



TREPAC

for the

Busy Broker



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Let's start the conversation ...

Real estate is about more than buying and selling a home. It's about knowing the issues, being informed, protecting your clients and the real estate industry. Real estate is the driving force of our economy.

Spreading the word and starting the conversation is as easy as 1, 2, 3.

1



Step One:

Contact your PAC Trustee or Texas REALTOR® Staff.

2



Step Two:

Invite them to speak to your agents at sales meetings throughout the year to discuss important legislative issues affecting the real estate economy.

3



Step Three:

Lead by example, then ask your agents to do the same by making an investment in TREPAC.

4



Step Four:

Challenge your agents to help reach 100% office participation.

5



Step Five:

Assign someone in your office to follow up on TREPAC participation.

Now let's talk about your profitability ...

Calculate your savings ...

See for yourself how much TREPAC saved you

Mixed-use vehicle tax

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

$$\text{Vehicle value} \quad \$ \quad \boxed{} \quad \times \quad 0.0275 \quad = \quad \$ \quad \boxed{\text{Your savings}}$$

Professional fees

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

$$\$ \quad \boxed{\text{Your } \$400 \text{ savings}}$$

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%.

$$\text{Gross commission value} \quad \$ \quad \boxed{} \quad \times \quad 0.0825 \quad = \quad \$ \quad \boxed{\text{Your savings}}$$

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. That's why we've fought hard to stop repeated attempts to pass this insidious tax.

$$\text{Sales volume value} \quad \$ \quad \boxed{} \quad \times \quad 0.07 \quad \times \quad \% \quad = \quad \$ \quad \boxed{\text{Your savings}}$$

Example: \$2,000,000 (sales volume value) X 0.07 = \$140,000 (sales volume reduction) \$140,000 (reduction in sales) X (your take-home percentage) = \$ (your savings)

Add up your total annual savings:

When you add it all up, TREPAC is an incredibly valuable pocketbook protector. But there's always someone, or some thing, trying to get into your pocketbook. When your agents invest in TREPAC, you both get to keep more of your hard-earned money. Don't you want them to make that investment today?

$$\$ \quad \boxed{\text{Your annual savings}}$$

Here's how TREPAC protects your profitability ...



Rental Registration

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



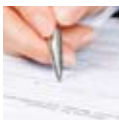
Energy Efficiency Improvements

- 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 which 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?

Other issues affecting you and your clients

“An educated agent equals informed clients.”

—Bill Jones, Texas REALTORS® Chairman of the Board

Landmark Achievements

- | | |
|------|---|
| 2009 | Transfer 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. |
| 2009 | Property Appraisals The most significant appraisal reform since 1979, provides additional oversight, uniform standards, and helps to slow down the pace of increasing property appraisals. |
| 2007 | Tax on Personal Autos Exempts personal vehicles that are also used for business purposes for the production of income from the required rendition for ad valorem tax purposes. |
| 2006 | Property Tax Reduction The largest in Texas history, reducing property taxes in excess of \$15.7 billion by the year 2010. |
| 2005 | Minimum Services Codifies regulations relating to a minimum level of service a real estate broker must provide to a consumer. |
| 2005 | Eminent Domain Protects Texans against government entities that may want to seize their private property on behalf of other private ventures that may be more lucrative. |
| 1999 | Commercial Lien Commercial brokers and appraisers may secure a commission with a lien against the property. |
| 1999 | Licensing of Mortgage Brokers Mortgage brokers for the first time are licensed by the state of Texas for the benefit of consumers. |
| 1995 | Tort Reforms: DTPA Amendments A number of pro-real estate amendments passed, including: defendant can compel a plaintiff to mediate; commercial real estate was effectively removed from DTPA liability; improved additional proof requirements on plaintiffs; and added penalties for the plaintiff's refusal of reasonable settlements |
| 1993 | Seller Disclosure Required a seller of residential property to use a promulgated property condition disclosure form, thereby decreasing liability on the seller and real estate licensee |
| 1993 | Lock Law Enhancements Superseded common-law requirements for residential tenant security by specifying what types of security devices a landlord must provide to a tenant, thereby decreasing liability on landlords and brokers. |

Join other brokers who are already on board with TREPAC



Richard J. Filip,
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 land and homeowners' rights & 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 assure a healthy, thriving climate for our industry.



Chris Rosprim,
Greater Denton/Wise Co. Assoc.
Real T Team (36 agents)

I'm proud to be a TREPAC supporter (and major donor 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 and/or higher 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 REALTOR® is not a member of the 99 Club, they should be. The benefits are cheap at twice the price.



Dan Hatfield, Bandera Co. Board
Texas Homestead Real Estate
(6 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 Assoc.
Champions Real Estate Group
(693 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, Granbury Assoc.
Century 21 Judge Fite Company
(30 agents)

TREPAC and GA efforts make me proud of the industry I work in. I'm always honored to explain what myself 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 Board
RE/MAX Austin Associates
(21 agents)

I am very pleased that so many of my agents see the benefit of being a 99 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.



Easy “How to’s” on raising awareness and money

- **Disbursement Authorization** – \$10 from every transaction will enable an agent to reach their goal with ease. After an agent has authorized an amount from each transaction to support TREPAC, send their money along with a detailed list of agents who have invested in the PAC to your local association.
- **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 and 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 those 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.
- **Dues billing** – Encourage every agent to make their annual investment to TREPAC when paying their membership dues.
- **Legislative update during sales meetings** – Have a TREPAC minute where someone from Texas Association of REALTORS® staff or your TREPAC Trustee can speak to your office about important legislative issues impacting your agents and clients.
- **1 month dedicated to TREPAC (speakers, solicitation, events, etc.)** – Why not devote an entire month to TREPAC where you can try one or all of the above activities during the week? 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.

Your PAC Trustee ... Working for you

The TREPAC Trustees are dedicated volunteers from the association just like you 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.



Chairman
Raymond Doss
Permian Basin



2nd vice chair
Kaki Lybbert
Gr. Denton/Wise Co.



1st vice chair
Edward Wolf
Houston



Past Chairman
Howard Morris
Wichita Falls



Region 1
Mindy Jackson
Amarillo



Region 3
Bruce Camp
Gr. Metro West



Sharon Williamson
Longview Area



Winn Sikes
Lubbock



Myra Oliver
Gr. Denton/Wise Co.



Region 6
Martha Worley
Odessa



Region 2
Kay Spiva
Abilene



Region 4
Beth Boles-Terminella
Ellis Hill



Region 7
Christine Seidel
New Braunfels/Canyon Lake



Michael Detrick
Wichita Falls



Leslie Rouda Smith
Collin County



Clay Ellis
Del Rio



Norman Dierschke
San Angelo



Region 5
Cody Harris
Palestine



Region 8
Christy Gessler
Williamson County

Your PAC Trustee ... Working for you



Region 8

Lisa Jones
Bryan-College Sta. Regional



Region 12

Jeff Updike
MetroTex



Region 14

Jim Dambeck
Houston



Region 9

Cheryl Barenberg
Beaumont



Judy Jones

MetroTex



Joan Berger

Houston



Michael Bryan

Lufkin



Marilyn Frederick

MetroTex



Kenya Burrell

Houston



Region 10

Nichi Dunphy
Galveston



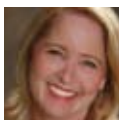
Region 13

Marietta Alba
San Antonio



Rob Cook

Houston



Region 11

Eva-Jean Dalton
Gr. McAllen



Jackie Galvan

San Antonio



Region 15

David Burton

Austin



Glenda Witman

San Patricio County



Region 14

Billy Burt

Houston



Sytha Minter

Austin



Jimmy Zaplac

Victoria



Cameron Hill

Houston



Region 16

Karen Porter

Gr. El Paso



Region 12

Chandra Karlen
MetroTex



Deborah Spangler

Houston

To contact your PAC trustee or Texas Association of REALTORS® staff,
please visit www.TexasRealtors.com/AB/committees/trustees.cfm

REALTOR® Party

We are the REALTOR® Party: an energized movement of real estate professionals fighting to keep the dream of homeownership alive for this country. 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 this state and country of ours. 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 their 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.

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.

Call for Action Centers

Register to receive e-mail alerts when you're needed to e-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.

Useful tools and resources

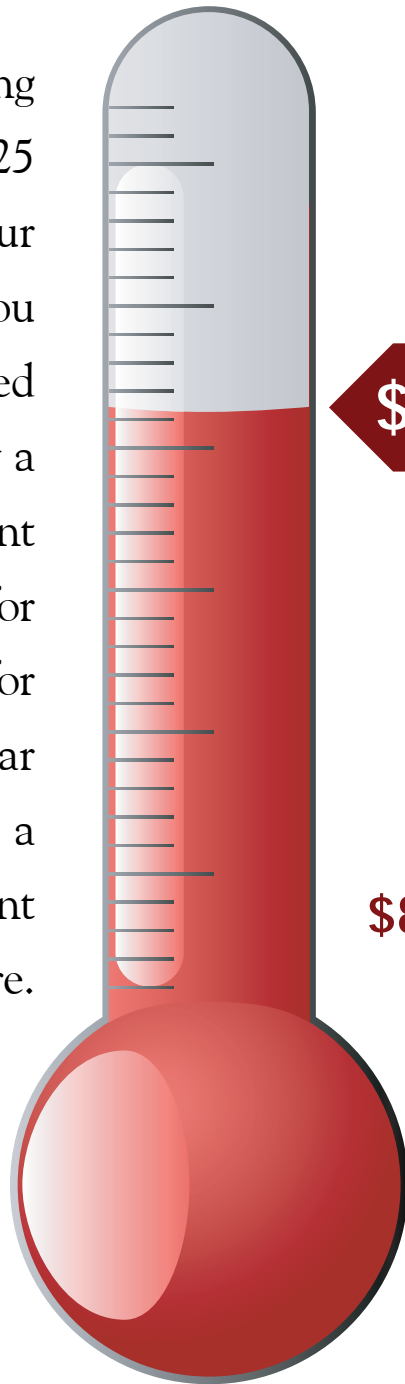
Spread the Word / TREPAC – Useful fliers and tools to help spread the TREPAC message. <http://www.texasrealtors.com/spreadtheword/>

NAR Broker Involvement Program – Empowers broker owners to alert your agents to key REALTOR® issues. <http://www.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. <http://www.realtoractioncenter.com/realtors/>

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.



\$2,750

Take it one step further and encourage each agent to invest \$110 each.

\$875

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

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