

2024 Program **Guide**



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A Word From the 2024 President

Welcome to the Tennessee REALTORS® Advocacy Training.

As your 2024 President, I am honored to stand among such a passionate and influential group of individuals who understand our pivotal role in shaping the future of real estate in Tennessee.

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®.

This year's Advocacy Training promises to be an exceptional event, providing you with valuable tools and resources to help us support our mission of advocating for property rights and ownership. By being here, you are investing in your professional development and the strength of our collective voice.

This week, we will learn how to 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! Our unity empowers us to influence positive change in the real estate sector and protect the rights of property owners, homebuyers, and sellers across Tennessee. I encourage you to take notes, ask questions, and network with fellow REALTORS®. I challenge you to join us in demonstrating our strength and unity at our Day on the Hill event on February 21, 2024. Each year, our attendance grows, and I look forward to your support through attendance as we apply the knowledge we gain today to represent our body of 36,000 REALTORS® in Tennessee.



Sincerely,

Regina Hubbard
 2024 President

Important Dates

2023

NAR NXT, The REALTOR® Experience

November 14-16, 2023
Anaheim Convention Center
Anaheim, CA

REALTOR® Party Training Conference

November 30-December 2, 2023
St. Louis Union Station Hotel
St. Louis, MO

2024

Tennessee REALTORS® Excel Summit (TNEX)

February 19-20, 2024
Embassy Suites Nashville Downtown
Nashville

Tennessee REALTORS® Day on the Hill

February 21, 2024
Nashville

NAR RPAC President's Circle Conference

March 18-21, 2024
Fontainebleau Miami Beach Hotel
Miami Beach, FL

NAR Legislative Meetings

May 4-9, 2024
Washington, D.C.

RPAC-A-THON

September 12, 2024
Nashville

Tennessee REALTORS® Fall Convention

September 25-27, 2024
Point Clear, AL

NAR NXT, The REALTOR® Experience

November 8-10, 2024
Boston, MA

Tennessee's 2023 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

\$25,000

Pat Beech
Janice Carlton
Gerald Daves
Nick French

\$25,000 (cont.)

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
Doyle 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

2022

\$75,000
Hagan Stone

\$50,000

Margaret Dixon
Ann Skiera

\$25,000

Brenda Brewster
Linda Brock
Dawne Davis
Leon Dickson, Sr.
Kathy Dunn
Lauren Harkins Wiuff
Trish Myatt
Karen Randolph
Carol Seal
Joan Smith
Kelly White

What is RPAC?

The REALTOR® Political Action Committee is a powerful alliance of REALTORS® and REALTOR® Associations working to advance public policies and candidates that build strong communities, protect property interests and promote a vibrant business environment.

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.

MINIMUM INVESTMENT: \$15

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

RPAC Trustees

TENNESSEE RPAC TRUSTEES

Tennessee RPAC Trustees are appointed annually by the President of Tennessee REALTORS®. 21 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.
- Have an appreciation for the importance of RPAC, as indicated, for example, by being a multiyear RPAC contributor. 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.



RPAC's Governing Documents

RPAC Bylaws
and
RPAC Policies
& Procedures



NAR's Policy on
Territorial Jurisdiction

RPAC TRUSTEES COMMITTEES

RPAC Trustees has two committees: Fundraising Committee and Disbursement Committee. Each committee is composed of 10 Trustees. The RPAC Trustees Chair and Vice Chair determine which RPAC Trustees serve on which Committee each year.

PURPOSE OF THE FUNDRAISING COMMITTEE

The Committee's purpose is to serve as a resource to Tennessee REALTORS® in achieving the national, state, and local RPAC goals. The Committee's objective is to build membership participation through educating Tennessee REALTORS® members on the purpose of RPAC. The Committee shall encourage active participation in the annual RPAC campaign.

PURPOSE OF THE DISBURSEMENT COMMITTEE

The Disbursement Committee shall be a group of non-partisan and politically knowledgeable members which make key decisions on financial support for candidates in state-level offices. In addition, the Committee will oversee the financial well-being of RPAC and review and approve certain funding for local associations to use to support candidates for local offices.

Contribution Guidelines

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.

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

PROHIBITED CONTRIBUTIONS

Contributions Made in the Name of Another

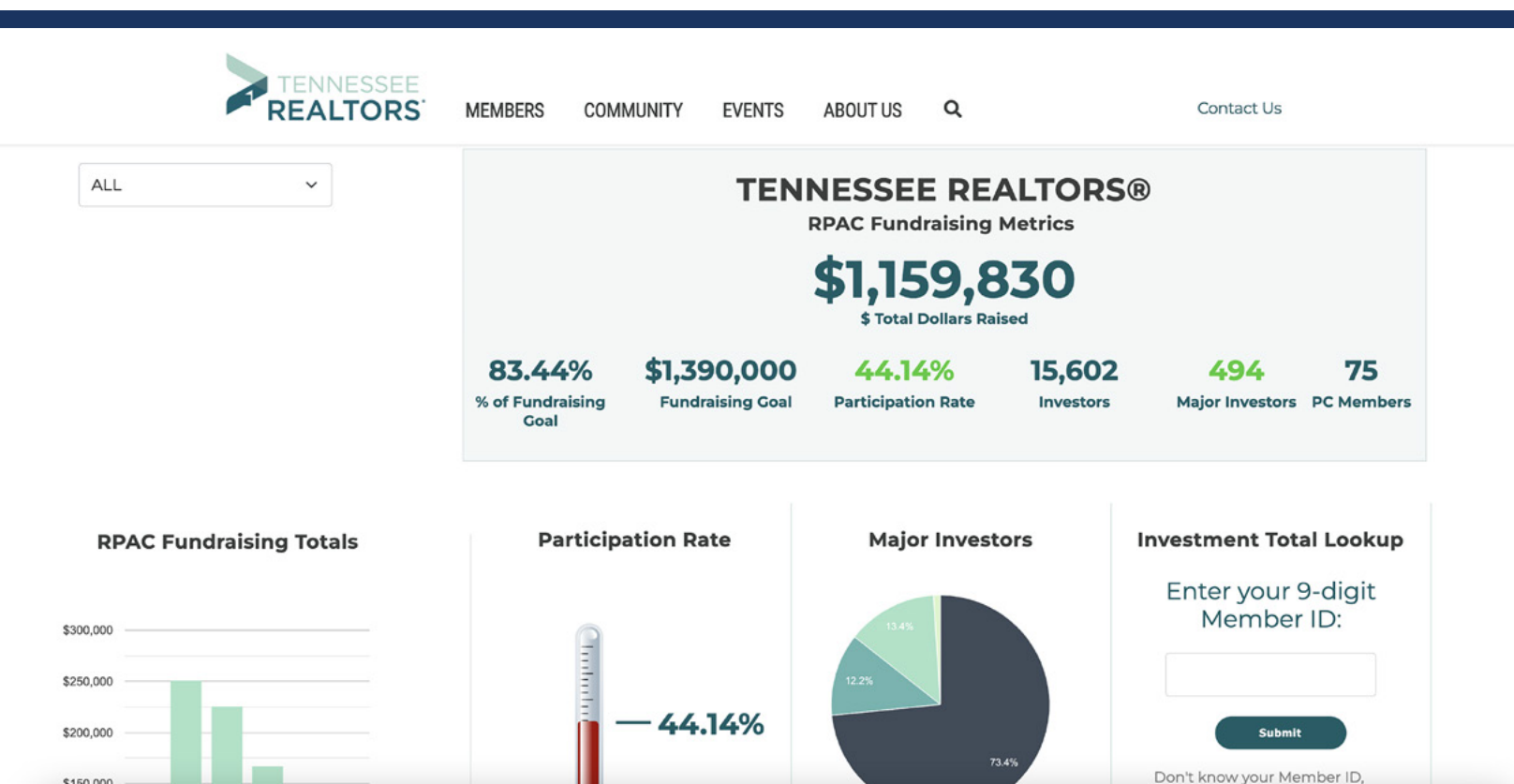
Because federal and state laws prohibit contributions made "in the name of another," Tennessee RPAC will not solicit or accept contributions identifying another person as the contributor.

Cash Contributions

Tennessee RPAC does not accept cash contributions.

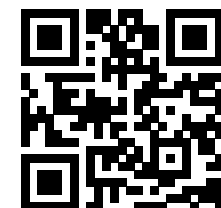
Contributions From Federal Contractors

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



RPAC Dashboard

For up-to-date numbers on RPAC fundraising, visit the RPAC dashboard located on the Tennessee REALTORS® website.



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 USCIS 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, Political Activities, and RPAC Fundraising Assistance

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 judiciously utilize NAR’s RPAC Fundraising Grants for local associations, up to the full \$5,000 annual allotment, before coming to Tennessee RPAC for additional fundraising resources.

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

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

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

Tennessee RPAC, for Use in State Elections and Political Activities

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

Social Media

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".)

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

CAN MY LOCAL ASSOCIATION USE SOCIAL MEDIA SITES FOR RPAC?

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

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

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

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

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

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

Your local association must ensure that there is a member-only, password-protected feature on the sections of the social media site that may include a RPAC solicitation. The site administrator also must devise and implement a process to terminate a member's access once that person is no longer a member of Tennessee REALTORS®. The association 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 & state contribution percentages
- Federal portion applies to limits

SAMPLE DISCLAIMER NOTICE

Required Contributor Information

- Full name
- Mailing address
- Occupation
- Employer
- Amount
- Date of contribution
- M1 number (supplied by local association)

Q. *How are RPAC contributions decided?*

A. The Trustees discuss and vote on all RPAC contributions. They consider many factors when making these decisions including the candidate's voting record (if an incumbent), the recommendations of the local association, committee and leadership positions held (if an incumbent), and the candidate's electability.

Q. *Do all REALTORS® running for office receive contributions from RPAC?*

A. 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.

Q. *What party does RPAC support?*

A. RPAC supports the REALTOR® party! RPAC's mission is to amplify the REALTOR® voice and that includes giving to candidates of multiple political parties.

Q. *Does RPAC endorse candidates?*

A. No. RPAC supports candidates by making campaign contributions, but does not endorse.

Q. *What legislative issues does Tennessee REALTORS® support or oppose?*

A. Tennessee REALTORS® only supports or opposes legislation that directly affects real estate.

RPAC Fundraising

Events & 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 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.

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 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.

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?

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.

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.

EVENT IDEAS

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.)

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.

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.

For more ideas, please visit our RPAC Event Bank webpage:



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.

Recognition Levels

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.

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.

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. 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 forwards thirty percent (30%) of all Platinum, Golden, Crystal, and Sterling contributions to National RPAC. Major Investor 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 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. You must be a Major Investor to be a part of President's Circle.

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 Awards and Recognition

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 rpac@nar.realtor.

LOCAL TRIPLE CROWN GOAL CRITERIA

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

STATE TRIPLE CROWN GOAL CRITERIA

In order to obtain the State Triple Crown Award, the following RPAC Fundraising Goals must be achieved:

1. State's National RPAC Fundraising Goal*
2. State's Federal RPAC Disbursements Allocation
3. State's Major Investor Goal
4. State's President's Circle Goal
5. State's Participation Goal

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.

LOCAL PRESIDENT'S CUP CRITERIA

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

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
- Use NAR's Broker Involvement Program on a state Call for Action Program at least one time during the calendar year.

RPAC Goals

Meet or exceed the following five RPAC goals:

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

** States who set their 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.*

Advocacy Calculator

CALCULATE YOUR SAVINGS

TRANSFER TAX

A tax on the transfer of real property discourages home ownership. Studies show that this tax decreases sales volume by 8%. We opposed a bill that was ultimately defeated in the Tennessee General Assembly that would have implemented a transfer tax in Loudon County. If passed, this could have easily led to the rest of the state implementing the same tax.

(Input Sales Volume)	\$
x 0.08	x 0.08
x (Take Home Percentage)	\$
= Your Savings	\$

PROFESSIONAL PRIVILEGE TAX

Tennessee has a Professional Privilege Tax of \$400 per year. We successfully fought against REALTORS® being included in the group of professions that must pay this annual fee.

(Annual Fee)	\$400
x 1	x 1
= Your Savings	\$400

IMPACT FEES

Impact fees place an additional burden on those buying newly constructed homes. Studies show these fees lead to a 2% decrease in sales volume. We have fought hard against repeated attempts to implement fees across our state.

(Input Sales Volume)	\$
x 0.02	x 0.02
x (Take Home Percentage)	\$
= Your Savings	\$

TOTAL ANNUAL SAVINGS

\$

NAR Grants

Broker Engagement Grant

The Broker Engagement Grant allows local and state associations to create Broker activities which align with the Broker Engagement Committee's and Broker Engagement Council's purpose: increase broker engagement, representation and feedback regarding NAR's programs, services, and strategic priorities.

A few ways that associations have used this grant are producing newsletters for brokers on issues and hosting legislative roundtables.

Diversity & Inclusion Grant

Diversity and Inclusion Grants support state and local REALTOR® association activities to enhance the inclusion of diversity in their leadership and collaborate with local chapters of multicultural real estate organizations.

Associations have used this grant to host virtual workshops to advance diversity and inclusion within their association.

Fair Housing Grant

Fair Housing Grants support state and local REALTOR® Association activities that create or improve systems, programs, and policies that uphold fair housing laws and strengthen REALTORS® commitment to offering equal professional service to all.

Associations have used this grant to provide CE courses on fair housing.

Housing Opportunity Grant

Housing Opportunity Grants support state and local REALTOR® Association activities that create or improve systems, programs, and policies that expand access to housing that is affordable. The goal of the program is to position REALTORS® as leaders in improving their communities by creating affordable housing opportunities.

One way associations have used this grant is by hosting housing fairs where members of the community learn about homebuyer assistance programs, the loan process, and the benefits of using a REALTOR®.

Phone-A-Friend for RPAC 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.

Placemaking Grant

Placemaking Grants fund state and local REALTOR® association projects that create new outdoor public spaces and destinations in a community on unused or underused sites. The goal of the program is to enable REALTORS® to strengthen ties with their community, to develop relationships with public officials, and to spur economic growth and development through the creation of new public gathering places.

Associations have used this grant to revamp bus stops and build dog parks.

RPAC Fundraising Grant

The RPAC Fundraising Grant assists state and local associations in hosting fundraising events and activities designed to increase RPAC fundraising receipts and RPAC participation.

Associations use this grant to host various fundraising events such as auctions and golf tournaments.

Rural Outreach Grant

Rural Outreach Grants support state and local REALTOR® association initiatives, including trainings, forums, events, studies, and ordinance drafting, on a wide range of rural issues.

Associations have used this grant to develop a training course for REALTORS® on issues such as broadband access or natural disaster prevention plans to distribute to homebuyers.

Smart Growth Grant

Smart Growth Grants support state and local REALTOR® associations' efforts to advance programs, policies and initiatives aligned with one or more of the 10 Smart Growth Principles.

A few ways that associations have used this grant are to conduct studies on how to make their communities more walkable or to cover the cost of hosting an event with experts to address growth issues.

NAR's Major Investor Events Guidelines & 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 realtorparty.realtor. 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 **Payton Scott**, REALTOR® Party Manager (payton.scott@tnrealtors.com) or **Ashley Sugar**, Governmental Affairs Director (ashley.sugar@tnrealtors.com)



Candidate Contributions

Determining Contributions

TENNESSEE RPAC REQUESTS FOR LOCAL CANDIDATE DISBURSEMENTS

Requesting Disbursements

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

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

TENNESSEE RPAC APPROVAL FOR LOCAL CANDIDATE 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.

Timeline

This is a suggested timeline based off the 2024 Election Calendar published by the Tennessee Secretary of State. The dates listed below are not deadlines for requests to be submitted to Tennessee REALTORS®.

May 1-31	Candidate Interview Process for Primary Election Candidates
June 1	Primary Election Requests Submitted to Local Association Leadership
June 5	Primary Election Requests Submitted to Tennessee REALTORS®
July 12-27	Early Voting for Primary Election
August 1	Primary Election
August 2-31	Candidate Interview Process for General Election Candidates
September 1	General Election Requests Submitted to Local Association Leadership
September 15	General Election Requests Submitted to Tennessee REALTORS®
October 16-31	Early Voting for General Election
November 5	General Election

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.

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. 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.

Rules for Contributions

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).

Check Delivery Guidelines

REALTOR® participation in the delivery of RPAC disbursements is essential to the proper function of RPAC. All checks approved by the Disbursement Committee may be delivered to the recipients personally by a REALTOR® member.

The individual serving as the Tennessee Political Coordinator ("TNPC") for the recipient will have the first option to deliver the check. The Trustee assigned to the jurisdiction of the recipient of the check is encouraged to join the TNPC if able. If the TNPC is unable or unwilling to deliver, the Trustee assigned to the jurisdiction will be the second option to deliver the check. The TNPC and the Trustee are encouraged to coordinate with their local association for delivery if able.

Checks may be delivered by RPAC Trustees, Local Association Officers, Local Association

Governmental Affairs Directors, Tennessee REALTORS® staff, members of the Tennessee REALTORS® Executive Committee and/or Tennessee REALTORS® lobbyists so long as the individual has attended a Disbursement Delivery training program within the previous two years. All disbursement checks should be delivered within twenty-one (21) days of issuance. Within five (5) days of delivery, the Tennessee REALTORS® Governmental Affairs Director shall be notified that the check was delivered and by whom it was delivered. If for any reason a disbursement check cannot be delivered within twenty-one (21) day time frame, the Tennessee REALTORS® Governmental Affairs Director shall be notified immediately and the check shall be returned to the Tennessee REALTORS® Governmental Affairs Director.

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	Contribution 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 Local Offices	\$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)*

2023 Legislative Highlights

On Friday April 21st, 2023, the first legislative session of the 113th General Assembly adjourned, marking the culmination of a highly eventful session with several noteworthy pieces of legislation. In addition to passing a \$56.2 billion budget, the legislature passed the following items of interest:

SUCCESSFUL LEGISLATION OF INTEREST TO TENNESSEE REALTORS®

Prohibiting State Property Tax

HJR81, by Darby, passed the House 81-11. It will be considered by the Senate next session. Proposed constitutional amendments must pass one general assembly with a majority vote, then the proposed amendment must pass the next general assembly with a 2/3 vote. Following that process, the proposed amendment will appear on ball during a statewide election.

Tennessee Information Protection Act (“TIPA”)

SB73/HB1181, by Watson/Garrett, requires companies that make \$25 million in annual revenue and that process data of 175,000 or more state residents to obtain consent for the processing of sensitive personal data and allow consumers to opt out of data sales, targeted advertising, and significant profiling decisions. Under TIPA, the Attorney General shall give a business a 30-day cure period to cure any alleged violation of the act and the Attorney General can recover \$7,500 in civil penalties for each violation of the law. The bill has an effective date of July 1, 2025.

Foreign Ownership of Real Property

SB122/HB40, by Nicely/Reedy, prohibits sanctioned nonresidential aliens, sanctioned foreign businesses, sanctioned foreign governments, or their agents, trustees, or fiduciaries, from acquiring real property in Tennessee if their respective country is on the office of foreign assets control of the U.S. Department of the Treasury sanctions programs and country information list.

Requires all of the prohibited parties to divest all rights, titles, and interests in property acquired by devise or descent within two years Requires any sanctioned nonresident alien, sanctioned foreign business, sanctioned foreign government, or their agent, trustee, or fiduciary, to register their property with the Secretary of State (SOS) within 60 days after July 1, 2023 or within 60 days after acquiring the real property or the interest in real property. No liability is imposed on anyone licensed under the Tennessee Real Estate Broker License Act of 1973, compiled in *Title 62, Chapter 13*.

Real Property Records Integrity Act

SB368/HB1182, by Nicely/Garrett, contracts for services to sell residential real estate consisting of 1-4 dwelling units shall not be recorded and will be found void and unenforceable if the agreement runs with the land or is binding on future owners of interests in the real property OR allows for assignment of the right to provide services without notice to and the consent of the owner OR purports to create a lien, encumbrance, or other real property security interest. Any person who records such an agreement is liable to an affected party for \$10,000.00 in statutory damages.

Eviction of Senior Tenants

SB717/HB988, by Oliver/Beck, as amended, only applies to housing for seniors 55 and older that receive federal funding and are being sold for new property development. Those facilities will now be required to provide 60 days' notice for termination of tenancy if the tenant is not in arrears on rent payments. This legislation took effect on July 1, 2023.

Rural Brownfield Investment Act

SB271/HB319, by Johnson/Lamberth, Governor Lee included \$5.3 million for remediation efforts for 175 known brownfield sites, including the creation of a new state-administered grant and technical support program for remediation and economic development of existing brownfields. The Act took effect on July 1, 2023.

BILLS THAT WERE NOT SUCCESSFUL THAT TENNESSEE REALTORS® OPPOSED

Impact Fees

SB820/HB1206, by Hensley/Cepicky, as amended, would have allowed cities and counties to pass a private act in order to hold a referendum prior to December 2023 to enact impact fees.

Transfer Tax

SB1184/HB116, by Swann/Russell, would have allowed for a \$2,500 fee for the transfer of real property located within Tellico Village in Loudon County.

Fuel Gas Detector Act

SB1188/HB171, by Lamar/Chism, required the installation and maintenance of fuel gas detectors in rooms containing appliance fueled by propane, natural gas, or any liquefied petroleum gas for multi-family occupancy buildings and single-family residential properties that are under a lease agreement.

Landlord Registry

SB1256/HB34, by Akbari/Thompson, would have required residential landlords in Shelby County to register with the County and pay a \$10 registration fee.

Notice Requirements for Surveyors

SB1296/HB52, by Bailey/Hale, would have expanded the notice requirement for land surveyors conducting boundary surveys by requiring them to notify all adjoining landowners of the survey rather than just when the surveyor discovers or reasonably should have discovered discrepancies between the deed descriptions of the adjoining owners.

OTHER ITEMS OF INTEREST

Unsolicited Offers on Real Property

SB234/HB528, by Oliver/Thompson, as amended, states a person shall contact a property owner more than 1 time in a calendar year in connection with an unsolicited request to buy the owner's real property, however, this provision does not apply to individuals licensed as real estate agents. This legislation passed the Senate but was deferred in the House until 2024.

Advocacy Programs

PURPOSE

To establish linkages and ongoing relationships with all aspects of the political and governmental processes in Tennessee and to assure a communication network between all levels of government, candidates for public office, various officials and governmental officers and bodies, the local Associations of REALTORS® in Tennessee and the Tennessee REALTORS®.

WHO IS THE GA COMMITTEE?

The GA Committee is composed of eighteen members who serve two-year staggered terms plus a Chair and a Vice Chair who serve a one-year term, and an Executive Committee Liaison member. The immediate past Chair shall also receive a continued one-year term.

LEGISLATIVE RECOMMENDATIONS TO GA COMMITTEE

Local associations have the option of submitting legislative recommendations for the consideration of the GA Committee. These recommendations influence what legislation Tennessee REALTORS® will support or oppose in the coming year.

Recommendations can be submitted to the Tennessee REALTORS® Governmental Affairs Director between late summer and fall of each year. The submission window for the 2024 legislative session has closed. Recommendations for the 2025 legislative session will open in summer 2024.



Are you interested in running for political office one day? Then the Candidate Training Academy is for you! This one-day event is geared towards those interested in running for office at any level: local, state, or federal. Legislators, lobbyists, and campaign strategists provide attendees with information on fundraising, voter contact, and much more.

TENNESSEE POLITICAL COORDINATOR (TNPC) PROGRAM

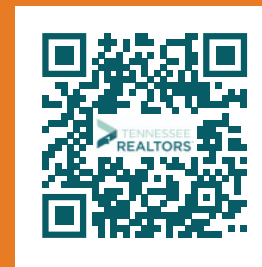
TENNESSEE POLITICAL COORDINATORS (TNPCS) play a key role in making sure our state legislators are informed on issues that matter to Tennessee REALTORS®. Through fostering a great relationship with legislators, TNPCs spearhead communication, ensuring that legislators understand issues and concerns regarding the real estate industry.



KEY RESPONSIBILITIES OF A TENNESSEE POLITICAL COORDINATOR

- Serve a two-year term
- Advocate on behalf of Tennessee REALTORS®, setting aside all personal views and opinions and working toward the success of the REALTORS® agenda.
- Build, grow, and maintain great relationship(s) with assigned legislator(s).
- Contact assigned legislator(s) and complete a field report at least once per quarter. This is a total of four times a year.
- Respond to all Calls for Action, and encourage others to respond as well.
- Lead the meeting with your legislator(s) and attend the annual Tennessee REALTOR® Day on the Hill.
- Participate in and complete all required training.

To learn more about this program, please visit our website.



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

- 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

Resources

Mobile Alerts, CFA, IE & IM

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.

What is an example of how Issues Mobilization has been used?

The Lakeway Area Association of REALTORS® utilized this program to fight against a proposed moratorium on development of subdivisions over four lots. LAAR used the grant to create a public-facing website and digital advertising to encourage voters to contact County Commissioners. The moratorium was ultimately defeated by one vote thanks to the Issues Mobilization program and the work of the LAAR members.

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: rpac@nar.realtor

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: rpac@nar.realtor

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: rpac@nar.realtor

RPAC 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: Kristen Ott / kristen.ott@aristotle.com

NAR Contacts & Resources

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: rpac@nar.realtor

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: rpac@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: rpac@nar.realtor

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: Kristen Ott / kristen.ott@aristotle.com

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.

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.

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 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

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: Jami Sims at jsims@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: Jami Sims at jsims@nar.realtor

Glossary of Acronyms & 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 them)

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. The program provides each state with funds that can be used to support candidates for political office who support REALTORS® and the real estate industry.

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

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

MI – A centralized membership clearinghouse

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

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

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

Tennessee Matters

Stay up-to-date on all things advocacy!
Sign up for Tennessee Matters, our
monthly Governmental Affairs newsletter.



September 2023 • Issue 21 • Sher Powers, 2023 President • Angela Shields, CEO

Government Affairs Corner

National Update

NAR Urges Immediate Extension of National Flood Insurance Program

On September 8, 2023, NAR spearheaded a coalition letter to congressional leaders urging an immediate extension of the National Flood Insurance Program (NFIP) before its September 30 expiration.

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



PASSED ON FIRST CONSIDERATION

Introduced - No objection, bill is passed



PASSED ON SECOND CONSIDERATION

On second day - bill is introduced, read and passed
Bill is then referred by the Speaker to appropriate committee



REFERRED TO COMMITTEE

Bill remains in committee unless:

- A. Bill sponsor goes before committee to explain bill for recommendation of passage upon majority vote of committee
- B. If after seven days of no action, bill may be recalled from committee by majority of members in House or Senate (chamber of initial introduction)
- C. If no objection bill is placed on committee consent calendar and recommended for passage
- D. Bill sponsor does not appear as scheduled 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-schedule, the bill will be sent back to the Clerk for withdrawal from the Senate

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

Bills not recommended for passage by committee do not go forward



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



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



BILL IS ENGROSSED

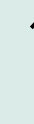
Engrossed is being reproduced with all amendments added

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



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

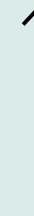
After General Assembly, bill is sent to the Office of Secretary of State

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



INCORPORATED INTO THE CODE

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



SENT TO SECRETARY OF STATE AND ASSIGNED PUBLIC CHAPTER NUMBER

All bills passed into law are assigned a public chapter number



Elected Officials

U.S. House Members



DISTRICT 1

Rep. Diana Harshbarger



DISTRICT 2

Rep. Tim Burchett



DISTRICT 3

Rep. Chuck Fleischmann



DISTRICT 4

Rep. Scott Desjarlais



DISTRICT 5

Rep. Andy Ogles



DISTRICT 6

Rep. John Rose



DISTRICT 7

Rep. Mark Green



DISTRICT 8

Rep. David Kustoff



DISTRICT 9

Rep. Steve Cohen

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



U.S. Senators



Sen. Marsha Blackburn



Sen. Bill Hagerty

Key Tennessee State Committees*

TN State Senate

COMMERCE AND LABOR

GOVERNMENT OPERATIONS

STATE AND LOCAL GOVERNMENT

TN State House

COMMERCE

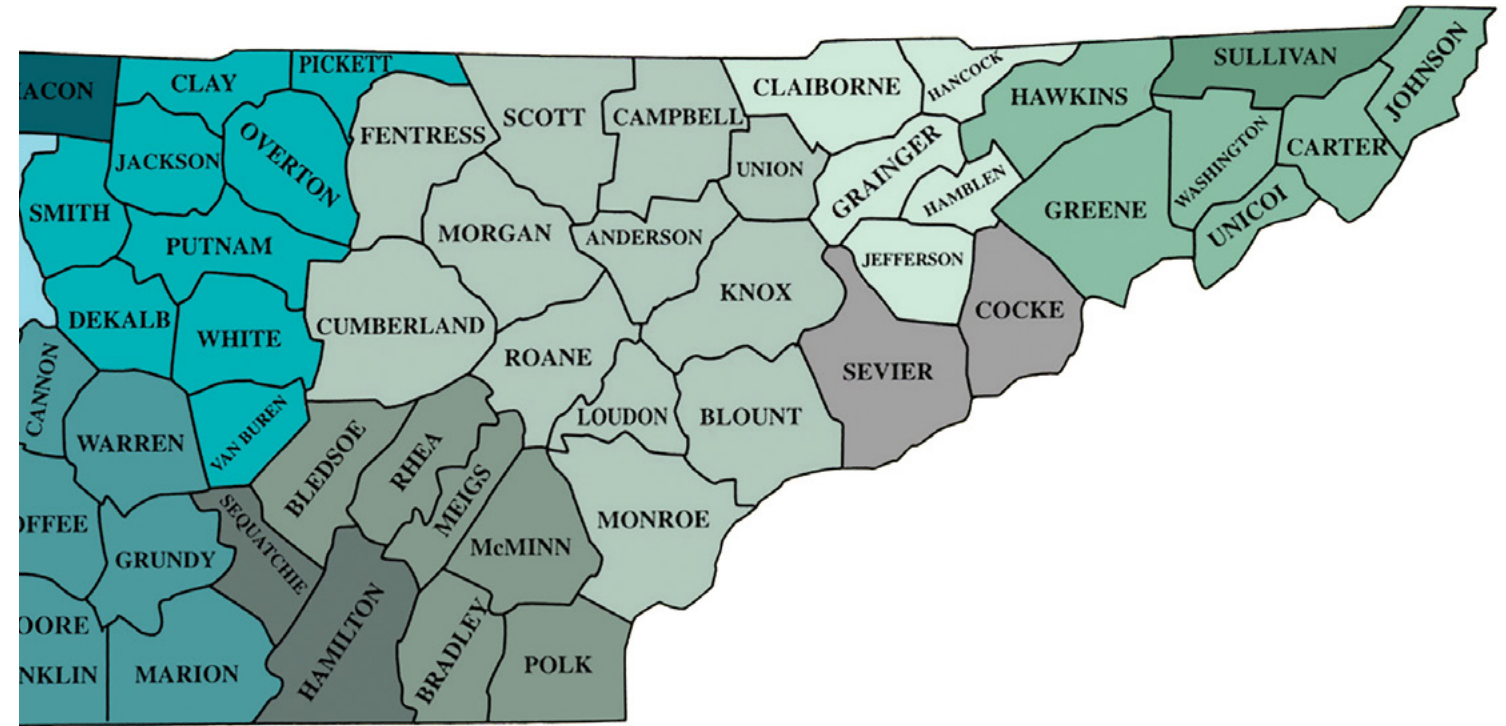
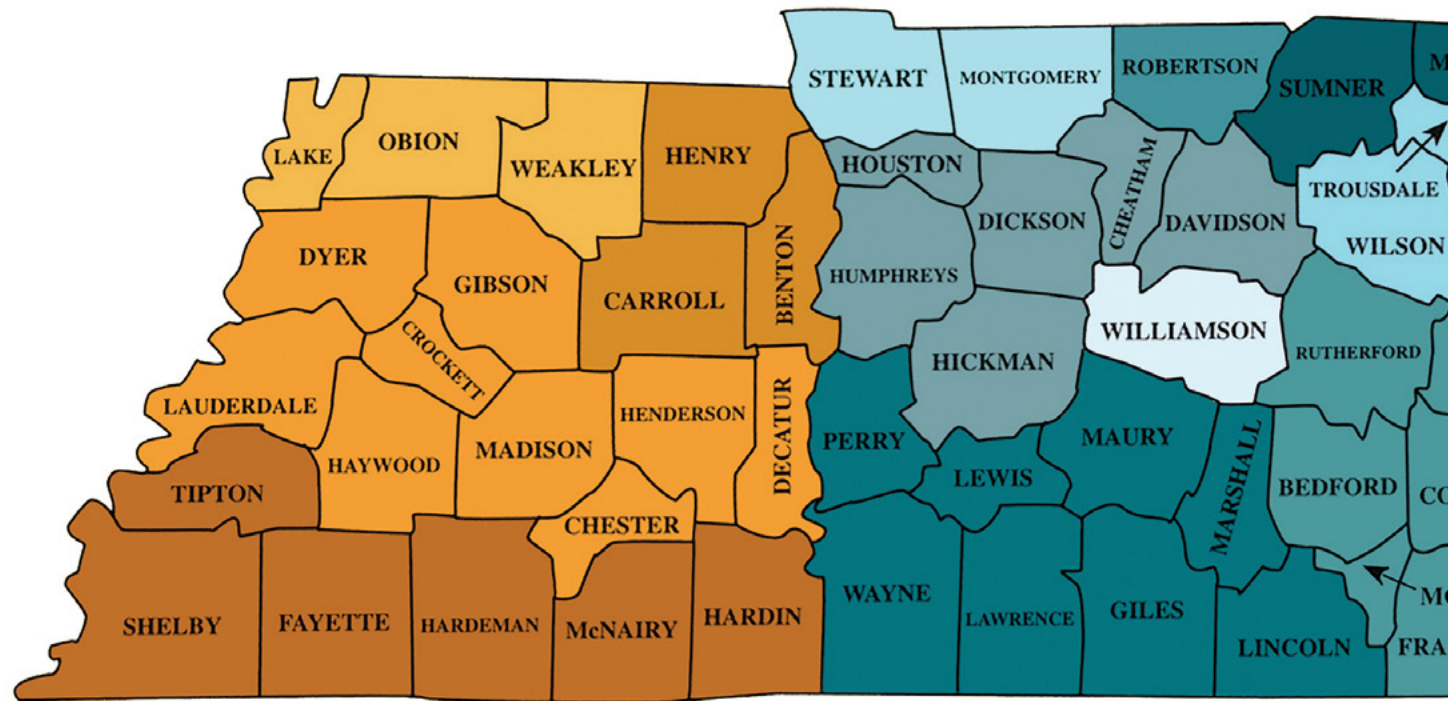
GOVERNMENT OPERATIONS

LOCAL GOVERNMENT

STATE GOVERNMENT

* 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.

Local Associations



Western Division

Middle Division

Middle Division

Eastern Division

- Reelfoot Regional
- Memphis Area
- Central West Tennessee
- Tennessee Valley

- Greater Nashville
- Clarksville
- Robertson County
- Southern Middle Tennessee
- Williamson County

- Middle Tennessee
- Sumner
- Eastern Middle Tennessee
- Upper Cumberland

- Lakeway Area
- Northeast Tennessee
- Bristol TN-VA
- Great Smoky Mountains
- East Tennessee
- Greater Chattanooga
- River Counties

Tennessee REALTORS® Staff



Angela Shields
Chief Executive
Officer



Missy Bur
Administrative
Assistant



John Crawford
Production & Technology
Director



Frances Grote
Meetings, Events,
& Business Development
Manager



Cindy Yeh
Communications Coordinator/
Graphic Designer



Michael Hagans
Finance Director



Andrea Huddleston
Professional Standards
Director



Caden McCormick
Executive Assistant



Kristen Mosley
Executive & Professional
Services Director



Payton Scott
REALTOR® Party Manager



**Jonathan Stillman
Jr.**
Web Developer



Ashley Sugar
Governmental Affairs
Director



Sally Whitson
Communications
Director

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 2024 state RPAC-A-THON will be on **September 12**, hosted by Tennessee REALTORS® in Nashville, with live video feeds to local associations throughout Tennessee.

WHY IS IT IMPORTANT?

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

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

HOW WILL IT WORK?

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

HOW DO I LEARN MORE?

Stay tuned for communications from Tennessee REALTORS® leading up to RPAC-A-THON. If you have specific questions, please contact **Payton Scott**, REALTOR® Party Manager (payton.scott@tnrealtors.com).



901 19th Ave S., Nashville, TN 37212 | (615) 321-1477 | tnrealtors.com