

New Investor Your Voice for Advocacy REALTOR® Party of California

[Slide 1] Welcome to the REALTOR® Party of California-your voice for advocacy. As a new member of the California Association and [insert local AOR], you are also a member of the REALTOR® Party...the only advocacy group in America that fights exclusively for homeownership, real estate investment, strong communities, and the free enterprise system. As you will see in this short video, I am

about to show you, membership has its privilege.

[Slide 2] –Show Video

[Slide 3-Question 1] What is the REALTOR

Action Fund (RAF)? RAF are the voluntary

investments members pay used to advance

the goals of our REALTOR® Political Action

Committees (PACs) at the local, state, and

federal levels of government.

[Slide 4-Question 2] Why is investing in REALTOR Action Fund so important? It is YOUR VOICE FOR ADVOCACY! REALTORS® efforts in your local communities, Sacramento and Washington DC cannot be effective unless individuals who share REALTOR® concerns are elected to public office. REALTOR® Action Fund is not associated with any political party.

[Slide 5-Question 3] What is the REALTOR®

Party? - The REALTOR® Party of California

advances the values that protect

homeownership!

[Slide 6] The REALTOR® Party is about

community outreach and issue engagement.

REALTORS® are the eyes and ears of their

communities, and everyone benefits from

when communities improve. That is why it is

important that REALTORS® are active

members in their communities and support

issues that matter to real estate and our clients. **Share IMPAC video.**

[Slide 7] The REALTOR® Party of California AT Work: While you are working hard helping your clients invest homeownership, and their future, the REALTOR® speaks with one voice to advance candidates and public policies that uphold private property rights, real property ownership, strong communities, and a vibrant business environment.

[Slide 8] In recent years, our local level activities have increased; REALTORS have gained political influence through legislative victories in every corner of the country; and state and local REALTOR Associations have expanded their community and political presence...all because of the actions of the REALTOR® Party. The Government Affairs Team reviews over 5,000 assure that, only bills that positively impact Real Estate, reach the Governor! The Governor signed these four

bills. AB 2992 (Nguyen), mandates buyer-broker representation agreements for all Real Estate licensees in California. SB 684 (Caballero) streamlines the approval process for development projects of single-family subdivisions. SB 1103 (Menjivar) requires notice of specified rent increases to leases of commercial real property. AB2493 (Pellerin), regulates the circumstances in which landlords can charge an application screening fee. All these bills will protect your livelihood!

[Slide 9] At the same time, the REALTOR®

Party has been working to prevent policies and regulations that harm our business and the real estate industry. Things like:

Preserving Mortgage Interest Deduction

(MID), Prevent Statewide Service Tax,

Protects Independent contractor status and

Fights Rent Control.

[Slide 10] As we stated earlier, the REALTOR®

Party of California was successful in stopping these four bills that if passed, would have

been harmful to our industry! SB 1462 (Glazer) stopped developers from using buyers deposit out of escrow to use for construction costs. AB 1932 (Ward) stopped the removal of the mortgage interest deduction on second homes. AB 2187 (Bryan) stopped a bill that would have established the Office of Tenant's Rights and Protections to host and maintain information already available elsewhere. AB 2539 stopped the restriction on mobile-home park owners from selling their park until they

first collected offers from resident organizations.

[Slide 11] The REALTOR® Party of California worked hard to ensure that Prop 33, which C.A.R. opposed failed! Prop 33 would have repealed the Costa-Hawkins Rental Housing Act that bans rent control on post-February 1995 single family homes. It would also ban the state from restricting how rent control is maintained across cities and counties.

[Slide 12] What Can YOU Do? Let us bring the REALTOR® Party down to the basics...to what you can do as an individual REALTOR® to participate and make the REALTOR® Party strong. It boils down to three simple, but important words: Vote, Act and Invest!

[Slide 13 Vote] Make sure you are registered to vote, especially if you have recently moved. There are voter registration tools available through registertovote.ca.gov And of course, do not just register, go to the polls and vote!!

REALTORS® should be the biggest activists in any community. Voting is the easiest way to make our voices heard. In the 2024 election 73% **of REALTORS®** voted nationwide. Isn't that great that REALTORS® are leading the nation?

[Slide 14 Act] Get involved in your local association. Serve on committees, participate in our advocacy and community outreach events. We need you! Also, make sure you are responding to Red Alerts from the California

Association of REALTORS® and respond to Calls for Action from the National Association of REALTORS®. Red Alerts and Calls for Action send messages from you to your national and state legislatures about issues that are important to our business. There are one million REALTORS® across America, imagine how loud our collective voice would be if we ALL responded to Red Alerts and/or Calls for Action.

[Slide 15 Invest] Have Influence! Invest in the REALTOR® Action Fund! Remember 30% of every REALTOR® Action Fund investment supports local candidates and issues that are impacting your community. Less than one-third of our members invest in REALTOR® Action Fund, that's about 23 percent. We can do better...can we count on your support today?

[Slide 16] Please click on the QR code and make your investment or please complete the

pledge card and one of our team members will reach out to you!

[Slide 17] If real estate is your profession, then politics is your business. Thomas Jefferson once said: “We in America do not have government by the majority. We have the government by the majority who participate.”

As stated above, the more participation you have in the REALTOR® Party, the stronger our collective voice. It matters to your business. It matters to your clients. The work we do as

professionals and as an organization is noble,
good, and lasting. The REALTOR® Party is
integral to the success of your business.

[Slide 18] In closing, remember it is not a Red
problem, it is not a Blue problem, it is #PURPLE
SOLUTION!

WE ARE THE REALTOR® PARTY of California!

Thank you.