



**TREPAC**



for the Busy Broker and Manager

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# Make TREPAC a priority in your office

Being a Texas REALTOR® is about more than helping Texans buy and sell homes. It's about knowing the issues, being informed, and protecting clients, consumers, and the real estate industry.

**Here are a few simple things busy brokers can do:**

## **Speak up about the importance of TREPAC.**

Too many agents just don't care about politics, government, or the PAC. Hearing it from you will make a difference.

**Lead by example.** When you invest in TREPAC, your agents are more likely to invest.

**Educate your agents.** Need a speaker for your next sales meeting or other gathering? TREPAC trustees and association staff can bring the latest information right to your office.

**Challenge your agents.** Set a goal to reach 100% TREPAC participation in your office. It's attainable.


**Follow up on TREPAC participation.** Your agent said she was "gonna invest" ... but did she? Assign someone from your office to follow up.

**Know the issues.** No matter how you like to get your information, TREPAC has a solution for you:

- Download the MortgagePlus app for your smartphone or tablet
- Text *TREPAC* to 21824 for instant updates via text message
- Read the *Legislative Liaison*, [TexasRealtors.com/Blog](http://TexasRealtors.com/Blog), and other association publications

**Engage on social media.** Follow @TexasTREPAC on Twitter and "like" [Facebook.com/TREPAC](https://www.facebook.com/TREPAC)

**Spread the word.** Easily share monthly messages that help spread the word about TREPAC. Visit [TexasRealtors.com/SpreadTheWord](http://TexasRealtors.com/SpreadTheWord).



**Now let's talk about your profitability ...**



# See for yourself how much TREPAC saved you\*

**Calculate your savings**

## Transfer tax

A tax on the transfer of real property would discourage homeownership in Texas. According to a leading economist, that translates into a 7% reduction in sales volume.

<b>Sales volume value</b>		<b>Your savings</b>
<b>\$1,000,000</b>	<b>X 0.07 X 3% =</b>	<b>\$2,100</b>

## Tax on services

We defeated another proposal to extend the state sales tax to professional services. Had it passed, your commissions would've been taxed at 8.25%.

<b>Gross commission value</b>		<b>Your savings</b>
<b>\$30,000</b>	<b>X 0.0825 =</b>	<b>\$2,475</b>

## Mixed-use vehicle tax

Some county tax assessor-collectors were targeting Texas REALTORS® for an ad-valorem (property) tax on personal vehicles. This new tax could've spread statewide to all Texas REALTORS® and other independent contractors.

<b>Vehicle value</b>		<b>Your savings</b>
<b>\$27,000</b>	<b>X 0.0275 =</b>	<b>\$742.50</b>

## Professional fees

We opposed a legislative proposal to double the \$400 fee that real estate brokers pay for their two-year license in Texas.

<b>Your savings</b>
<b>\$400</b>

## Add up your total annual savings

When you add it all up, TREPAC is an incredibly valuable pocketbook protector. By investing in TREPAC, you get to keep more of your hard-earned money.

<b>Total savings</b>
<b>\$5,717.50</b>

## More examples

Sales volume value	Transfer tax	Gross commission value	Tax on services	Vehicle value	Professional fees	Vehicle tax	Your annual savings
\$500,000	\$1,050	\$15,000	\$1,238	\$24,000	\$400	\$660	\$3,348
\$1,500,000	\$3,150	\$45,000	\$3,713	\$35,000	\$400	\$963	\$8,225
\$2,000,000	\$4,200	\$60,000	\$4,950	\$46,000	\$400	\$1,265	\$10,815
\$3,000,000	\$6,300	\$120,000	\$9,900	\$57,000	\$400	\$1,576	\$18,168

**Don't wait 'till it's too late. Invest now.**

# Here's how TREPAC protects your profitability

## Tort Reform

While improvements have been made in the Texas Civil Justice System in the last few legislative sessions, more work needs to be done to protect consumers and businesses from frivolous lawsuits. The Texas Association of REALTORS® and TREPAC support reforms to the legal system, such as limiting the overreaching aspects of the Deceptive Trade Practices Act. Such improvements will help to reduce the volume and extent of frivolous litigation, which could save you thousands of dollars.

## Rental Registration

Several cities across Texas have undertaken unnecessary restrictive measures on rental property in their communities in an effort to monitor landlords and generate revenues through registration and inspection of rental property with permitting and other subsequent fees. The Texas Association of REALTORS® and TREPAC are working hard to make sure such legislation does not get implemented in your communities.

## Energy-Efficiency Improvements

Proposals attempting to mandate costly energy-efficiency upgrades for existing single-family homes would make it more expensive to buy and sell a home. We all support energy efficiency and want to protect our environment. However, incentives and education should be used to achieve such goals, not expensive mandates that hit hardest those who can afford it least: first-time homebuyers, low-income families, and seniors.

## Fire Sprinklers

We supported an amendment to ensure homeowners have the option of installing fire sprinkler systems in their newly constructed homes, avoiding costly mandates that could have priced some buyers out of the market.

## Transfer Taxes

As local officials look for new ways to fund city and county services, other states have developed proposals to enact new local taxes, including a proposal that places a flat fee or a transfer tax on all real estate transactions.

Recently, local title companies and REALTORS® have encountered a new form of real estate transfer fee whereby developers or property owners place a deed restriction on property that requires a transfer fee to be paid to a designated entity or individual. We prohibited these deed restrictions for private gain, thereby protecting future clients and transactions.

The Texas Association of REALTORS® and TREPAC remain committed to ensure Texas's real estate market does not become the next California or Florida.



Now ... don't you want your agents to help protect your future profitability through TREPAC?



# Join other brokers who are already on board



**Annette Slater, San Antonio, Penfed Realty, LLC (41 agents)**

When it comes to TREPAC, Texas REALTORS® shouldn't let other Texas REALTORS® opt out, because when every Texas REALTOR® makes an investment in TREPAC, everyone wins!



**Chris Rosprim, Denton, Real T Team (34 agents)**

I'm proud to be a TREPAC supporter and major investor for the last several years. Without the efforts of TREPAC standing up for all property owners—and real estate agents—I firmly believe that we all would be paying more taxes than we are now. TREPAC is very valuable not just for Texas REALTORS®, but for all Texans who own real estate. And if any Texas REALTORS® are not members of the 110% Club, they should be. The benefits are cheap at twice the price.



**Reagan Greer, San Antonio, JB Goodwin, REALTORS® (30 agents)**

TREPAC continues to play a positive role in keeping the real estate industry alive and well in Texas. The two key elements it provides are a “voice” for all concerned to advocate positions favorable to the real estate industry and an “insurance policy” so property ownership remains an important focus of the decision makers holding office. TREPAC should be high on every Texas REALTOR®'s priority list.



**Bill Evans, Austin, Austin Real Pros, REALTORS® (6 agents)**

I've been a REALTOR®/broker for over 15 of years and believe that TREPAC is a driving force to my continued business success. I worry that harmful governmental overregulation could negatively affect me and my colleagues. TREPAC gives me the luxury of knowledge, involvement, and information. We cannot afford to short change TREPAC. Join me today by making the best investment in your business—TREPAC.



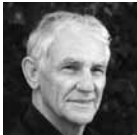
**Malcolm Smith, Frisco, RE/MAX Premier IV (38 agents)**

TREPAC is an insurance policy for the real estate profession. In this 82<sup>nd</sup> legislative session, Texas is facing a huge budget deficit. Our legislators must cut expenses and increase revenues, and they may look to our industry to fill the gap by imposing taxes on home purchases and our commissions. As the largest and most influential PAC in the state, TREPAC works hard to insure that our commissions are not taxed and that our property rights remain intact. Personally, it's disappointing to me that not all agents give to TREPAC, and ironic that those who do not give will complain the loudest when their livelihood is negatively impacted.



**Richard J. Filip, Houston,  
CEO RE/MAX of Texas**

The enormous value to the real estate brokerage industry aside, every property owner in Texas and the United States can be grateful for TREPAC's diligence in supporting governmental policy oversight and political candidates committed to the preservation and protection of landowners' and homeowners' rights and interests. For anyone in the real estate profession, actively supporting TREPAC should be an easy choice. It's the best thing practitioners can do to ensure a healthy, thriving climate for our industry.



**Jim Davidson, Pampa, C-21 Pampa Realty Inc. (11 agents)**

I feel TREPAC is here to support the REALTOR®, homeowner and real estate in Texas—so each and every one of us, as Texas REALTORS® should give 100%. TREPAC ... it's yours—Pay for it.



**Dan Hatfield, Comfort, Texas  
Homestead Real Estate (4 agents)**

A republic can only function properly if there is open and free discourse with elected representatives. TREPAC enables me and my agents to have direct input to our representatives on issues that affect our real estate business and the private-property rights of our clients and customers. As individuals we have but one voice. However, TREPAC gives us a collective voice that is 80,000-plus strong. Not a bad deal for a \$50 investment.



**Ignacio Osorio, Houston, Champions Real Estate Group (825 agents)**

As a broker, I have realized the value that TREPAC plays in the lives of my agents, clients, and my overall profitability. For years I was unaware of the number of proposed bills at the local, state, and national levels that could negatively impact my business and the entire real estate industry. Investing in TREPAC is an investment in your business.



**Leigh York, Weatherford,  
Century 21 Judge Fite  
Company (28 agents)**

TREPAC and governmental affairs efforts make me proud of the industry I work in. I'm always honored to explain what I and over 80,000 REALTORS® do for Texas. It gives me credibility within my community and the power of having my voice heard. We make people's lives better through our service and our business.



**Mark Minchew, Austin,  
RE/MAX Austin Associates  
(31 agents)**

I am very pleased that so many of my agents see the benefit of being a 110% Club member and higher. They understand that we are about to see huge tax increases to pay for all the programs that are now in the pipeline. Much rationale will be given that the federal government helped the REALTOR® community with the incentives and the REALTORS® surely will be agreeable to (fill in the blank: a federal transfer tax, sales tax on homes, no mortgage interest deduction, etc.).

We must not give up the gains we have made for the people in our industry as well as the public. That means we should be giving more than ever to get our message across to Congress and the state legislature.



# Other issues affecting you and your clients

## How TREPAC has helped you

The Texas Association of REALTORS® Political Action Committee (TREPAC) supports policies and politicians that support private-property rights and the real estate industry. Need proof? Take a look ...

**“An educated agent equals informed clients.”**

—Bill Jones, Texas Association of REALTORS® Past Chairman

1993

**Seller disclosure** Required a seller of residential property to use a promulgated property-condition disclosure form, thereby decreasing liability for real estate licensees

1997

**Homeowners equity** Authored a constitutional amendment protecting a homeowner’s equity by requiring an 80% loan-to-value ratio on refinances, preventing borrowers from becoming upside down on their home loan

1999

**Licensing of mortgage brokers** Established a much-needed consumer-protection statute requiring the mandatory licensing of mortgage brokers

2001

**Sales tax** Killed legislation that would have levied an 8% sales tax on the sale of all real property—commercial, residential, farm and ranch, industrial, raw land—all of it

2003

**Transfer tax** Defeated a proposal which would have created a 1% real estate transfer tax on the sale or lease of all real property

2005

**Minimum services** Codified regulations relating to a minimum level of service a real estate broker must provide to a consumer

2005

**Tax on personal autos** Prevented a property tax from being imposed on personal vehicles also used in your business

2009

**Real estate tax** Defeated multiple proposals to tax real estate, including several bills requiring the creation of a tax on every deed recorded by the county clerk

2011

**Eminent domain** Enacted strong consumer protections in eminent-domain proceedings

2011

**Transfer fees** Passed a measure that eliminates most private transfer fees on real estate transactions

2011

**TREC** Helped the Texas Real Estate Commission attain a self-directed, semi-independent status, insulating the agency from future state-mandated budget cuts and enabling TREC to better serve licensees and consumers

2011

**DTPA** Passed a revision to the Deceptive Trade Practices Act that effectively exempts real estate brokerage from liability under the act—as long as the broker or agent hasn’t committed an unscrupulous or illegal act

# How to raise awareness and money



## Do Your Dues

Encourage all agents to make their annual investment to TREPAC when paying their membership dues. Visit [TexasRealtors.com/TREPAC](http://TexasRealtors.com/TREPAC) for more information. It's an easy way to get people to invest early.

## Disbursement authorization

\$10 from every transaction will enable an agent to reach his goal with ease. After an agent has authorized an amount from each transaction to support TREPAC, send his money along with a detailed list of agents who have invested in the PAC to your local association. (example on bottom right)

## Have TREPAC sponsor your sales meeting

Give TREPAC an opportunity to inform your agents on local issues, and recognize those agents who are currently invested in TREPAC. Also, showcase exciting new TREPAC videos.

## Office "fun" fundraisers

Hold a bake-off, an office decorating contest, or an office happy hour in support of TREPAC. These activities are fun and easy to do by hosting an auction or selling TREPAC tickets to participate.

## Broker-to-agent challenges

Challenge your agents to participate in the PAC at \$110, then recognize all who do.

## Office-to-office challenges

Challenge another broker's office to have 100% office participation. The losing office has to provide lunch for the entire group or the losing broker can sing "God Bless Texas" at the winning broker's next sales meeting. Creativity is strongly encouraged.

## Legislative update during sales meetings

Have a "TREPAC Minute" during which a staffer from the Texas Association of REALTORS® or your TREPAC trustee can speak to your office about important legislative issues impacting your agents and clients.

## One month dedicated to TREPAC (speakers, solicitation, events, etc.)

Why not devote an entire month to TREPAC and try one or all of the above activities during the month? By devoting an entire month to TREPAC, you can mix it up a little, and then you are done for the rest of the year. Don't forget to advertise by putting up an office banner to showcase TREPAC.

## Legislative Liaison

All Texas REALTORS® who sign up will receive an e-mail update weekly during the Texas legislative session. This is a quick and easy way to update your agents on important policies affecting the real estate industry.

DISBURSEMENT AUTHORIZATION	
Agent:	_____
Title Escrow Officer:	_____
Title Company:	_____
Fax Number:	_____
Buyer / Seller Name:	_____
Property Address:	_____
Closing Date:	_____
Final Sales Price:	_____
Commission Rate:	_____
Please disburse the total commission to be paid to ABC Realty on the above referenced transaction to the following entities and mail to their respective addresses:	
Gross Commission:	\$ _____
Other Compensation:	\$ _____
<b>Total Gross Commission:</b>	<b>\$ _____</b>
Outstanding Balance/Split	\$ _____
ABC Realty 1010 Austin Dr. Suite B Austin, TX Austin, TX 78759	<b>TREPAC Investment</b> \$ _____ <small>(send TREPAC check to P.O. Box 2246, Austin, TX 78768 with agent's name in memo line)</small>
To Other Party: (Referring Agent, Vendors, etc.)	\$ _____
<b>Net Balance to Agent</b>	<b>\$ _____</b>
Acknowledged by:	_____ Date: _____



# Your PAC trustee ... working for you

The TREPAC trustees are dedicated volunteers from the association who recognize the importance of the PAC. They dedicate their time to help educate Texas REALTORS® on important issues affecting our industry and the importance of maintaining a strong political action committee.

To contact your PAC trustee or Texas Association of REALTORS® staff, please visit [TexasRealtors.com/AB/committees/trustees.cfm](http://TexasRealtors.com/AB/committees/trustees.cfm) or call 800-873-9155.



**Chairman**  
**Kaki Lybbert**  
Gr. Denton/Wise Co.



**1st vice chair**  
**Mike Detrick**  
Wichita Falls



**2nd vice chair**  
**Christine Seidel**  
New Baunfels/Canyon Lake



**Past Chairman**  
**Ed Wolff**  
Houston



**Region 1**  
**Mindy Jackson**  
Amarillo



**Region 2**  
**Dean Barrett**  
Wichita Falls



**Region 3**  
**Charla Hawkes-Vinyard**  
Arlington



**Region 1**  
**Tony Lloyd**  
Lubbock



**Region 2**  
**Tomatine Spieker**  
San Angelo



**Region 3**  
**Myra Oliver**  
Gr. Denton/Wise Co.



**Region 2**  
**Robert Calk**  
Abilene



**Region 3**  
**Jaci Coan**  
Fort Worth



**Region 4**  
**David Alan Cox**  
Collin County



**Region 4**  
**Bob Baker**  
Collin County



**Region 11**  
**Eva-Jean Dalton**  
Gr. McAllen



**Region 14**  
**Heidi Crenshaw**  
Houston



**Region 5**  
**Russel Enright**  
Greater Tyler



**Region 11**  
**Roy Del Bosque**  
Corpus Christi



**Region 14**  
**Christi Borden**  
Houston



**Region 5**  
**Lance Schooley**  
Longview Area



**Region 11**  
**Jimmy Zaplac**  
Victoria



**Region 14**  
**Joan Berger**  
Houston



**Region 6**  
**De Laura Gammage**  
Permian Basin



**Region 12**  
**Julie A. Ramirez**  
MetroTex



**Region 14**  
**Kenya Burrell Van Wormer**  
Houston



**Region 7**  
**Amy Ely**  
Kerrville



**Region 12**  
**Russell Berry**  
MetroTex



**Region 14**  
**Sharon Morton**  
Houston



**Region 7**  
**Clay Ellis**  
Del Rio



**Region 12**  
**Teresa Rutherford**  
MetroTex



**Region 15**  
**David Burton**  
Austin



**Region 8**  
**Christy Gessler**  
Williamson County



**Region 12**  
**Marilyn Frederick**  
MetroTex



**Region 15**  
**Pam Drawbaugh**  
Austin



**Region 8**  
**Lisa Jones**  
Bryan-College Station



**Region 13**  
**Marietta Alba**  
San Antonio



**Region 16**  
**Elizabeth Leal**  
Gr. El Paso



**Region 9**  
**Cheryl Barenberg**  
Beaumont



**Region 13**  
**Jackie Galvan**  
San Antonio



**Commercial**  
**Harry Gibbs**  
Central Texas Commercial



**Region 9**  
**Nathan Gann**  
Lufkin



**Region 14**  
**Vicki Fullerton**  
Houston



**Region 10**  
**Karen Flowers**  
Galveston



**Region 14**  
**Diana Ayers**  
Houston



# REALTOR® Party

We are the REALTOR® Party: an energized movement of real estate professionals fighting to keep the dream of homeownership alive. Now more than ever, it is critical for Texas REALTORS® to come together and speak with one voice about the stability a sound and dynamic real estate market brings to our great state and nation. From city hall to the U.S. Capitol, our elected officials are making decisions that have a huge impact on the bottom line of REALTORS® and our customers. Through the support of people like you, the REALTOR® Party will continue to be there representing your interests.

The time is now to come together and fight for the interests of homeowners and the real estate profession. Join the REALTOR® Party today!

## Useful tools and resources

### Spread the Word / TREPAC

Useful fliers and tools to help spread the TREPAC message.

[TexasRealtors.com/spreadtheword/](https://TexasRealtors.com/spreadtheword/)

### NAR Broker Involvement Program

Empowers broker owners to alert your agents to key REALTOR® issues.

[RealtorActionCenter.com/realtors/brokers/](https://RealtorActionCenter.com/realtors/brokers/)

### REALTOR® Action Center

The action center provides tools and other resources that can help REALTORS® meet the current challenges and keep their business going.

[RealtorActionCenter.com/realtors/](https://RealtorActionCenter.com/realtors/)

## Political affairs programs

You can make a difference. Choose a program that fits your interests and schedule, and join the REALTOR® Party!

### Legislative Liaison

Keep up on issues in Austin and Washington, D.C., that could affect your business. Receive an e-mail update weekly during the Texas legislative session and once a month thereafter.

### Calls for Action Centers

Register to receive e-mail alerts when you're needed to contact officials about issues important to Texas REALTORS®.

### Opportunity Races

Help elect Texas REALTOR®-friendly candidates to office.

### Texas REALTOR® Delegate Program

Help ensure that major political parties support private-property rights and the real estate industry.°

### Texas REALTOR® Public Officials

Communicate proactively with Texas REALTORS® who serve as public officials.

### Texas REALTOR® Candidate Academy

Help prepare Texas REALTORS® who are political candidates running for office.

### Candidate Interview Program

Ensure that candidates support private-property rights and pro-real estate issues.

### Legislative Contact Teams

Become a key Texas REALTOR® contact for legislators.

### Texas REALTOR® Hill Visits

Join thousands of Texas REALTORS® for a day at the Texas Capitol and advocate for legislation that will benefit your business and property owners.

### Voter Registration Program

Being effective at the state Capitol or city hall begins with making sure Texas REALTORS® and clients are registered to vote.

# Broker Involvement Program

A major component of the REALTOR® Party theme of Vote, Act, Invest, includes the Broker Involvement Program. The success of the Broker Involvement Program has clearly demonstrated that when broker owners/managers alert their agents to key issues, agents listen and take action. NAR's Broker Involvement Program provides you, the broker, with a quick and effective tool to rally your agents and send a clear united voice to our Congressional leaders on critical legislative issues affecting our industry.

Calls for Action response rates are significantly higher when agents receive their message from you, their broker. You're important! In a recent 2010 CFA, nearly 42% of all responses were from agents in the Broker Involvement Program.

REALTORS® not only represent a diverse cross section of America, but also interact with clients from all walks of life in every community and every congressional district. Working together we have the opportunity to bring our strong and united REALTOR® voice to members of Congress on issues of concern to the REALTOR® community, your real estate business, and private-property rights.



## The Broker Involvement Program offers brokers and their agents

An effective approach to increase REALTOR® influence on important legislation and help shape legislation that can affect your bottom line.

The broker's message and Call for Action (CFA) e-mail has your name and company logo, placing you in the position of leadership and knowledge for your agents.

NAR keeps you abreast of the legislative impact, changes and final outcomes for each CFA.

A program that requires only a small amount of your time with no costs involved.

NAR does most of the work for you and tracks your company's CFA response rate online.

## Challenges needing your involvement

### **Mortgage Interest Deduction/Capital gains**

Aggressively oppose any and all proposals that would reduce the value of the mortgage interest deduction or that would erode the \$250,000/\$500,000 capital gains exclusion on the sale of a principal residence.

### **Fannie Mae/Freddie Mac restructuring/ FHA Insurance Program/Loan limits/ Financial services regulatory reform/FHA condominium rules**

Advocate policies that would ensure that there is adequate liquidity in the mortgage market while providing for the safety and soundness of the government sponsored enterprises (GSEs).

### **Short sales**

Continue efforts to improve the short sales process; monitor implementation of the Home Affordable Foreclosure Avoidance Program (HAFA) that incorporates NAR's suggestions for a uniform process, standard forms, and deadlines.

### **Commercial real estate lending**

Urge the adoption of federal policies that promote increased lending and access to credit in commercial mortgage markets.



## Participation in the Broker Involvement Program is easy

Simply enroll your company in the Broker Involvement Program and verify your contact information, number of offices, agent count, and send your company logo to either Jackie Zaporowski or Erin Murphy.

Mail or fax us the attached form or complete the online form at: [RealtorActionCenter.com/brokersjoin](http://RealtorActionCenter.com/brokersjoin).



### VOTE, ACT, INVEST

Ed Lawler

Director, Broker Involvement Program

202-383-1156

[elawler@realtors.org](mailto:elawler@realtors.org)

Erin Murphy

Broker Online Campaign Manager

202-383-1079

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Jackie Zaporowski

Broker Client Services & Database Manager

202-383-1091

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Broker Involvement Program

[RealtorActionCenter.com/brokers](http://RealtorActionCenter.com/brokers)

FAX 202-383-7580

## New fully automatic Broker CFA

### Auto-participation

The Broker Calls for Action (CFA) will now be among the first messages sent to agents. NAR will alert you by phone and e-mail ([brokeradvocacy@realtors.org](mailto:brokeradvocacy@realtors.org)) when there is a national Broker CFA (usually three or five per year). The broker agrees NAR can automatically send all national broker CFAs with the broker's name and company logo to their agents, thus enabling their agents to quickly take action. This is the most efficient and effective method to voice our REALTOR® opinion to our Congressional leaders.

### For broker-owners with 100 or more agents, you may choose

- Auto-participation as described above, or
- Review and approve. NAR will alert the broker by phone and e-mail ([brokeradvocacy@realtors.org](mailto:brokeradvocacy@realtors.org)) when there is a national Broker CFA. The broker's e-mail message and the CFA will be available for review on the Broker Portal. The broker may approve or reject sending the broker message and CFA with their name and logo. The Broker CFA will be delayed until we receive your approval or will not be sent in your name if you reject the message. NAR will continue to send CFAs to all members from NAR as it customarily does. Only upon your approval will we then send your broker message and CFA to your agents that have not yet responded.

## Building the REALTOR® voice in Congress

A few examples of our accomplishments with broker involvement

### Homebuyer Tax Credit 2009

Originally \$8,000 for first-time homebuyers, this program helped REALTORS® and their clients consummate more home sales and stimulate the housing market. Later, the tax credit was extended and expanded to open even greater opportunities for homes sales. With the help of the Broker Involvement Program, NAR membership set an all time record for CFA responses.

### FHA modernization

NAR successfully championed H.R. 3146, the "21st Century FHA Housing Act of 2009." This bill provided FHA the resources it needed to upgrade its technology and staff and allowed greater flexibility in the area of foreclosure prevention.

### Energy efficiency incentives

NAR eliminated point-of-sale energy efficiency requirements from H.R. 2454 and succeeded in exempting existing residential and commercial buildings from state labeling programs.

### Expanding commercial real estate opportunities

H.R. 1, the "American Recovery and Reinvestment Act of 2009," included provisions related to green building and energy efficiency, business tax incentives, investment in transportation and infrastructure, and extended the 50% bonus depreciation through 2009.

# Think about it ...

Assuming you have 25 agents in your office, you would need to raise only a small amount of money for TREPAC for the entire year ... to make a big investment in your future.



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**\$2,750** Take it one step further and encourage each agent to invest \$110.

The more money your office invests, the bigger the impact on local issues. To find out more, contact your TREPAC trustee: [TexasRealtors.com/AB/committees/trustees.cfm](http://TexasRealtors.com/AB/committees/trustees.cfm)

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**\$875** See how easy it is to reach 100% office participation if each agent gives \$35 (fair share).



If you're not  
at the table,  
you're probably  
on the menu



Make a difference in your future.

**Text "TREPAC" to 21824 to receive important legislative  
and TREPAC updates on your mobile phone.**

Paid for by the Texas Association of REALTORS' Political Action Committee.  
P.O. Box 2246, Austin, Texas 78768-2246