

You Are Not Alone

During 2011 the Taos County Association of REALTORS® encountered two issues that were successfully resolved thanks in part to the resources of NAR and RANM.

John Kejr, 2011 Taos President, shares his experiences in this issue's Governmental Affairs article.



John Kejr, 2011 Taos County Association President

2012 starts not just a new year, but new leadership for our local REALTOR® boards. While some will have a quiet year with few new significant issues, others will face extreme challenges like

I did during this past year with my role as the president of the Taos County Association of REALTORS®. We faced the deliberate clouding of titles of thousands of properties by land grant activists and a county administration intent upon requiring conservation easements and deed restrictions in addition to more mundane issues.

Remember you are not alone. Here are some thoughts that I have as to what your board can do when you face new and difficult challenges.

Use RANM

The state association has resources and the expertise to help its members not just on state issues, but also when your board needs help.

This year, at 4:00 p.m. one Friday afternoon, I called an emergency meeting of our membership for the next Monday afternoon when it became clear that the newspaper was going to come out with information about the title issue mentioned above that was going to devastate our community – and I wanted our members to be prepared. I sent a series of panicked e-mails and phone calls to EVP Steve Anaya, RANM attorney Ashley Strauss-Martin, President Teresa Ramos, and NE DVP Gary Wallace saying “I need you here – we have a huge problem!” Steve, Ashley, and Issues Advocacy Fund Committee Chair Carol Bernstein came at short notice and showed us RANM’s concern, willingness to assist, and help us formulate strategies.

For any issue relating to your county and local governments, talk to Mary Martinek, Government Affairs Director at RANM. We tend to think that RANM’s efforts are concentrated only on what goes on in the Santa Fe Roundhouse – but that’s not true. The state has many resources available – financial and otherwise. Issues new to your board have probably happened elsewhere and Mary knows how to respond to them. Use her.

Use your District Vice President as your

contact to the executive committee. Gary Wallace was terrific to work with this year. Let your DVP know what you need and don’t hesitate to ask for help.

Use NAR

NAR has set up numerous programs and substantial resources to assist local associations, yet according to people there, they are under utilized. The following assisted us this year at no cost to our local board:

The Land Use Initiative. Upon request, NAR will review any proposed land use legislation and send it to the law firm of Robinson and Cole for detailed analysis if they believe that property rights or our ability to conduct business are threatened. They provided us excellent arguments that we used to defeat the county’s onerous requirements restricting future development of irrigated lands.

NAR Government Affairs Directors Training and Consultation Program (GADTAC).

NAR provided and paid for a consultant to advise us through our battle with the county officials on the irrigated land issue. He counseled us on the positions that we should take to be effective and was prepared to assist us in a very extensive public advocacy campaign to alert our community. Fortunately our efforts in placing articles and letters in the local media, and strategic phone calls, created enough public pressure to have the county remove from consideration our areas of concern and did not require more drastic action. But we were prepared for a much more intense effort if needed.

Use Your Local Association Executive

I don’t know how I could have survived this year without having our association

executive Cherry Moñtano as a key portion of our team. Like other AEs, she has the experience, training, and resources to help through problems.

Set up President’s Advisory Groups

For both of my big challenges this year, I relied on members chosen for their specific areas of expertise and experience to advise me and our board. They were invaluable. They educated me, validated some of my ideas, and completely corrected me on others. They kept issues from completely consuming my time and allowed me to remain focused on my business of selling properties.

Prepare Yourself and Your Board for the Future

Big challenges are much more manageable when you know how to face them and about the tools that you have to do so. I recommend the following:

1. Attend RANM conferences – both the leadership session in January, and the fall conference.
2. Participate in the August Leadership Summit in Chicago with your Association Executive. As NAR pays your association to cover costs involved, the only investment is your time. Here you learn what NAR can do for you when needed and how to work with your AE.
3. Leadership Training offered by NAR and RANM. These outstanding programs improve skills, create confidence, and educate you on resources available.

I wish all association leaders a terrific 2012 and success in your challenges. Be prepared and reach out to others when needed and you should have a great year whatever may come your way.



Government Affairs articles are researched and written by Mary Martinek, RANM Government Affairs Director and Chief Lobbyist

New Mexico’s Legislative Session begins January 17.

Make sure you make your appointments to visit with your elected senators and representatives when you’re in Santa Fe for RANM meetings.

RPAC-NM

2011 RPAC awards will be presented at the Thursday luncheon held during RANM’s January meetings.

RANM had a successful 2011 fund raising year, and the trustees have already begun working on their fund raising plan for 2012.

NAR 2012 goals for New Mexico are:

- Fair Share Goal: \$86,160
- Leadership Challenge Goal: \$143,600
- Major Investors: 60
- President’s Circle Members: 6



Sterling R



Tim House
CARNM

RANM is pleased to add **Tim House** to our list of Major Investors for the 2011 RPAC fund raising year.

Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your state PAC reaches its RPAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after the state PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates.