




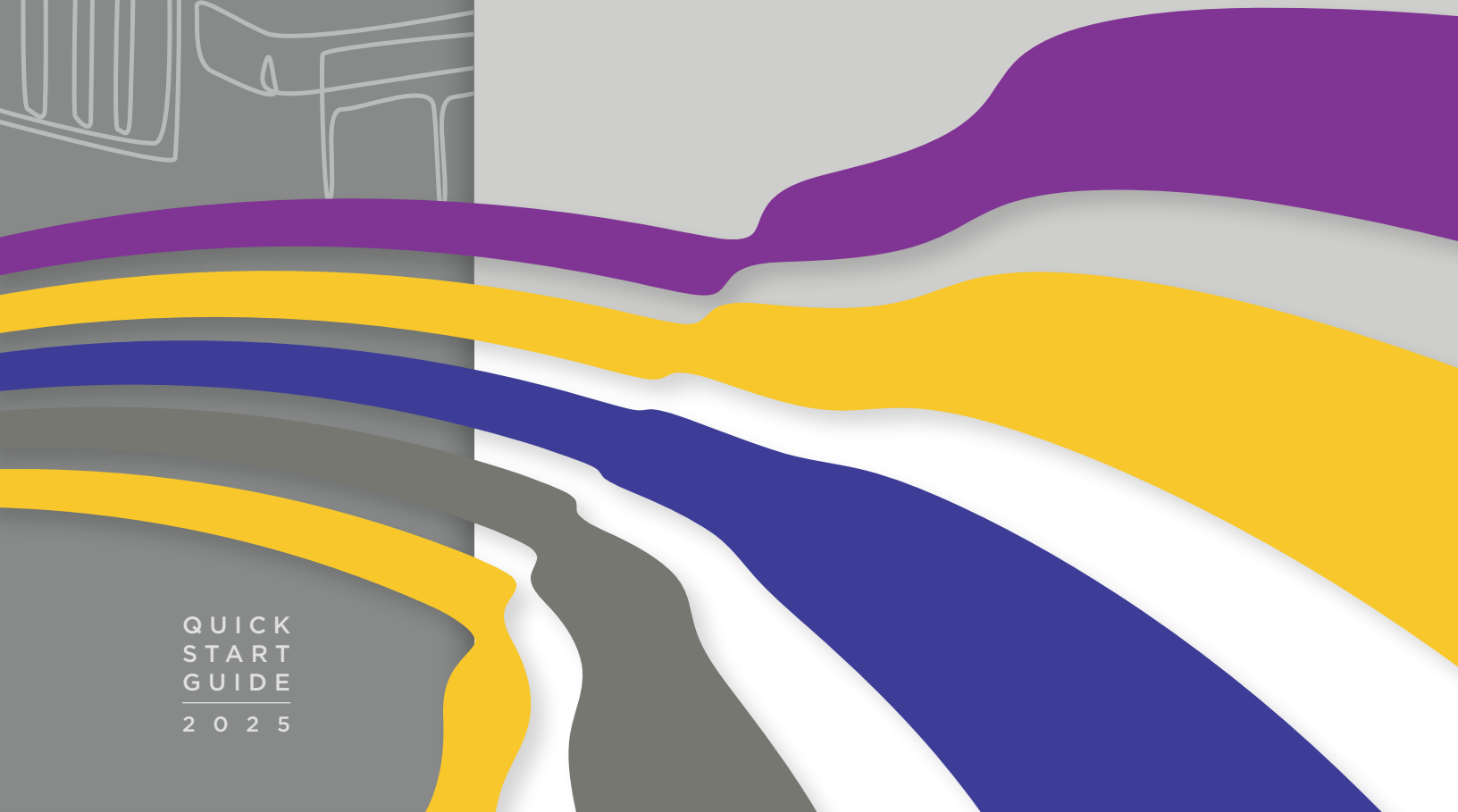
**REALTOR<sup>®</sup>**   
**ACTION FUND**  
CALIFORNIA ASSOCIATION of REALTORS<sup>®</sup>

**QUICK  
START  
GUIDE  
2025**

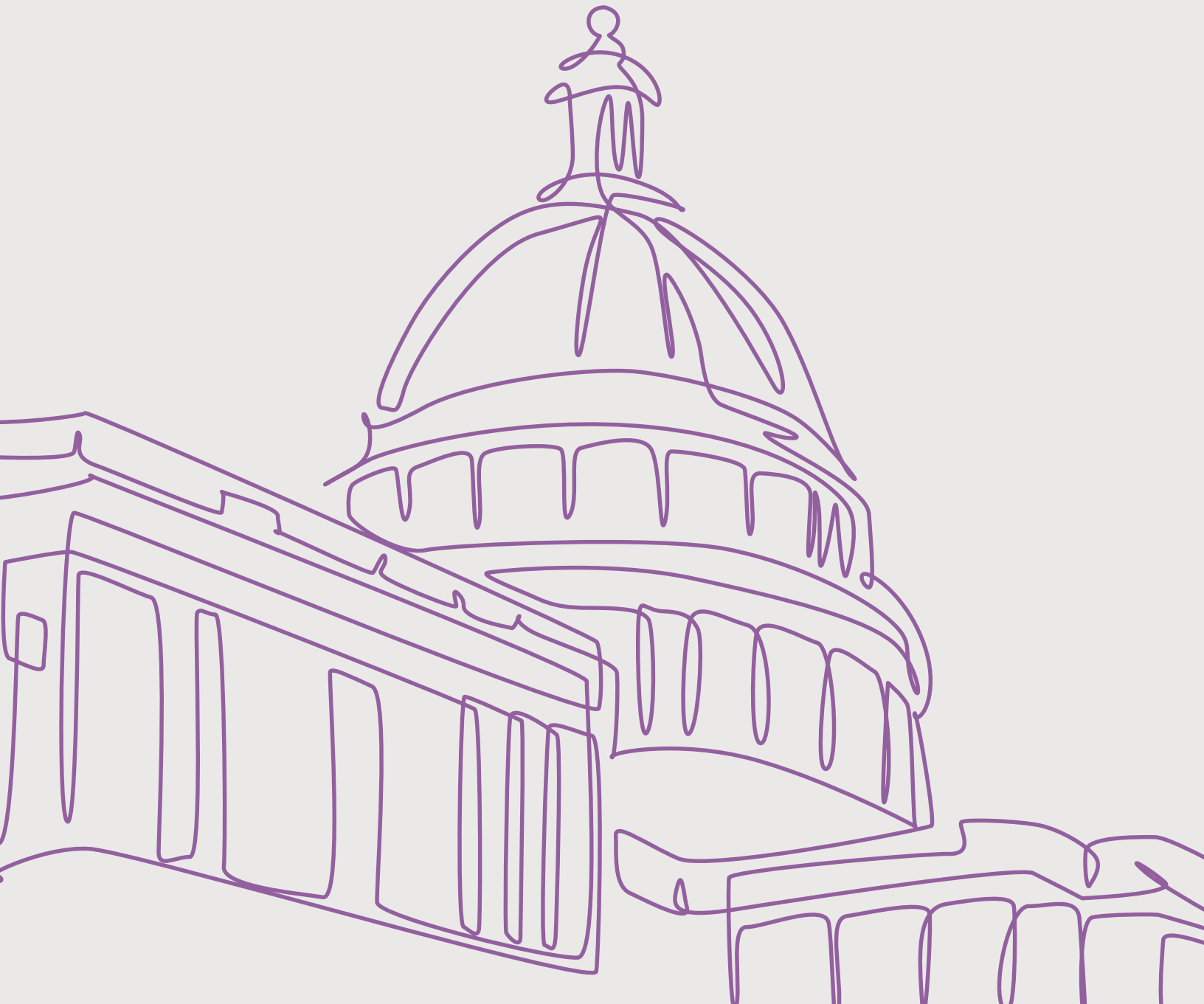
QUICK  
START  
GUIDE  

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2025



THE POWER OF 200,000 CALIFORNIA REALTORS® IN THE  
POLITICAL PROCESS COMES FROM THE STRENGTH OF THE  
REALTOR® ACTION FUND





**REALTOR<sup>®</sup>**   
**ACTION FUND**  
 CALIFORNIA ASSOCIATION of REALTORS<sup>®</sup>

**QUICK START GUIDE 2025**

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CALIFORNIA  
 ASSOCIATION  
 OF REALTORS<sup>®</sup>

FOR RAF HELP OR ADVICE, CONTACT

**LISA EDWARDS**

**FUNDRAISING COORDINATOR**

**916-492-5211**

**LISAE@CAR.ORG**

**raf.car.org**

# RAF & RPAC INVESTMENT LEVELS



## RAF Investment Levels

### INTRODUCTORY LEVEL

Annual RAF Investment..... \$ 25

### PARTICIPATION CLUB

Annual RAF Investment..... \$ 49

### COST OF DOING BUSINESS

Annual RAF Investment..... \$ 148

- RAF lapel pin given annually
- RAF widget for website and signature use

### CAPITOL CLUB *formerly California Silver Bear*

Annual RAF Investment..... \$449

- Capitol Club lapel pin
- Invitation to C.A.R. Capitol Reception and special events
- RAF widget for website and signature use

### GOLD VIP

Lifetime RAF Investment..... \$ 10,000+

*Members must make an investment within the calendar year to receive these benefits:*

- Gold VIP lapel pin
- Invitation to C.A.R. Capitol Reception, welcome gift, and access to VIP Bar
- Invitation to C.A.R. special events
- Priority seating at Legislative Day and REImagine! Conference
- Recognition in *California Real Estate* magazine
- RAF widget for website and signature use

## RPAC Major Investor Levels

### STERLING R

Initial Sterling R..... \$ 1,000

*To sustain or renew: \$1,000 • To sustain pre-2012 Chartered Sterling R: \$449*

- Sterling R lapel pin given annually
- Invitation to special functions at NAR meetings
- Invitation to C.A.R. Capitol Reception and special events
- Major Investor custom item

### CRYSTAL R

Initial Crystal R..... \$ 2,500

*To sustain or renew: \$1,500*

- Crystal R lapel pin given annually
- Invitation to special functions at NAR meetings
- Invitation to C.A.R. Capitol Reception and special events
- Major Investor custom item

# RPAC MAJOR INVESTOR LEVELS



## RPAC Major Investor Levels *continued*

### GOLDEN R

Initial Golden R..... \$ 5,000

*To sustain or renew: \$2,000 • To sustain pre-2002 Chartered Golden R: \$449*

- Golden R lapel pin given annually
- Invitation to special functions at NAR meetings
- Invitation to C.A.R. Capitol Reception and special events
- Major Investor custom item

### PLATINUM R

Initial Platinum R..... \$10,000

*To sustain or renew: \$5,000*

- Platinum R lapel pin given annually
- Invitation to RPAC's President's Circle Conference
- Invitation to special functions at NAR meetings
- Invitation to C.A.R. Capitol Reception and special events
- Major Investor custom item

### PRESIDENT'S CIRCLE

You must be an RPAC Major Investor to enroll in the President's Circle program

**STERLING R** President's Circle Enrollment..... \$ 1,000  
*• To sustain or renew.....\$1,000*  
 Annual Investment in President's Circle..... \$ 2,000

**CRYSTAL R** President's Circle Enrollment..... \$ 2,000  
*• To sustain or renew.....\$1,000*  
 Annual Investment in President's Circle..... \$ 2,000

**GOLDEN R** President's Circle Enrollment..... \$ 4,000  
*• To sustain or renew.....\$1,000*  
 Annual Investment in President's Circle..... \$ 2,000

**PLATINUM R** President's Circle Enrollment ..... \$10,000  
*• To sustain or renew..... \$5,000*  
 Annual Investment in President's Circle..... \$ 2,000

- RPAC President's Circle lapel pin given annually
- Invitation to RPAC President's Circle Conference

### HALL OF FAME

Lifetime Investment Total ..... \$25,000 / \$50,000 / \$75,000

- Celebratory crystal item
- Invitation to C.A.R. Capitol Reception and VIP Bar
- Invitation to C.A.R. special events
- Name plaque displayed at NAR in D.C.
- Hall of Fame lapel pin
- Custom premium item for inductees

**President's Circle** is an influential group of RPAC Major Investors who invest an additional \$2,000 annually to support federal candidates for Congress and U.S. Senate



A RAF orientation video and materials for new members are available from C.A.R.

RAF is the driving force behind protecting private property rights and REALTORS'® ability to help Californians become homeowners

## So, let me ask you this....

California REALTORS® will want to know about the **REALTOR® ACTION FUND** before they make a financial investment. The following questions and answers provide information on how to respond to some of these inquiries.

### WHAT IS THE REALTOR® ACTION FUND?

RAF is a voluntary organization of REALTORS® and others interested in protecting the rights of property owners in California. The voluntary investments RAF receives support candidates for federal, state, and local office who demonstrate their support for the real estate profession and homeownership.

### WHO CAN INVEST IN RAF?

Only REALTORS® can make an investment in the REALTOR® ACTION FUND. More than 50,000 California REALTORS® have joined RAF to make sure their voices are heard when government decisions are made that will impact their profession and the rights of property owners.

### WHERE DO RAF DOLLARS GO?

Your investment helps elect candidates who support issues that are essential to REALTORS®.

- 30% is used here in California to support local and state candidates, including Mayors, City Councilmembers, County Supervisors, Assemblymembers and State Senators
- 70% of the funds help the REALTOR® Party of California educate and mobilize REALTORS® on local, state and federal issues to assure homeownership remains at forefront in the halls of government

### WHY IS INVESTING IN THE REALTOR® ACTION FUND SO IMPORTANT?

REALTOR® efforts in Sacramento and Washington cannot be effective unless individuals who share REALTORS'® concerns are elected to public office. These candidates can help pass laws that are beneficial to REALTORS® and defeat those that hurt the real estate profession.

### WHICH POLITICAL PARTY DOES RAF SUPPORT?

RAF is not associated with any political party – we are the REALTOR® Party of California. We support candidates who support our industry, independent of party affiliation. The REALTOR® Party of California works with elected officials from both sides of the aisle to find solutions that fit our values.

### WHO DECIDES WHICH CANDIDATES RECEIVE RAF SUPPORT?

RAF is a grassroots-driven organization where decisions to support candidates start at the local level. REALTOR® Local Boards and Associations interview candidates and then make recommendations to C.A.R.'s California Real Estate PAC (CREPAC) Trustees. All decision-makers are REALTOR® volunteers.

RAF plays an important role in electing lawmakers and influencing legislation critical to REALTORS®

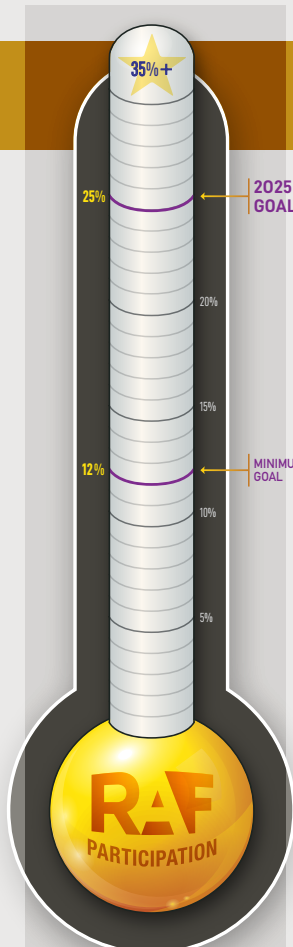
## WHAT LEGISLATION AND POLICIES WERE SUCCESSFUL BECAUSE OF RAF?

Investments in RAF have a proven impact on the outcome of legislation and policies affecting homeownership and real estate professionals, including:

- Preserving dual agency
- Preventing point-of-sale retrofits
- Reducing exposures to lawsuits
- Fighting independent contractor withholding
- Preserving the mortgage interest deduction
- Fighting statewide service taxes
- Advocating for first-time home-buyer funding
- Protecting property rights

## I THOUGHT I ALREADY PAID THIS THROUGH MY YEARLY DUES?

RAF dollars are voluntary investments from members of local, state, and national REALTOR® Associations who understand that organized REALTOR® activity in the campaign process will result in a better business climate for the real estate industry.



## SET YOUR RAF TEAM GOALS



What is your RAF **participation goal?**

What is your **fundraising goal?**

How many **new RAF \$148 investors** do you want to add this year?

How many **Major Investors** would you like to secure?

How will you show your investors **recognition and appreciation?**

What are the top three REALTOR® **issues in your community?**

◀ Get your 2025 RAF-O-Meter poster at [raf.car.org](https://raf.car.org)

**T**here are 100 Local Associations of REALTORS® (AOR) in California. RAF Teams keep members up-to-date on REALTOR® issues and focus grassroots efforts on peer-to-peer RAF fundraising through local AOR activities.

## BUILD YOUR RAF TEAM

### CHOOSE A CHAIR

- Look for someone who can lead a team, recruit the best, knows the issues, ask REALTORS® for money – and get them excited about RAF

### SELECT COMMITTEE MEMBERS

- Select team members who can articulate REALTOR® issues effectively and work well together on planning and executing RAF fundraising events that net an acceptable rate of return
- Team members should be representative of the AOR, including someone from the Board of Directors, the Local Candidate Recommendation Committee and/or major investors
- Consider new agents to solicit other new agents who are often enthusiastic and eager to get involved

## EDUCATE YEAR ROUND

- Send communications about RAF to every REALTOR® member
- Educate new California REALTORS® at their orientation about the importance of protecting their industry
- Promote the REALTOR® Party of California philosophy, which means we support REALTOR® candidates and issues, not political parties
- Give RAF presentations at local meetings about important legislative issues at all three levels of government: federal, state – and especially local
- Mention RAF at Association meetings in every issue of member newsletters
- Have RAF materials available at all Local Association functions

## FUNDRAISE

- Set up a plan to reach a goal of 25% voluntary RAF participation – or higher!
- Start at the top – ask your C.A.R. Directors for 100% participation at the \$148 level – and build from there
- Start off each year with dues billing – and add a Sweepstakes
- Create two or three different types of special in-person events – different events interest different people
- Plan a targeted mail or email program and then follow up with a phone bank

## RECOGNIZE

- ALWAYS thank your investors in a timely manner – showing your appreciation helps maintain member involvement and can result in a higher level of participation
- Congratulate your investors at a Recognition/Commemorative Award event, with personal emails, and acknowledgments on social media
- Recognize and celebrate our public policy successes at every opportunity!

Consider new agents to solicit other new agents who are often enthusiastic and eager to get involved

It is recommended that all RAF investments be sent to C.A.R. at least once a week to comply with federal law and ensure timely awards recognition



**To be successful in RAF fundraising, members must communicate that investing in RAF will bring a direct return in the form of better government, the election of better candidates, and an effective influence by the real estate profession in political and legislative processes.**

California REALTORS®  
don't "contribute"  
or "donate" to RAF  
– they INVEST

## REASONS WHY PEOPLE INVEST

### THEY BELIEVE IN THE CAUSE

Most members who invest in RAF do so because they believe that when California REALTORS® speak with one voice through RAF, the results are better elected officials, better laws and legislation affecting the real estate industry, and better government.

### THEY WANT TO HELP THE PERSON ASKING

In fundraising, some members invest simply because they want to help or please the one who is asking – a friend, business associate, or influencer in the real estate community such as your Association's past and present officers, committee chairpersons, or REALTORS® of the year.

### THEY DESIRE RECOGNITION OR REWARD

Praise and attention are important elements in motivating members to invest. Lapel pins, stickers, certificates, etc. are inexpensive and should be an important part of your fundraising drive.

## REASONS WHY THEY DON'T INVEST

### THEY'VE NEVER BEEN ASKED

If people are not asked, they will not invest – plain and simple. When organizing a fundraising drive, design one that taps into the broad ranks of members who have never been asked to invest – not just the 10–20% who invest every year.

### THE FUNDRAISING APPEAL IS TOO VAGUE

A solicitation must state the case effectively. Provide the prospective investor with all the information needed to understand how their money will be spent, who decides how to spend it, and what benefit it has for the investor.

Introductory Level \$ 25  
Participation Club \$ 49  
Cost of Doing Business \$148  
Capitol Club \$449

### THEY DON'T KNOW HOW MUCH TO INVEST

One of the fundamental principles of fundraising is that people are not likely to participate unless they are asked for a specific amount, or at least an amount within a clearly defined range. Asking to give "what you can" or "what you feel is right" is not effective.

### BE PREPARED FOR SOMETHING OTHER THAN "YES"

Don't give up if the first answer is "No."

Ask if a payment plan could change their mind (investments of \$449 and up can be made in monthly installments), or suggest a lower amount – the RAF "Introductory Level" is just \$25 a year.

# TYPES OF FUNDRAISERS

## RAF FUNDRAISING FOLLOW THE LAW

Only the “Solicitable Class” – REALTORS® – can contribute to RAF

People outside of the Solicitable Class cannot:

- Receive solicitation materials such as invites, flyers or emails
- View certain RAF-related information on public websites
- Attend RAF fundraising events
- Purchase tickets or merchandise to benefit RAF
- Donate money, goods or services for a RAF event

### The One-Third Rule

Money raised at a fundraising event must total at least three times the fair market value of prizes, related event costs such as food and beverage, merchandise, and entertainment.

*Example: If the event costs a total of \$1,000, then at least \$3,000 must be raised (three times the cost of the event) to comply with federal law.*

### Transfer deadlines for records and investments

All contributions and donor records must be forwarded to C.A.R. within federal timelines:

Investment of more than \$50

**Within 10 days of receipt**

Investment of \$50 or less

**Within 30 days of receipt**

*Recommended: All RAF investments should be forwarded at least once a week to ensure timely reporting and awards recognition.*

**You MUST submit a Fundraising Request Form (raf.car.org) and receive authorization from C.A.R. before promoting or holding any fundraiser.**

## DUES BILLING STATEMENT

Members investing on their Dues Billing Statement (DBS) is the easiest, most successful way to raise money. If you can raise all or most of your RAF dollars at the front-end, then the remainder of the year is not solely reliant on face-to-face solicitations or special events.

## ADD A SWEEPSTAKES TO DBS

A sweepstakes combined with the dues billing cycle is a great – and easy – way to give members an incentive to invest in RAF.

Any REALTOR® member who invests in RAF within the open period will be automatically entered into a drawing for a prize such as an iPad or gift cards of different values.

C.A.R. staff will provide custom DBS Sweepstakes promotional materials.



## ASSOCIATION CONTESTS

Challenges between Associations are popular as a motivational tool to increase membership involvement and show your REALTOR® spirit. And there are prizes!

Winners are categorized by size of AOR:

- Highest Average RAF Investment
- Highest RAF Participation Rates

The **Directors Challenge** goal is to achieve 100% participation at the \$148 level (“Cost of Doing Business”).

## OFFICE-TO-OFFICE CONTEST

Office-to-Office challenges are successful due to the competitive spirit of California REALTORS® and the pride they take in their office. Challenge your offices to compete against one another to see which one can raise the most voluntary investments for the REALTOR® Action Fund.

## EMAIL CAMPAIGNS

Email campaigns take very little effort to administer and can have a big impact in a short amount of time.

### Plan an email campaign

- A simple ask from the Board President
- An update on what is going on at the local level
- An end-of-year thank you to your investors

### Choose your target audience

- Ask non-investors for a \$25 “Introductory Level” investment
- Reach out to investors who have participated in previous years but not in the current year

*After your targeted email program, follow up with a phone bank.*

# TYPES OF FUNDRAISERS

## RAF Disclaimer Required

The following disclaimer must be included on all RAF solicitation materials, including emails, invitations and flyers:

*Political contributions are not tax deductible as charitable contributions for federal and state income tax purposes. Contributions to the REALTOR® Action Fund are voluntary, but you may give more, or less, or nothing at all. Failure to contribute will not affect an individual's membership status in the California Association of REALTORS® (C.A.R.). Contributions will be allocated among three of C.A.R.'s political action committees (PACs), according to different formulas approved by C.A.R. for personal and corporate contributions. These PACs are: CREPAC (supports state and local candidates); CREPAC/Federal (supports federal candidates); and CREIEC (makes independent expenditures in support of or opposition to candidates). C.A.R. also sponsors IMPAC which supports local and state ballot measures and other issues that impact real property in California. The allocation formula may change including redesignating a portion to IMPAC.*

## IN-PERSON EVENTS

Create two or three different types of special in-person events – different types interest different people. In-person fundraisers offer a great opportunity to invite non-investing members to an event that supports voluntary investments to RAF.

Theme ideas include:

- Wine & Cheese Reception
- Meet & Greet with a keynote speaker
- Local Craft Beer & Bits Tasting
- Chili Cook-off
- Karaoke Battle Royale

**Note:** Games of chance (such as a raffle or Casino Night) are not permitted under law.

## ADD-ONS TO IN-PERSON EVENTS

Local Associations can add a simple game of skill at any in-person event; it's the perfect way to tap into REALTORS® competitive spirit, start some fun – and raise money. Ask for a \$25 investment with have prizes for the winners.

Two popular add-on games are Cornhole and Jenga; pull-up banners are available from C.A.R. staff. *Items relating to games are reimbursable through the local AOR's LCRC sub-account.*



## PHONEBANKS

Leverage the power of member-to-member outreach by organizing a phonebank. Phonebanks work well because they involve a skill that comes naturally to REALTORS® – the one-on-one pitch. Contact non-investing members, tell them about RAF, and ask directly for an investment. We also suggest adding a phonebank around your DBS cycle to remind members to pay their dues.

## THE ONE-ON-ONE ASK

**You must have invested in RAF yourself:** The first question you'll often be asked is, "How much money have YOU invested in RAF?"

**Use your influencers:** Recognized, successful REALTORS® who are leaders in Association activities are often very successful in soliciting for RAF.

**State the case for RAF effectively:** Understand how RAF works, its purpose, objectives, and successes. Use persuasion, not pressure, and if you don't know the answer to a question, promise to find out – then follow up.

**Ask for a specific amount:** People are much more likely to invest when they are asked for a specific amount. A "give whatever you feel is right" approach doesn't work well when fundraising.

**Make it work:** If the answer is "Yes," congratulations! If the response is "No":

- Ask if a payment plan would change their mind; investments of \$449 and up can be made in monthly installments
- Suggest a lower level; the RAF "Introductory Level" is just \$25 a year

**Always follow up:** Send a thank you – whether or not an investment was made.

# SAY THANK YOU – MORE THAN ONCE

## RAF RECOGNITION FOLLOW THE LAW

Recognition events are **NOT fundraisers** and no fundraising activity may take place.

*Expenses for RAF recognition events shall not exceed 10% of the RAF amount raised by the Local Association in the preceding calendar year.*



## Recognize & Appreciate

**R**ecognition and appreciation are essential elements in motivating members to invest. Showing members they are appreciated will help maintain their involvement and may also help elevate them to a higher level of participation.

### IN-PERSON RECOGNITION EVENT

Invite investors to a special recognition dinner or event with Association leadership, industry experts and/or a celebrity guest.

*Note: Under law, no fundraising activity may occur at these types of events.*

### TOKENS OF APPRECIATION

It's near impossible to hand out too many RAF awards to your investors. Lapel pins, stickers, ribbons, certificates, etc. are inexpensive and should be essential to your fundraising drive.

### PUBLIC RECOGNITION

Create a "Thank You" list of investors for your local members-only newsletter and website, or on an "Investor Recognition Wall" in your office.

### NEW YEAR / WELCOME EMAIL

Have your Association president send a welcome to the New Year thanking all members who have invested in RAF.

### MAJOR INVESTOR EMAIL

Have your Local Association president send a thank you email to your new investors of \$449 and above and copy the rest of your board members. All of your Association's leadership should respond with positive recognition.

### YEAR-END EMAIL

Send a thank you email to all investors.

## RAF SOCIAL MEDIA FOLLOW THE LAW

Only REALTORS® (“Solicitable Class”) may be asked to contribute to RAF

### RAF solicitations on public websites are prohibited

*The following information must be confined to areas of the Association’s website that are accessible only to REALTORS® via their NRDS number.*

- Encouraging support of RAF activities (*by making an investment*)
- Facilitating making an investment to RAF (*by providing a phone number, email or link for payment*)

Associations may make certain RAF information available on their PUBLIC websites. However, anything which could be considered a solicitation for a RAF contribution must be on a password-protected site that may only be viewed by REALTORS® via a NRDS number.

### ALLOWED ON PUBLIC WEBSITES

Certain RAF informational pages can be available to the public, such as:

- RAF’s legislative priorities and accomplishments
- Informational pages such as photos of activities, meeting dates and times, calendar of events, etc.
- RAF general financial information, such as how much has been invested or the number of RAF investors in a given period (“\$15,000 raised for RAF”)
- RAF fundraising events if they consist of **nothing more than details about when and where the event will be held.** For example:



JOIN US! GIVE TO RAF!  
**RAF WINE NIGHT FUNDRAISER**

 January 19 • 5-7pm  
Cellar Bar & Grill  
1160 Taymore Street  
\$25 / Person  
Tickets: [Jody@bzaor.org](mailto:Jody@bzaor.org)  
(723) 445-5600

[Click for more info\\*](#)

\*Must link to a website that can only be accessed by REALTORS® with their NRDS number

Associations must carefully monitor the content of their public website if it includes RAF information

### PROHIBITED ON PUBLIC WEBSITES / MUST BE PASSWORD-PROTECTED

Since not all visitors to a public website are necessarily REALTORS® (the Solicitable Class), certain information cannot be posted:

- No asking for or encouraging a RAF investment
- No information about investing in RAF
- No posting the dollar amount of an individual’s investment
- No information about a RAF fundraiser that:
  - Encourages attendance *Join Us!*
  - Requests an investment *Tickets \$25*
  - Facilitates a payment *RSVP jody@bzaor.org*



LOG IN AT  
[raf.car.org](http://raf.car.org)

## Track Your Fundraising Progress

The California Association of REALTORS® has contracted with Aristotle 360 to provide Local Associations with a top-of-the-line database management system to organize, track, categorize and report on your fundraising success.

### MANAGE YOUR FUNDRAISING including

- Targeted lists
- In-Person Events
- Dues Billing Statements
- RAF Sweepstakes
- Office-to-Office contest
- C.A.R. Directors Challenge contest
- Email campaigns
- Phonebanks

### IDENTIFY AND TRACK INVESTMENTS including

- Target base for RAF investments
- Current investors
- Previous investors
- Non-investors
- Members on a payment plan
- Major investors
- Lifetime investments

### COMPILE RAF REPORTS including

- Individual investments
- Office-to-Office investments
- Investors v. non-investors
- Local board performance reports
- Most and least successful offices
- Contributions by investment levels
- Monthly breakdowns





# RAF LOCAL ASSOCIATIONS

## REGION 1

Del Norte AOR  
707-465-3321  
Humboldt AOR  
707-442-2978

## REGION 2

Lassen AOR  
530-257-5220  
Oroville AOR  
530-533-9112

Paradise AOR  
530-877-7626

Plumas AOR  
530-283-2961

Shasta AOR  
530-223-0410  
shastaml.com

Sierra North Valley  
REALTORS®  
530-893-1301

Siskiyou AOR  
530-926-5083

Tehama County AOR  
530-529-0430

Trinity County AOR  
530-623-0619

## REGION 3

El Dorado County AOR  
530-676-0161

Lodi AOR  
209-368-5316  
connectlar.org

Nevada County AOR  
530-272-2627

Placer County AOR  
916-624-8271  
pcaor.com

Sacramento AOR  
916-922-7711

South Tahoe AOR  
530-541-7007  
staor.org

Sutter-Yuba AOR  
530-674-4222

Tahoe Sierra BOR  
530-583-0275  
tahoemls.com

Yolo County AOR  
530-666-4253

## REGION 4

Coastal Mendocino AOR  
707-964-7008  
cmaor.org

Lake County AOR  
707-263-9300  
lcaor.com

## REGION 4 CONT.

Marin AOR  
415-507-1000  
North Bay AOR  
707-542-1579

Northern Solano Co. AOR  
707-422-5306

Solano AOR  
707-644-5525  
saor.org

## REGION 5

Contra Costa AOR  
925-295-9200  
ccartoday.com

Delta AOR  
925-757-8283

## REGION 6

Bay East AOR  
925-730-4060

Bridge AOR  
510-848-4288

## REGION 7

Amador County AOR  
209-223-3874

Calaveras County AOR  
209-736-4600  
TCRealtors.org

Central Valley AOR  
209-858-1700

Mariposa County BOR  
209-966-4937

Merced County AOR  
209-725-2165

Tuolumne County AOR  
209-532-3432

## REGION 8

San Francisco AOR  
415-431-8500

## REGION 9

Silicon Valley AOR  
408-200-0100  
silvar.org

## REGION 10

Monterey County AOR  
831-393-8660

San Benito County AOR  
831-636-4605  
sbcaor.com

Santa Cruz County AOR  
831-464-2000  
mysccar.org

## REGION 11

Conejo Simi Moorpark AOR  
805-495-4681

## REGION 11 CONT.

Lompoc Valley AOR  
805-736-1288  
Ojai Valley BOR  
805-646-8453

Santa Barbara AOR  
805-963-3787

Santa Maria AOR  
805-922-7888  
SMAOR.com

Santa Ynez Valley AOR  
805-688-7744

Ventura Co. Coastal AOR  
805-981-2100  
vcrealtors.com

## REGION 12

Bakersfield AOR  
661-635-2300

Fresno AOR  
559-490-6400

Kings County BOR  
559-582-2591

Madera AOR  
559-673-2218

Tehachapi Area AOR  
661-822-7652

Tulare County AOR  
559-627-1776  
tcmls.org

## REGION 13

Arcadia AOR  
626-446-2115  
theaar.com

Glendale AOR  
818-241-2184

Pasadena Foothills AOR  
626-795-2455

## REGION 14

Idyllwild AOR  
951-659-2345

Inland Valleys AOR  
951-684-1221  
ivaor.com

Southwest Riverside  
County AOR  
951-894-2571  
srcar.org

## REGION 15

The Inland Gateway AOR  
951-735-5121

Ridgecrest Area AOR  
760-499-1098  
ridgecrestaor.com

## REGION 16

Citrus Valley AOR  
909-305-2827  
cvar.net

West San Gabriel Valley  
REALTORS®  
626-288-6212  
wsgvar.com

## REGION 17

Greater Los Angeles  
REALTORS®  
310-967-8800

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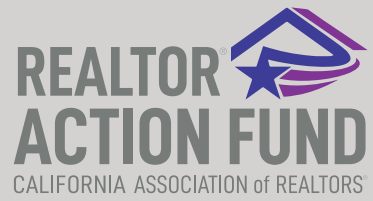
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