isn't in coordination with a candidate or a candidate's campaign. Since that decision, independent expenditures have become an increasingly visible part of the modern political landscape.

ISSUES MOBILIZATION (IM)

The Issues Mobilization Program is designed to help local REALTOR* associations identify and act on local issues that affect Tennessee REALTORS* or private-property owners.

Issues Mobilization refers to a fund dedicated to political battles in favor of or against proposed local ordinances, policies, or other issues. The term may also refer to the committee that administers the fund.

What does Issues Mobilization do?

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.

What doesn't Issue Mobilization do?

Issues Mobilization will not fund or support a campaign that puts one local association at an advantage over another. The committee also does not provide monetary support for bond issues—there are simply too many entities with bonding authority.

*No issue is too small. The point is to tackle small problems before they get big.



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/greaternashville-realtors-put-placemaking-grantto-work-for-pedestrian-plaza

Contact: Catherine Mesick / PlacemakingGrants@ nar.realtor

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 to 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 / SmartGrowthGrants@nar.realtor

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: <u>HousingOpportunityGrants@nar.</u> realtor

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: Penelope Evans at 312-329-8267 / pevans@nar.realtor

Diversity & Inclusion Grant

The Diversity Program provides funding to state and local REALTOR® Associations to enhance the inclusion of diversity in their leadership and collaborate with local chapters of national multicultural real estate organizations. The Diversity and Inclusion Grants can support state and local association activities in several key target areas. Diversity and Inclusion Grants may be used for online and virtual activities.

Contact: Ryan Davis / rdavis@nar.realtor and Ashley Labanics / alabanics@nar.realtor

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: RPACPartnership@nar.realtor

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@nar.realtor

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@nar.realtor



SPECIAL-EVENTIDEAS

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.



MAJOR INVESTOR EVENT PLANNING CHECKLIST

6-8 Weeks Prior to Event

- Request your event by visiting realtorparty.realtor and clicking on "Major Investor Event Fundraising" under Programs & Grants.
- Set a fundraising goal for your event.
- Select your host committee.
- Determine your budget.
- Create your event page form through the PAC Management System. Visit the Major Investor Event Process Guide for step-by-step instructions on creating your event page.
- Target your attendees for the event, and construct a guest list.

4 Weeks Prior to Event

- Print or email invitations and send to target attendees.
- Request any RPAC materials needed from NAR.

1-2 Weeks Prior to Event

- Send a notification to your targeted guests inviting them to attend.
- Send a reminder to confirmed attendees.
- Secure any necessary speaker bios.
- Last minute details and arrangements

After Event

- Follow the Major Investor Event Reimbursement Checklist to submit your expenses and be reimbursed by NAR.
- Send all RPAC investments collected at event to state association.

GLOSSARY OF ADVOCACY TERMS

AE - Association Executive or CEO; an association's top staff member

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

BOD - Board of Directors. A group of individuals elected to act as representatives of the general membership to establish management and related policies and to make decisions on major company issues

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

CFA - Call for Action; an NAR/Tennessee REALTORS* program for sending pre-written messages to lawmakers on critical real estate issues

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

DELEGATE - Representative on NAR's Delegate Body. Casts votes by number of board members to change NAR constitution

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

EXECUTIVE COMMITTEE - The

11-member leadership team of Tennessee officers that includes the current year's President, President-Elect, First Vice President, Secretary-Treasurer, Immediate Past President, and two Division Vice Presidents from each of the state's three grand divisions (Western-1, Middle-2, and Eastern-3). The six Division VPs serve two-year terms, while the other four officers serve one-year terms.

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

GAD - Governmental Affairs Director. State/Local association staff member who provides guidance in the areas of government affairs, political affairs, legislative or regulatory affairs, lobbying, advocacy, PAC fundraising, community outreach and/or REALTOR® party initiatives

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

HoF - Hall of Fame; RPAC lifetime investors of \$25,000 or more

IE - Independent Expenditure. Advocating for a candidate without their knowledge. he 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 adlssues Mobilization Fund. The Issues Mobilization Fund provides financial assistance to state and local REALTOR* Associations to support effective advocacy campaigns on public policy issues

LOCAL ASSOCIATION - One of 21 REALTOR* associations throughout Tennessee, led by a board of directors and staff team

M1 - A centralized membership clearinghouse

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

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GLOSSARY OF ADVOCACY TERMS

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

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 A BILL BECOMES A LAW IN TENNESSEE



INTRODUCTION

Legislator introduces bill to body by filing with appropriate clerk

NUMBERED BY CHIEF CLERK

- 1. Chief Clerk (House or Senate) checks to see if it conforms to legislative rules
- 2. Bill is given a number then distributed per rules
- 3. TN Constitution requires that to become law, bill must be considered and passed on three different days in each house

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 occasions, 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-sechedule, 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

PASSED ON SECOND CONSIDERATION

On second day - bill is introduced, read and passed

Bill is then referred by the Speaker to appropriate committee



PASSED ON FIRST CONSIDERATION

Introduced - No objection, bill is passed

PLACED ON CALENDAR

For consideration for third reading

PASSED ON THIRD CONSIDERATION

Called up for passage and debated

May or may not be passed with or without amendments by majority of members (50 or more in the House; 17 or more in the Senate)

If bill is passed it is automatically sent to the Chief Engrossing Clerk

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

BILL IS ENROLLED

Upon passage in both the House and Senate, bill is then "enrolled" (retyped) on heavy-weight paper by Chief Engrossing Clerk in house of bill origin

Bill is then in suitable format for approval by the two Speakers and by the Governor



SIGNED BY GOVERNOR

Governor has 10 days to sign; if 10 days expires with no action, bill becomes law without Governor's signature

Governor signs or vetoes bill: Upon Governor's action, bill is then sent to the house of origin IF legislature is in session

After General Assembly, bill is sent to the Office of Secretary of State

If bill is vetoed or reduced or reduced appropriations within the bill, the veto can be overridden by a majority vote of members in each body under the Constitution



BILL IS ENGROSSED

Engrossed is being reproduced with all amendments added

Bill is retyped and then transmitted to the other body

SIGNED BY SPEAKERS

Speakers sign the bill and the bill is sent to the Governor for signature

SENATE AND HOUSE COMMITTEES*

SENATE

COMMERCE AND LABOR

GOVERNMENT OPERATIONS

STATE AND LOCAL GOVERNMENT

HOUSE

COMMERCE

GOVERNMENT OPERATIONS

LOCAL GOVERNMENT

STATE GOVERNMENT

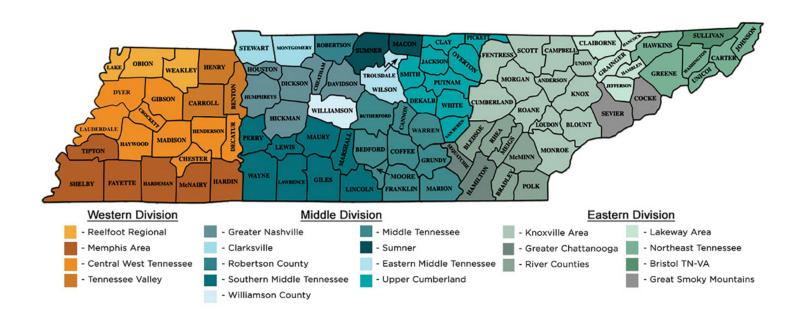
Scan the QR code below to learn more about the committees and committee members:



We have listed House and Senate committees whose activities are especially relevant to REALTOR issues and advocacy. A directory of all General Assembly committees is available on the General Assembly website.

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LOCAL ASSOCIATIONS



TENNESSEE REALTORS® STAFF



Angela Shields Chief Executive Officer



Missy Bur Administrative Assistant



Lauren CecilGovernmental Affairs Director



John CrawfordProduction and Technology
Director



Frances Grote
Meetings, Events, and Business
Development Manager



Candy HarrisMember Engagement
Director



Michael Hagans Finance Director



Andrea HuddlestonProfessional Standards
Director



Kristen MosleyExecutive & Professional
Services Director

TENNESSEE REALTORS® STAFF



Jonathan Stillman Jr. Web Developer



Ashley Sugar REALTOR® Party Manager



Sally WhitsonCommunications
Director



Cindy YehCommunications Coordinator/
Graphic Designer



Victoria Zook Executive Assistant

Tennessee REALTORS®....

- Care about our communities and get involved in many ways
- Make it a priority to advocate for the protection of private-property rights
 - Have one of the most powerful PACs in Tennessee
 - Participate in local, state, and national races for elected office
- Have access to provide district information including voters, polling, and taxation
 - Utilize independent-expenditure money
- Seek issues-mobilization funds to support campaigns & strengthen communities
- Make a difference by volunteering, securing grants for improvement, and more









TENNESSEE

The Voice for Real Estate in Tennessee
(615) 321-1477 | www.tnrealtors.com

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