



## A-Team Visit Overview

The A-Team is designed to make maximum use of all four of our governmental affairs areas: TREPAC, public policy, political affairs, and issues mobilization. Just like a four-legged stool, each of the four areas is necessary to support our overall governmental affairs success. We've provided tools and resources for you below to help get you started.

# Who



Your A-Team should consist of three to four people who are able to speak about TREPAC, public policy, political affairs, and issues mobilization.

Examples include:

- TREPAC trustees
- Local association leadership
- PIC members
- Local TREPAC chairs
- Local board or Texas REALTORS® Staff

# What

The purpose of an A-Team presentation is to effectively educate REALTORS® about the four key areas and help Texas REALTORS® connect the dots on how they all tie together. Each program has equally important goals and objectives designed to help us speak with a strong, unified voice for the real estate industry.

**“Vote ... Act ... Invest.”**



# Where

Here are some ideas for places to conduct an A-Team presentation.

Sometimes, all you need is a quick “TREPAC minute.”



- Office visits
- Local-association orientations
- Local-association committee meetings
- MLS meetings
- Affiliate group activities
- Texas REALTORS® Leadership Program (TRLP) activities.



# When

## **The time is now!**

Conduct A-Team visits as soon as you can and as often as you can.

Get your team together, arm yourself with the facts, and hit the road!

## Additional tips



- Start and end with TREPAC. Explain what TREPAC is, making sure to go over our mission. While you may understand the value and importance of TREPAC, only 51% of all Texas REALTORS® invested last year. Our job is to ensure Texas REALTORS® know exactly how TREPAC helps protect their business and their industry.
- Groom others to lead. Train other REALTORS® to be part of the A-Team, so all the work doesn't have to always be on your shoulders.
- Send out information and reminders about TREPAC before and during dues billing. Members are less likely to uncheck the box to make an investment to TREPAC on their dues statement if they are already educated about the benefits of the PAC.
- Your A-Team can host a call-to-action mixer; it's more fun than a traditional business meeting.

# THE FOUR-LEGGED STOOL

## Public Policy

It is during each legislative session that we are able to see the fruits of our labor. Last session, over 7,050 bills were filed that impacted you in some way.

In fact, TREPAC has a long history of successful legislative efforts. Recent successes have included:

- Banning any tax on real estate transfers
- Increasing the homestead exemption to \$25,000
- Repealing a \$300 fee that double-taxed brokers for their two-year license
- Providing business-tax relief with a 25% reduction in the franchise tax rate
- Revising the property appraisal process to ensure equal and uniform property valuation
- Helping enact critical consumer-protection laws in the property-tax lending industry.

## Political Affairs

Grassroots activism, the core of the association's political advocacy, never stops.

We help support and elect candidates who will look after our issues through a number of our political affairs programs. Candidate interviews, opportunity races, voter registration drives, calls for action, and contact teams are just a few of the many ways Texas REALTORS® are encouraged to get involved.

## TREPAC

The mission of TREPAC/Texas Association of REALTORS® Political Action Committee is to raise funds to promote homeownership, protect private-property rights, and increase political awareness.

A \$35 or \$45 investment can save you thousands of dollars each year. The TREPAC Calculator is designed to show Texas REALTORS® how much money they saved. It is wise to reinvest some of those savings back to TREPAC.

By investing in TREPAC, you are investing in the future of your business. "If you're not at the table...you are on the menu."

## Issues Mobilization

Every day, local governments make decisions that directly affect how you do business.

The Texas Association of REALTORS® Issues Mobilization Political Action Committee (IMPAC) assists local entities by bringing Texas REALTOR® viewpoints to the general public to positively influence public opinion and public policy.

Examples of issues where a local association may request help from IMPAC are rental registration, environmental ordinances/regulations/referenda, sign ordinances, ordinances that restrict growth, zoning changes, local tax increases, and school bond issues.