

AEI INSTITUTE

MARCH 17-20, 2023 | SEATTLE, WA



#NARAEI2023



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**NATIONAL
ASSOCIATION OF
REALTORS®**

Small Association Rock Stars Be One Too

March 19, 2023

Elwah, Level 5



Moderator

SARAH RAYNE

RCE, CAE, AHWD, ePRO®, C2EX

Howard County Association of REALTORS®, Maryland





Panelist

KIM COX

GRI, C2EX, ePRO®

Ozark Gateway Association of REALTORS®, Missouri



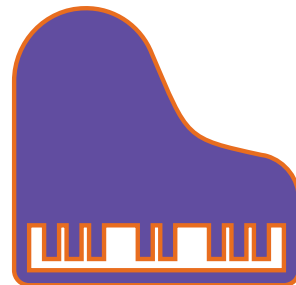


Panelist

JIM HAISLER

RCE, AHWD, BPOR, C2EX, CIPS,
ePRO®, MRE, PSA

Heartland REALTOR® Organization, Illinois





Panelist

DENSAY SENGSOULAVONG

RCE

Southern Adirondack REALTORS®, New York





Ozark Gateway Association of REALTORS®

- Using NAR Grants
- Local Political Coordinators



Heartland REALTOR® Organization

- Measuring up to Larger Boards
- Safety Initiatives





Southern Adirondack REALTORS®

- Shared Services Agreements
- Local collaboration



While you're working hard, we are working for you

Dear HCAR Member,

Over the past few years, our industry (and our world) has experienced historic change that none of us anticipated. We know you are out there on the front lines, searching for inventory, navigating dozens of offers on a single property, navigating COVID and its aftermath, supporting your family, and giving back to your community, amongst others. Through it all, **HCAR and the REALTORS® Political Action Committee (RPAC) have continued to work hard for you.**

Whether it's lobbying in Congress, collaborating with the Governor, or testifying before the County Council, **RPAC is and has always been your voice.** We have fought proposals that would harm homebuyers and provided resources to assist your business. We have shown our elected officials that real estate is the pulse of the American economy and it is REALTORS® who make the American dream come true for millions of buyers and sellers every year.

We do not know what the future holds for our industry, but with **HCAR and RPAC on your side, we will continue to thrive.**

Your voice in real estate,
HCAR and RPAC

Name
Address
City, State 00000

Howard County Association of REALTORS®

RPAC: Working for You Now & Always, Locally

- During the 2022 Legislative Session of the Maryland General Assembly, **we reviewed in depth over 500 pieces of state legislation.**
- So far this year, we've reviewed 149 pieces of Howard County legislation, and **we've submitted testimony on three of those bills.**
- In preparation for this year's elections, your state and local associations have screened candidates for public office and have **identified those who will work with our industry to prevent government overreach.**
- This Fall, we will host a candidate forum for the Howard County Executive race at Howard Community College, so you have the **information you need to make an informed decision at the polls in November.**



The mission of the Howard County Association of REALTORS® is to advance Howard County's real estate industry by shaping public policy on real property issues, and encouraging, promoting, and teaching consistent standards for ethical practice and professionalism to our REALTOR® members.

The Voice for Real Estate
in Howard County







www.hcar.org





REALTORS® ARE BUSY

HCAR knows how busy you are. Between building your business, working a second job, taking care of your family and kids, and volunteering in your community, you don't have time to:

-  Attend state bill hearings for six hours per day, every weekday, from January through March during the Legislative Session of the Maryland General Assembly
-  Review 2,700+ pieces of state legislation per year, plus prepare and deliver testimony on bills that will impact real estate
-  Attend five hours per week of Maryland REALTORS® Legislative Committee meetings during Session
-  Review 200+ pieces of Howard County legislation per year, plus prepare and deliver testimony for the bills that will impact real estate
-  Attend 35 hours of Howard County Council and Howard County Board of Education meetings per month
-  Review 8,000+ bills introduced in the U.S. Congress each year

Howard County Association of REALTORS®

Invest in RPAC on your dues statement!

RPAC does what you don't have time for – keeping an eye on local, state, and national legislation to protect you and your clients from government overreach. We do the legwork, so you can do the important work of making the American Dream come true for your clients.

RPAC is there to support you, but we also need your support. Your investment in RPAC funds REALTOR® advocacy to aid your clients and protect your bottom line.

There will be a voluntary \$35 RPAC investment on your 2023 membership dues statement. **Help us help you** by making that investment in the future of our industry.

Name
Address
City, State 00000

CONTRIBUTIONS TO RPAC ARE NOT DEDUCTIBLE AS CHARITABLE CONTRIBUTIONS FOR FEDERAL INCOME TAX PURPOSES. Contributions to RPAC are voluntary and are used for political purposes. You may refuse to contribute without affecting your membership rights. 70% of each contribution is used by Maryland RPAC to support state and local candidates. 30% is sent to National RPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116.

This solicitation is intended for HCAR members only. Nothing herein shall be construed as solicitation of contributions from non-members. Personal contributions made by check must be on a personal check, not on a corporate check. Contributions made on a corporate check will be treated as a corporate contribution as permitted under the Maryland Campaign Finance Law.

*For contributions made by credit card: You acknowledge that all credit card contributions are subject to the usual requirements of law applicable to RPAC contributions. The charge applied to the account as a result of the contribution must be paid with the personal funds of the individual(s) by whom the contribution is made.

Authority: Chris Jett, Treasurer

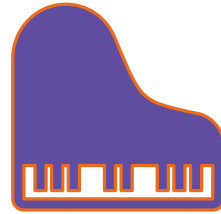
CONTACT INFO



Sarah Rayne

sarah@hcar.org

Howard County Association of REALTORS®



Jim Haisler

jh@heartlandro.com

Heartland REALTOR® Organization



Kim Cox

kim@theogar.com

Ozark Gateway Association of REALTORS®



Densay Sengsoulavong

densay@southernadkrealtors.org

Southern Adirondack REALTORS®

THANK YOU.



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THAT'S WHO WE 

 **NATIONAL
ASSOCIATION OF
REALTORS®**