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2016 REALTOR® Legislative Meetings, DC

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### **Data Strategies Committee**

- 1) Congress is pushing for a required energy rating for houses being listed/sold. Concern is it would eventually become an appraisal and underwriting requirement which would continue to complicate the home buying process. Our committee recommendation is to be proactive and reach out to congress from a NAR standpoint that NAR can make it a requirement of its members to hopefully eliminate more Mortgage lending legislation. It would be in a form of an “Energy audit” much like a home inspector there would be a business that would rate the efficiency of your clients home. There are some resources out there right now like [myutilityscore.com](http://myutilityscore.com). It was also discovered that a new home style energy loan is now available through Fannie Mae. On a loan to value of 95% a buyer could qualify for \$3,500 in energy saving work on the property.
- 2) A long discussion was placed on peer reviews for any and all leadership positions with NAR
- 3) Worked on what would be the require “performance indicators” for NAR committee’s
- 4) Making sure there is a good diversity of skill sets for NAR Committee’s
- 5) Including consumer reviews with committee applications
- 6) Member vs Consumer Data sharing including- Political reasons, production, Disciplinary actions, NAR guidelines (Local vs national)

### **Other information from DC**

- 1) Instead of calling them Affiliates a lot have changed the name to Business Partners
- 2) Auto pay credit card billing for membership, mls, etc was overwhelmingly positive experience
- 3) Importance of having a state leadership academy
- 4) RPAC fund raising events- karaoke with paying to make someone sing or they have to pay not to sing, pay for immunity beads, etc. Very successful and fun
- 5) Instead of a “YPN” calling it a Association advisory committee to influence new ideas from agents new to the business and doesn’t have the stigma of having to be a certain age range
- 6) Speed dating scenario for new agents to have an opportunity to spend 60 secs with an experienced agent(s)

- 7) Short video on association website for each committee to explain what it does.
- 8) Google group calendar for committee members