

AEI INSTITUTE

MARCH 17-20, 2023 | SEATTLE, WA



#NARAEI2023



nar.realtor/AEI



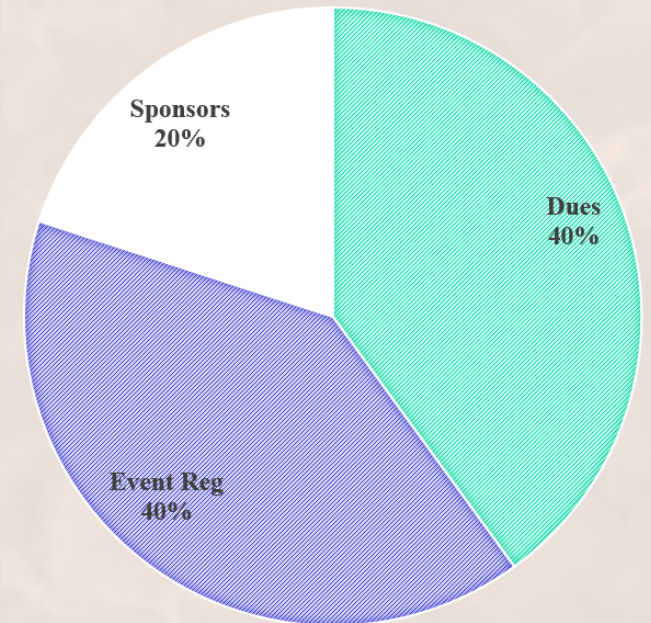
NATIONAL
ASSOCIATION OF
REALTORS®

Innovative & Sustainable Revenue Opportunities

Bob Harris, CAE

Finance Principles

1. **It's the Members' Money** – Avoid extravagance.
2. **Financial Reports at EVERY Board Meeting** – “Motion to accept.”
3. **Know the Ratios** – 50% dues? New slices of the pie?
4. **Diversify Revenue** – Use a pie chart to demonstrate.
5. **Cost Savings** – Be frugal – outsource, technology, policies.



Finance Principles

- 6. What is the #1 Challenge?** Find solutions for members to generate \$.
- 7. Build Reserves** – 50 to 100% - avoid the “myth.”
- 8. Audit** – Answer the IRS question about audit policy.
- 9. Avoid Risks** – Fines and legal fees are costly.
- 10. Consider Subsidiaries** – Increased revenue, cash flow.

Innovation Starts with the Board



Members....

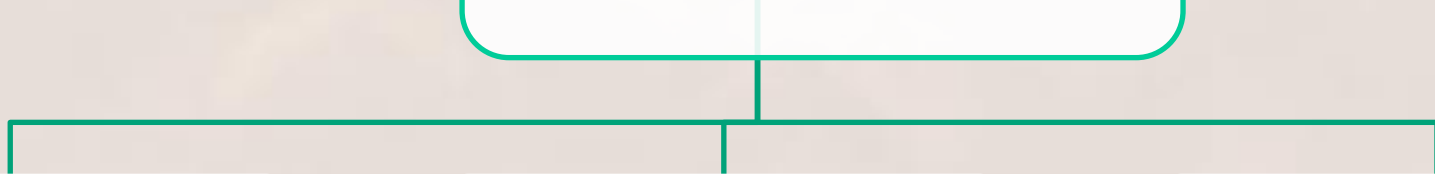
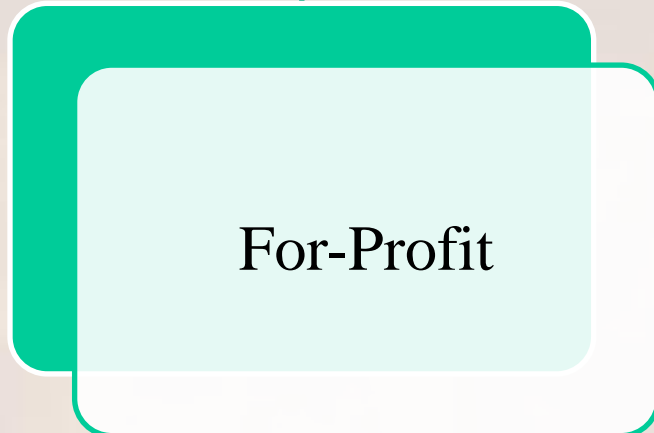
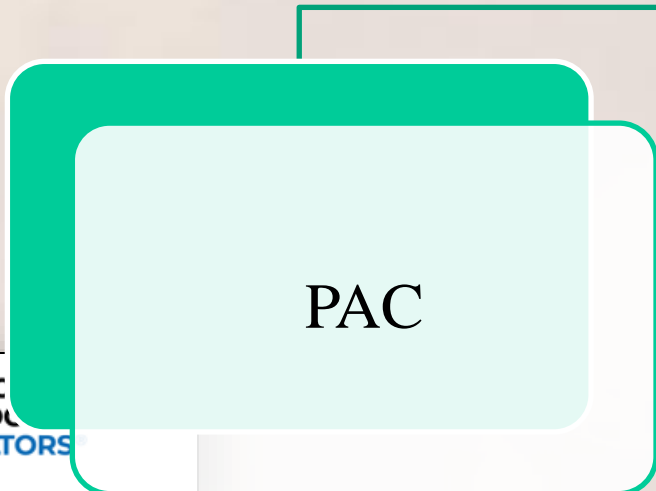
What keeps you up at night?

(Can we develop a solution?)

Subsidiary Structure

**Rely on legal and
accounting counsel.**

* Some for-profit associations.



What's the #1 Challenge?



Cart + Coupon Services

SHOPPING CART SERVICES, COUPON REDEMPTION AND LOGISTICS SUPPORT

Through a partnership with CGA, Retail Marketing Services (RMS) offers shopping cart retrieval, shopping cart maintenance and coupon redemption services to the Association's members.

CORE OFFERINGS

SHOPPING CART RETRIEVAL

CarTrac is the industry leader in shopping cart retrieval, helping RMS customers reduce loss expenses and retrieval aggravation.

CART MAINTENANCE

CartFix helps customers reduce cart replacement and overall maintenance costs. This service will lower the costs of new cart acquisition and extend the life of carts.

COUPON REDEMPTION

CRC allows for retailers to avoid costly chargebacks and denials from manufacturers. Enjoy personalized service and training for employees to help reduce counterfeit coupon losses.

Learn more about how RMS can help you lower cart costs, reduce loss and avoid costly coupon chargebacks.



from **\$49**
Chicago River Boat
Architecture Tour



HOW DO I ENFORCE CHILD SUPPORT?

Enforce Child Support from an Ex-Spouse

The Clerk's Office can provide you with some assistance in enforcing the court-ordered child support obligation. If a payment becomes due and is unpaid for 15 days, the Clerk's Office can send a Notice of Delinquency. If the delinquency plus fees are not paid within 20 days, a judgment is entered against the respondent. The judgment becomes a lien against any real property owned by the respondent. Assistance can also be given to obtain an Income Deduction Order. This court order requires an employer to deduct a specified amount from the obligated parent's payroll.

Child Support.



How can I ensure that I get support payments on time?

At the request of the custodial parent, the Clerk of the Court may suspend a non-custodial parent's Florida Driver's License when child support payments

become delinquent.



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Safety Group](#)

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BESTPASS

Bestpass, Inc. is a wholly owned subsidiary of the NYSMTA. Bestpass was originally formed to provide over and above what was offered by the New York State Thruway Authority. Bestpass has expanded its savings program offering participating carriers:

Bestpass simplifies toll management for fleets of any size. We partner with over 20,000 fleets and drivers to provide hassle-free toll management, which includes:

- 100% major toll road coverage
- Customized toll solution
- Online reporting and advanced analytics



Golden Handcuff – ROI/Value



- Certification or Accreditation
- Business Intelligence Reports
- Successful* Advocacy & Relationships
- Insurance Savings
- Savings
- IP

NC HOSPITALITY WORKERS -RELIEF FUND-

The NC Hospitality Workers Relief Fund is managed through the NCRLA Foundation, a 501(c)(3) that has provided financial assistance to hospitality employees and students for more than a decade. In order to support the workers in the industry, the NC Restaurant & Lodging Association (NCRLA) Foundation has created the NC Hospitality Workers Relief Fund to administer relief for extraordinary hardship and adversity including but not limited to: lack of access to housing institutions or structures, major health conditions and cost of extraordinary health care, and general decline in the standard of living due to unemployment, underemployment, or other lack of economic opportunities.

\$1,341,426.00

Awarded to Date

2,788

Grants Endowed

Who We Help



hotels restaurants food trucks bars + breweries catering

What We Help With



natural disaster bereavement illness + disease displacement

Impact for your Foundation?

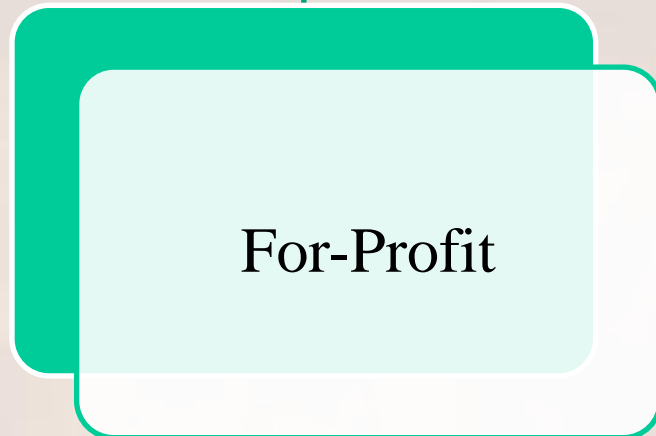
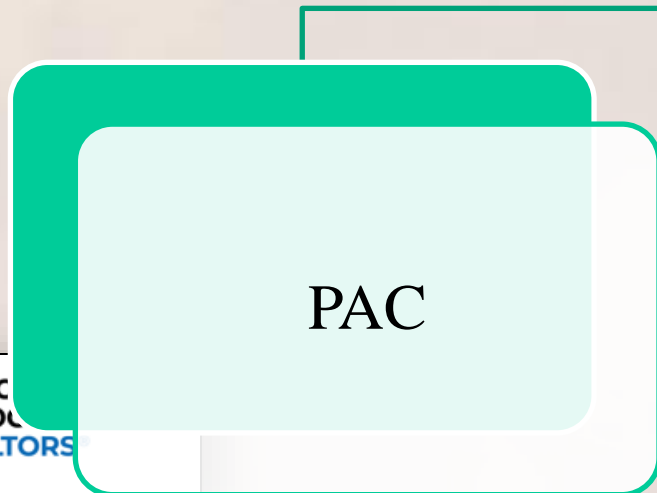
Can you expand the
mission?

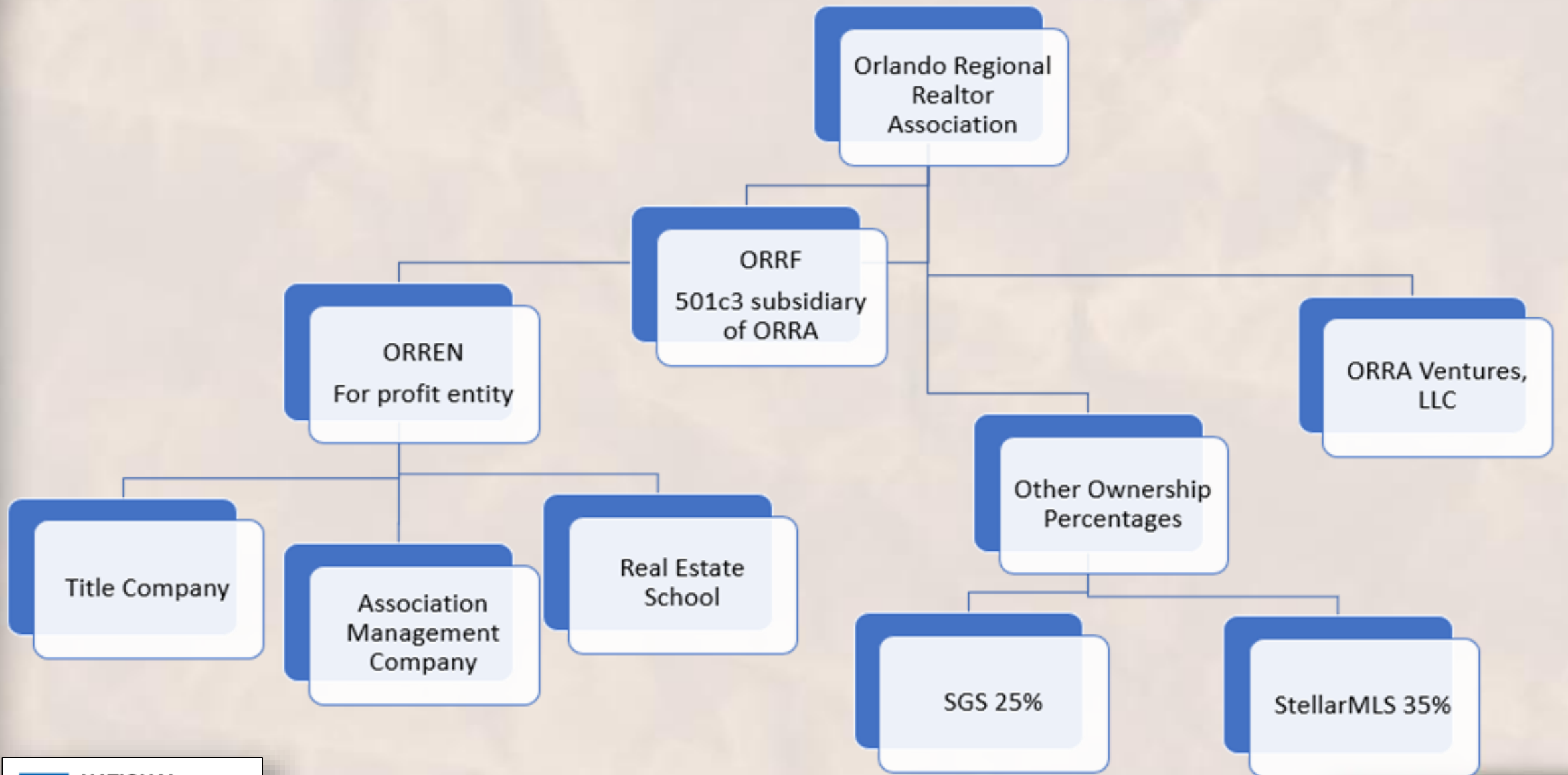
Does foundation have
a strategic plan?

Subsidiary Structure

**Rely on legal and
accounting counsel.**

* Some for-profit associations.





**FAILURE
IS
NOT
AN
OPTION**



What about Bob



- Tallahassee
- CAE – ASAE
- US Chamber
- **Ukraine**, Belarus, Lebanon.
Cambodia, Myanmar, Abu Dhabi
Azerbaijan, etc.
- bob@rchcae.com

