AGENDA

NATIONAL ASSOCIATION OF REALTORS®
2018 REALTORS® CONFERENCE AND EXPO
BUSINESS ISSUES POLICY COMMITTEE
Thursday, November 1, 2018
1:30 PM – 3:30PM
Ballroom A, Third Level
Hynes Convention Center

CHAIR: John Kmiecik (IL)
VICE CHAIR: Jeffrey Levine (FL)
COMMITTEE LIAISON: Kevin Brown (CA)
STAFF EXECUTIVE: Christie DeSanctis (DC)

PURPOSE
To identify, monitor and recommend positions on federal legislative and regulatory issues that affect the operations of REALTORS® businesses and the ability of NAR to meet REALTOR® needs (i.e., RESPA, telecommunications, telemarketing, data security/privacy, visa reform, electronic signatures/closings, etc.) and to recommend federal legislative or regulatory strategies in furtherance of those positions.

1:30pm – 1:45pm
I. Call to Order: John C. Kmiecik, Chair
a) Welcome Remarks
b) NAR Updates: Commitment to Excellence; Financial Wellness Program
Commitment to Excellence (C2EX)
The Commitment to Excellence Program will develop and enhance eleven competencies that indicate a REALTOR®'s commitment to ethics, advocacy, technology, data privacy, and outstanding customer service.
C2EX Page

Financial Wellness Program
The National Association of REALTORS® has introduced the Center for REALTOR® Financial Wellness, a new resource designed exclusively to meet the specific financial planning needs of REALTORS®. This new comprehensive program includes education materials and resources for wealth building, business planning, and investing in real estate.
Financial Wellness Website

1:45pm – 1:50pm
II. Ownership Disclosure and Conflict of Interest Statement:
Jeffrey Levine, Vice Chair

III. Approval of the 2018 REALTORS® Mid-Year Meeting Committee Minutes**:**
John C. Kmiecik, Chair

1:50pm – 1:55pm
IV. Poll Everywhere – Member Engagement: Christie DeSanctis, Staff Executive

1:55pm – 2:55pm
V. Business Issues Policy & Compliance Presentation

a) Guest speaker: Loretta Salzano, Founding Partner, Franzen and Salzano
Loretta Salzano advises banks, mortgage lenders, real estate brokers, title agents and other settlement service providers on how to increase their business while remaining within the confines of the laws of all 50 states and federal law including, but not limited to, TILA, RESPA, ECOA and HMDA. Loretta advises her clients regarding fair lending, compensation, marketing, licensure, fees, disclosures, reporting, and other matters related to their products and services. She drafts and negotiates contracts, including service agreements, compensation agreements, loan purchase and sale agreements and warehouse financing agreements. Loretta also assists clients in responding to regulatory examinations and actions.

b) Regulatory & Legislative update: Christie DeSanctis, Staff Executive

c) Open discussion of issues

<u>2:55pm – 3:15pm</u>
VI. 2019 Committee Goals: John C. Kmiecik, Chair
a) Overview of legislative and regulatory policy issues under the Committee's jurisdiction relevant to the Committee's purpose

<u>3:15pm – 3:20pm</u>
VII. Presidential RPAC Challenge: Jeffrey Levine, Vice-Chair

<u>3:20pm – 3:30pm</u>
VIII. Closing Remarks & Adjournment: John C. Kmiecik, Chair