

Talking Points for New Member Orientation

Government Affairs/RAF

- **Purpose:** To create an understanding of why, as a REALTOR®, it's imperative to be involved politically and why RAF is so important.
- **Overview:** In Sacramento, thousands of bills are written every session. About one third pertain to the real estate industry, typically in a negative way. C.A.R.'s Government Affairs Team weeds through these bills in order to protect you from those that will impede your ability to do business.
- **The following are examples of how C.A.R.'s Government Affairs Team protects and preserves your industry:**
 - Protects the mortgage interest deduction (a very real threat given our state budget deficit)
 - Protects against transfer taxes
 - Protects against independent contractor withholding (a 3% independent contractor withholding was fought and defeated four times over the past year)
 - Reduces your exposure to lawsuits
 - Helps keep banks out of real estate
 - Protects against point of sale mandates (taxes and fees assessed when the property is sold or transferred)
 - For example, the energy bill introduced in '08 and again in '09 could have forced sellers to spend up to \$20K on upgrades and retrofits before they could close escrow.
- **As a part of the team, please:**
 - Understand and invest in the State REALTOR® Action Fund (State RAF)
 - RAF helps get good laws passed and bad laws defeated
 - RAF helps put REALTOR®/business friendly candidates in office
 - RAF helps us work with our elected officials
 - RAF is non-partisan which means we are neither Democrat or Republican. We are the REALTOR® Party!
 - Vote in every election
 - Become a Legislative Liaison (collect agent's business cards, scan, and e-mail to LindseyG@car.org)
 - The Legislative Liaison Program allows us to e-mail the agent, informing them of a bill that we are either trying to defeat or help pass. A "Red Alert" is emailed to the participating agent which they should immediately responded to.