

# Ohio Association of REALTORS®

## RPAC Reference



### Questions? Contact:

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The Ohio Association of REALTORS®  
200 East Town Street  
Columbus, OH 43215



## What is RPAC

It's the REALTORS Political Action Committee. Its goal is to organize the members of our organization as a concerned, involved political action constituency. RPAC raises voluntary funds from members for use in making contributions to political candidates at the federal, state and local levels.

**I ALREADY CONTRIBUTE TO THE CANDIDATE OF MY CHOICE, WHY DO I NEED RPAC?** You should contribute to the candidates and party of your choice. However, RPAC provides you the additional opportunity to have a local, statewide and nationwide impact on the election of candidates who will shape legislation that affects our lives and the way real estate professionals conduct business all across the country. It is a collective voice of our industry.

**WHY DOES RPAC NEED ME?** RPAC means working together. Historically, only about 15-18 % of all members contribute to RPAC, in 2007 roughly 40% of OAR members contributed to RPAC. We've made some improvement, however, that still means that more than 50% of our members are counting on others to carry the whole load. If every member does his or her share, REALTORS® everywhere will benefit.

**WHO DECIDES WHICH CANDIDATES RPAC SUPPORTS?** OAR RPAC Trustees make this determination for state legislative candidates. At the state level, there are 13 Trustees appointed by the OAR President. The Trustees count on the input from Local Boards, who interview the candidates and make recommendations, to help them make the contribution decision. Local Boards make all decisions regarding candidates at the local levels. For U.S. Congress and Senate, the NAR RPAC Trustees, based upon recommendations from the local boards and the state, make the decisions. **Every dollar contributed to RPAC goes back to candidates!**

**DOES RPAC SUPPORT DEMOCRATS OR REPUBLICANS?** RPAC is nonpartisan in its selection of candidates, it supports the REALTOR Party. The voting record, the candidate's agenda and quality of each candidate, plus the recommendation of Local Boards, determine who gets RPAC support.

**IS RPAC LEGAL?** Yes!! RPAC has been in existence since 1969, and is in full compliance with the law. PAC's have been authorized by congressional acts and state election laws. You can't get much more legal than that.

**ARE RPAC RECORDS CONFIDENTIAL?** There's nothing secret about RPAC. Accurate records are kept and reports are filed of all contributions five times a year with the Secretary of State's Office. Those reports become part of public record.

**DOES RPAC "BUY" VOTES?** Buy votes? NO! Make no mistake, most candidates and officeholders are honorable people whose votes are not for sale. RPAC contributes to candidates who are knowledgeable and fair and who will at least listen to the REALTORS point of view.

### How is RPAC Distributed?

- 70% To OAR RPAC and Local Boards for support of state and local candidates
- 30% To NAR RPAC for support of Federal Congressman and Senators and the Political Action Fund

### Frequently Asked Questions

**Are There Any Limitations On The Period Of Time When RPAC Contributions Are Received And Deposited?** Yes, according to the law, the agent or other representative of RPAC (that person authorized at the state level to deposit the money) is required under 103.3 of the Federal Regulations to deposit all contributions in the appropriate State RPAC account within ten days receipt of the contribution. **Also note that a Local Board must forward all contributions of \$50 or more to the State PAC within ten days of receipt of the contributions. The Local Boards must also forward all receipts of less than \$50 to the State PAC within thirty days after they are received**

**Are Cash Contributions In Excess of \$100 Legal?** Cash contributions can be accepted by RPAC but only up to a total of \$100 per contribution from any member. Any amount of cash contribution over \$100 must be returned promptly to the contributor. Anonymous contributions are permitted, but should be discouraged. Any amount contributed anonymously over \$50 must be disposed of promptly, in any lawful manner unrelated to any federal election, campaign or candidate. The Local Board should convert all cash contributions to cashier's check or money order before being transmitted to the State Association. Check with OAR or your Local Board staff to determine how best to handle excess cash contributions.

## Frequently Asked Questions – cont.

**Who Can Contribute Merchandise or Services** -- No item of value may be donated for sale at an RPAC auction except by those who can legally contribute to RPAC-NAR members and executives, administrative, or management personnel of the Association.

**Consigned Items** -- Some RPAC auctions receive artwork or other items on a consigned basis at a floor price. If the bidding exceeds the consigned price, the item will be sold to the highest bidder, the consigned price paid to the artist or consignor, and the remainder of the bid price will be contributed to RPAC. If the bidding does not reach the floor price, the item is not sold but is returned to the consignor. In either case, no contribution to RPAC is deemed to be made by the co-signor.

**Who can purchase auction items?** -- The purchaser of an item at an RPAC auction is deemed to have made a contribution to RPAC, even where a portion of that price is paid to an artist or other consignor. Therefore, you must not sell any auction items to an organization or person not permitted to contribute to RPAC, nor should you ask any non-solicitable person to bid or purchase an auction item. Properly organized and conducted, RPAC auctions can be a successful way to raise RPAC funds, but several potential disadvantages must be considered.

**Who Can I Solicit For RPAC Contributions and What Is A Solicitation?** -- Only members of the National Association of REALTORS® can be solicited. Unsolicited contributions can be received from non-members who wish to contribute on their own accord. Law however, prohibits solicitation of such contributions. The Federal Election Commission provides strict guidelines for determining who can be solicited to contribute to RPAC. The FEC defines the "solicitable class" in RPAC fundraising as individual members of NAR, as well as the executive and administrative employees of the various REALTOR® Associations at the national, state and local levels. Non-executive and non-administrative may be solicited only within certain limitations, as discussed below. Members' employees who are not themselves members of NAR are not excluded (i.e., secretarial staff for non-members sales-persons in a REALTOR® firm) and may not be solicited for RPAC. For FEC purposes, "members" are all persons who currently satisfy the requirements for membership in the National Association of REALTORS®. Article III, Section 1 of the Constitution and Bylaws of NAR defines members as State Associations, Local Boards, REALTORS® and other individuals meeting certain specific requirements. The definition of membership includes the requirement that the person have membership rights, including the right to vote or to have a voice in Association direction, affairs, control over its officers, and an obligation to sustain the organization with regular financial contributions. This definition also applies to affiliate members. Executive, administrative, or management personnel employed by the Association at any level, (including State Associations and Local Boards), who are paid by salary rather than on an hourly basis, and who have policy-making, managerial, professional, or supervisory authority, may be solicited at any time in any fashion.

On the other hand, employees of the Association at the national, state and local levels who are not in executive, administrative, or management roles may be solicited for an RPAC contribution only in accordance with Federal Election Commission Regulations set forth at 11 CVFR 114.6. This provision requires: (1) that the solicitation be in writing; (2) that it be sent only by mail addresses to the employees' residence; (3) that the employee be informed that the names of those who do not contribute cannot be given to the Association; and (4) that the employee is informed that he/she may maintain anonymity for single contributions aggregating less than \$200 per calendar year by forwarding the contribution to a "custodian" who, under a special "custodian arrangement", will receive contributions on behalf of the Association; and (5) that such solicitations be distributed not more often than twice yearly. The Association is required by federal law to appoint a non-related custodian for the receipt of such contributions and to inform its employees of the identity and location of the custodian.

It is important that the employee understand that the custodian must keep a record of the names and addresses of all contributors; however, so long as the individual contributions are kept under the designated amounts, the custodian will not be permitted to disclose the identity of the individual employees to the Association. Because of the complexity of this procedure, legal counsel should be consulted prior to any State Association or Local Board solicitation of non-administrative, non-executive or non-managerial personnel. Because of the restrictions on who can be solicited, the question of what constitutes a solicitation becomes very important. This issue most often arises when an organization publishes articles on its PAC, or reproduces contribution forms in the organization's newsletter, magazine, or other periodicals, some of which may go to individuals not in the solicitable class. The question can also arise when such items as RPAC T-shirts, posters, coffee mugs, caps, or other items are displayed and offered for sale to benefit a PAC at conventions or meetings where non-solicitable persons.

When using Association periodicals to assist RPAC, two questions must be asked:

1. Is the article merely an informational piece or is it a solicitation?
2. Who receives the periodicals? If an article is informational only, it may be published in Association publications, which is distributed to non-members.

However, in several instances, the FEC has taken a very strict view of what constitutes "informational". If an article about RPAC contains more than a simple statement as to how much money has been collected, the number of contributors, or details on where additional information about RPAC may be obtained, it would probably be defined as merely informational, and would therefore, not constitute a solicitation.

If an article encourages readers to support RPAC or provides information on how to contribute to RPAC (including a contribution form, for example), then that article would constitute an RPAC solicitation. If it is determined that an article constitutes a solicitation, then the distribution of the periodicals in which the article is printed becomes very important. If the publication is distributed to non-members, it would constitute an illegal solicitation. The FEC has, however, provided an exception in the case of materials distributed to a de-minimums numbers of Congress or other persons, such as members of Congress or other persons, such as members of Congress or other government officials who receive Association publications as a courtesy. Distribution of such material will not be deemed an illegal solicitation, if: it is distributed to a de minimis number of non-solicitable persons, which the FEC has construed to mean less than 3% of the total distribution. A clearly visible notice is printed (preferably in contrasting print), indicating that the solicitation is intended only for members of the Association and the contributions from non-members will be returned. \*A sample notice could be as follows:

**"Information being provided herein with respect to RPAC is being provided for informational purposes only and is not a solicitation for contributions to RPAC."**

A screening mechanism is established to examine contributions received via the solicitation to determine if they are from non-solicitable person and to return those which are from such persons.

### **To stay clear of improper solicitation:**

1. Avoid running RPAC articles in periodicals distributed to non-members.
2. Avoid the promotion of RPAC in the presence of non-members.
3. Even though contributions to RPAC may be accepted, though not solicited, from anyone who chooses to contribute, return all contributions from individuals who are not in the solicitable class.

## Frequently Asked Questions – cont.

### ***Is There A Tax Incentive In Contributing To RPAC?***

No. Due to the passage of the Tax Reform Act of 1986, federal tax credit for political contributions has been eliminated.

***Do I Need To Inform The Contributor Where His/Her Contribution Is Going?*** Yes, as required by federal law, the contributor should understand the following information. Seventy percent of their contribution will be used at the state and local levels by the State PAC and the remaining thirty percent will be provided to National RPAC for support of federal candidates. This thirty percent portion used by National RPAC will be charged against the applicable contribution limits of the federal law for an individual under 2 USC Section 441a, which allows a \$5,000 maximum aggregate contribution limit to RPAC from individuals in any calendar year.

***Why Must I Provide Information On The Contributor?*** Since National RPAC files the required reports with the Federal Election Commission, information such as name, address, occupation and amount of contribution must be maintained for auditing purposes. The law requires that such information be retained on files for all contributors.

***If A Member Of The Association Donates An Item To RPAC For An Auction, Is He Or She Entitled To A Political Contribution Credit?*** No, Internal Revenue Code defines "political contributions" to include any contributions of gifts of money, or property, or services. Therefore, when an individual donates property to RPAC, he is not entitled to consider the value of that property as a political contribution. Although the specific question has not been raised, it should be noted that, pursuant to Internal Revenue Code S84, if any person contributes appreciated property to a political organization, the contribution is considered a sale of the property. The individual would then be taxed on the amount by which the fair market value of the property exceeds his adjusted basis. In other words, if an individual purchased an item of property for \$100 and the property is now worth \$200 when the individual contributes the property to RPAC, he must report \$100 income to the IRS. This transfer is deemed to be a sale and the transferee will recognize either a capital gain or ordinary income, depending in the nature of the property transferred. No loss is recognized, however, if the property's fair market value is less than the transferee's adjusted basis. (Appendix #3)

***If A Member Of The Association Purchases The Donated Item At A Price Above Its Fair Market Value Is He Or She Entitled To A Political Contribution Credit Based On The Excess For The Amount Paid Over The Fair Market Value?*** No. The Internal Revenue Service has eliminated tax credits for political contributors.

## Writing Your Board's RPAC Fundraising Plan

Proper planning is an essential part of any successful fundraising drive. Raising money for RPAC requires a high degree of organization and thorough implementation of your fundraising plan. Your Board's RPAC Fundraising Plan should establish goals, time schedules and organizational structure for your campaign. It should also address the question: Who will do it? What will they do? How will they do it? When will they do it? Where will it be done? How much will it cost? Another important aspect to your RPAC plan is that it must be carefully written. It should also be in accordance with all involved, so that the roles and responsibilities, time schedules, methods and goals are clearly spelled out.

**Goals --** The very nature of fundraising demands that goals be established to define objectives and measure success. This is especially true for a course of action and to help determine progress.

**OAR's Local Board Goals --** The Local Board dollar goal will be \$10 per member. Boards can determine their own goal by multiplying the number of its membership by \$10.

**Percentage of Participation Goal -** Just as important as the total number of dollars raised during an RPAC drive, is the number of members who participate in the process. Therefore, RPAC fundraising plans should also set a percentage goal for the number of members in the Board who actually make a contribution.

**Individual Goals -** As previously mentioned, OAR's goal for each Board is \$10 per member. Some Boards set other goals in addition to this.

**Time Schedules -** The Statewide RPAC Campaign officially kicks off on April 1 and has a target completion date of August 15 and a final campaign deadline in October. Keep in mind that an RPAC fundraising drive can be and should be completed in a relatively short time span (90 days is ideal). This does not mean you should quit if you have not reached your goal because of an arbitrary deadline. Time schedules should be long enough to allow adequate time for solicitation and short enough to convey a sense of urgency, priority and importance.

**RPAC Educational Program -** A Board membership educated about RPAC will be more willing to give. Therefore, the officers and staff need to undertake several member education programs to assist with this year's RPAC drive. NAR provides numerous RPAC Web Seminars throughout the year that are very informational and helpful.

**Board Newsletter -** A newsletter, which is published and distributed free of charge to every member, could feature several articles on RPAC. The issue for April, could feature an article explaining the history, purpose, and structure of RPAC, and should include a handy contribution form. Every issue from May to July should feature a barometer-type chart indicating progress toward the Board RPAC goal. A full listing of all NAR Members, Diamond Club Members, Ohio Club Members and Capitol Club Members should be printed every other month starting in May. This information will be provided, if needed, by OAR.

**Board Meeting RPAC Presentations -** RPAC speakers should be brought in to address at least two board meetings.

**RPAC Material at All Board Meetings -** At all Board meetings, the RPAC team should have available RPAC brochures, contributor pledge cards, and sign-up sheets for members who want to work on this year's drive, or who want to be on the RPAC Committee next year.

## Local Board Entitlement Program

The purpose of the Local Board entitlement program is to allocate RPAC dollars for Local Board political purposes. Each Board receives back RPAC hard dollar funds raised in the previous year to use for campaign contributions to local candidates or issues.

A Local Board's entitlement is based on their RPAC performance. The following formula is used to calculate how much a Board can receive:

### % of Goal Reached = % of Entitlement

0 – 100% = 15%  
101% – 125% = 33%  
above 125% = 50%

The goal that the Local Board's entitlement formula is based on is the Local Board dollar goal. This is calculated by multiplying the STATEWIDE PER CAPITA GOAL by the LOCAL BOARD MEMBERSHIP. The local board membership is based on membership totals as of April 1<sup>st</sup>.

If a Local Board does not use up their entitlement money during the year, it will carry over for one year. Any entitlement money requested the following year would first be taken from this carry-over money. OAR keeps a record of all local Board entitlement. Local Boards who reach or exceed their RPAC fundraising goal in the previous year may be reimbursed for direct expenses associated with RPAC fundraising from a statewide pool of soft dollars. Boards may receive reimbursement based on 10% of their Local Entitlement dollars raised the preceding year. If Local Boards desire additional fundraising assistance with their campaign, it shall be deducted from their Hard Dollar Entitlement. All expenses must be documented.

## Local Board Entitlement Program Questions?

If you have questions regarding OAR's Local Board Entitlement Program, you can contact either:

Shauna Darfus at 614/225-6232,  
[darfus@ohiorealtors.org](mailto:darfus@ohiorealtors.org) or

Debbie Wedebrook 614/225-6212,  
[wedebrook@ohiorealtors.org](mailto:wedebrook@ohiorealtors.org)

## Dues Billing

The results of any voluntary fundraising program are directly related to the number of individuals solicited. Certain types of fundraising techniques work better than others, but regardless of method, the results improve in proportion to the number of people asked to contribute. Despite the heavy promotion of RPAC at the National, State and Local levels, it is safe to assume that a large number of members have never been asked to contribute to RPAC. Requesting an RPAC contribution on each member's Association dues statement is one way to reach every member possible through the dues billing process.

### Designing a Dues Billing Statement

Experience has shown that the most effective dues billing forms make the RPAC contribution a part of the dues paying process. No member can be forced to include the RPAC contribution with his/her dues payment and a member choosing not to contribute may deduct the voluntary RPAC amount from the "total amount due". Regardless of the form used, it must suggest a specific RPAC contribution amount. One of the principles of fundraising is that people are not likely to contribute unless they are asked for a specific amount. It is also important to note that you should never ask a member for less than he/she contributed in the past. Remember that it is always better to ask for too much than too little.

### Processing Dues Billing Contributions

At first glance, the processing of dues billing may seem complicated. However, it can be greatly simplified if certain legal requirements and procedures are kept in mind. Boards using dues billing statements can expect a large number of checks to combine RPAC contributions and dues funds. The Federal Elections Commission (FEC) has authorized the use of a special transmittal trust account to separate membership dues from RPAC contributions. Boards using dues billing statements may not receive enough combined checks to warrant establishing a trust account. Instead they may request the individual contributor to substitute any combined checks for two separate checks, one payable to dues and one payable to RPAC.

### Legal Aspects of Dues Billing

Regardless of the Dues Billing statement used, each statement must carry the following disclaimer as required by federal law: "The Ohio Association of REALTORS® collects contributions from members of the National Association of REALTORS® for the REALTORS® Political Action Committee (RPAC) for political activities. 70% of this contribution will be used at the state level by the State PAC and 30% will be provided to the National PAC. This 30% used by the National PAC will be charged against the applicable contribution limits of the federal law for an individual under 2USC Section 441a. Contributions are VOLUNTARY and refusal to contribute does not affect membership rights. A member may contribute more or less than the suggested amount."

***Remember also, the Local Board must forward all contributions of \$50 or more to the State PAC within 10 days of receipt of the contribution. Local Boards must also forward all receipts of less than \$50 to the State PAC within 30 days after they are received.***

### Contributions should be forwarded to:

REALTORS® POLITICAL ACTION COMMITTEE  
200 EAST TOWN STREET  
COLUMBUS, OHIO 43215-4648

### Corporate Contributions (Soft Dollars)

Individual RPAC contributions may be collected on corporate checks. The law states that a corporate or Board check can be issued which represents several individual contributions. Included with the check must be a list of the names and addresses of the people who contributed along with the amount of their contribution. OAR also requires that each contributor's license number be included on this list.

This law does not exclude OAR from accepting corporate checks. A Corporation may still make a contribution to RPAC. This money is used for funding issue advocacy campaigns.

## Presentation of Contributions to Candidates Rules of Thumb

**Local Candidates** - Establish an informal meeting to present the check. Those attending should include, but should not be limited to:

- ✚ Board President
- ✚ Board RPAC Chairman
- ✚ Board President-Elect
- ✚ Board E.O./Secretary

Complete proper presentation forms and forward them to the Ohio RPAC Trustees.

**State House Candidates** - Establish an informal meeting to present the check. Those attending should include, but should not be limited to:

- ✚ Board President
- ✚ Board RPAC Chairman
- ✚ Board President-Elect
- ✚ Board E.O./Secretary

Ohio RPAC Trustee in your area and the OAR District Vice President representing your area.

**Federal Candidates** - It is the policy of the National RPAC Trustees to have contribution checks to federal candidates presented to them in their home states, by OAR RPAC officials. National RPAC does not merely mail checks to a candidate's campaign address. When the National RPAC Trustees approve a contribution, a check for the approved amount will be mailed to the OAR and then forwarded to the candidates Federal Political Coordinator.

National RPAC is required to report monthly to the Federal Election Commission on all contributions to federal candidates. These reports are available for purchase from the Federal Election Commission, Washington, D.C. 20463.

## Procedure for Requesting RPAC Dollars Local Candidates/Local Issues

Local Boards may use their RPAC entitlement dollars for contributions to local candidates and local issues in the manner and amount that the local board deems appropriate. There is no approval process. However, state election laws require strict adherence by RPAC to certain disclosure requirements. Consequently, all requests for RPAC contributions from local board entitlement dollars MUST be submitted with a completed candidate contribution request form. The information contained in this form enables OAR staff to file accurate campaign finance reports with the Secretary of State, and complies with the law.

Local Boards are encouraged to use their RPAC dollars for direct campaign contributions to candidates, not issues. OAR has an **Issues Mobilization Fund**, which is designated to assist Boards who are promoting or opposing a ballot issue. Issues Mobilization Funds are corporate funds, and may not be legally used for candidate contribution purposes. At a minimum, **Boards should first attempt to secure funding from OAR's Issues Mobilization Fund for ballot issues prior to accessing their entitlement dollars.** To the extent possible, entitlement dollars should be preserved for contributions to candidates for local offices

### State Representative and State Senators

Local Boards can also recommend campaign contributions for the State House officials. These would include state representatives and state senators or candidates for these offices. Such recommendations do not count against a Board's yearly entitlement and these must be reviewed and approved by the Ohio RPAC Trustees. Remember when making recommendations for state legislative candidates that:

- ✚ The proper forms must be completed and signed by the Board President and the Local RPAC Chairman.
- ✚ The dollars, which can be contributed to these candidates, are dependent upon how much money has been contributed to their fundraisers during their term in office.
- ✚ Voting records and other pertinent information are available to help guide these decisions.
- ✚ OAR Public Policy Staff deal with these people on a very consistent basis and they will be providing input to the OAR RPAC Trustees regarding these contributions.
- ✚ These funds can be used for either election contributions or for attending fundraisers for the candidates or officeholders.

### Federal Offices

There are two main types of contribution requests for federal candidates (U.S. House of Representatives and U.S. Senate). They are requests for in-state fundraisers for sitting congressman or senators, and campaign election contributions.

**In-State fundraisers** held in Ohio, Local Boards, in conjunction with the Federal District Coordinator (FPCs) can request funds to attend these events, keeping in mind the following:

- ✚ The appropriate forms must be completed.
- ✚ Forms should be forwarded to the Ohio RPAC Trustees, who must approve and then forward them to NAR.
- ✚ Requests will be handled on a first-come first-served basis.
- ✚ State RPAC Chairmen must contact NAR to discuss and receive authorization (paperwork must also be sent).
- ✚ State RPAC Trustees retain final authority within established limits.
- ✚ NAR's RPAC Department cuts the check and mails it to the state.
- ✚ The OAR RPAC Trustees will then forward the check to the FPC with copies to the Local Board.

**Campaign election contributions** for federal candidates may be requested by Local Boards but the Boards must keep in mind the following:

- ✚ The appropriate forms must be completed.
- ✚ Forms must be forwarded to the OAR RPAC Trustees, who must approve them and forward them to NAR.
- ✚ RPAC may contribute a maximum of \$5,000 to any one election under federal law.
- ✚ RPAC may make a deficit contribution, provided that contributions, when combined with any previous contribution for the election involved, does not exceed the \$5,000 limit.
- ✚ Any money spent to purchase tickets for receptions must be applied to a specific election.

Exceptions for candidates who are REALTORS® can be made and support for REALTORS® can be given, if it is the individual's first try for election. Second and/or subsequent election attempts shall merit additional information before support is given or denied. Maximum consideration shall be given to active REALTORS® candidacies.

## NAR RPAC Fundraising Grants for Local Associations

NAR Contact: Jessica Naake (202/383-7510)  
NAR RPAC Fundraising Grants help state and local associations increase their RPAC fundraising receipts and RPAC participation. Associations may apply for grants of up to \$5,000 annually to be used for fundraising purposes, such as a special fundraising event (auction, Miss RPAC contest., etc.); fundraising video or DVD production and distribution; distribution of fundraising materials; or RPAC messaging for new member orientations.

## NAR RPAC Major Investor Event-Based Fundraising Program

Contact: Christopher Nave (202/383-1286)

NAR's Major Investor Event-Based Fundraising Program is a hands-on initiative that provides an innovative approach to emphasizing the value of RPAC in an exclusive and customized setting. In collaboration with state and local associations and state leadership, NAR works to identify REALTORS willing to support RPAC as a Major Investor and host personalized events designed to explain the connection between legislative successes and RPAC contributions. NAR staff is qualified to provide detailed structural support, handle all event logistics and supply all of the assistance necessary to produce a RPAC successful event. During these NAR sponsored events, attendees get a special legislative briefing from REALTOR staff, have the opportunity to ask questions about RPAC and receive a comprehensive explanation of RPAC Major Investor benefits. The events are 100 percent NAR-sponsored and 70 percent of all proceeds go directly to the state or local REALTOR association. This program has resulted in thousands of RPAC dollars raised nationwide and numerous new Major investors.

## Awards Programs

Local Boards are divided into five categories of similar size for the RPAC contests:  
0-199 members;  
200-649 members;  
650-899 members;  
900-2,250 members; and  
2,250 or more members.

These categories will allow for equitable competition among boards. Boards will be competing only with other Boards who have the same or similar campaign resources. There are four statewide RPAC contests. First place in each contest will be awarded to one board from each category.

The four contests are:

- ✚ **Total Dollars Raised:** This contest is based strictly on the aggregate number of dollars raised by each board by the RPAC year-end deadline in October.
- ✚ **Per Capita:** This contest is based upon total dollars raised by the RPAC year-end deadline in October, divided by its membership (as of the OAR April 30 membership report).
- ✚ **Percentage of Membership Contribution:** This contest is based upon the number of individuals contributing from a Board by the RPAC year-end deadline in October, divided by the board's membership as of the OAR March membership report.
- ✚ **Overall Performance:** First place will be awarded in each category of the best overall performance by a Board. This will be determined by a point system, based upon the top three (3) points being forwarded to first, two (2) to second, and one (1) to third.

Local Boards, who reach 100% of their goal by the August 15, will be recognized at the Annual OAR Convention. PLEASE NOTE: The deadline for all RPAC contributions varies depending on NAR's year-end campaign deadline, but is generally mid-October. Contributions must be in the OAR office by October 1 in order to qualify for the current year totals awards. Unfortunately, no exceptions can be made.

## OAR and NAR RPAC Awards Programs

RPAC has long subscribed to the belief that those members who make sizeable RPAC contributions deserve special recognition for their efforts. The individual RPAC Awards program is designed to provide that recognition. The criteria for the OAR and NAR Awards programs are described below:

- ✚ **NAR Sterling R Member** -- a contribution of \$1,000 in a year. The awards are distributed through OAR. First time contributors will receive a plaque and a pin with one diamond. A pin with a diamond for each year of contributions will be awarded annually.
- ✚ **NAR Crystal R Member** -- a contribution of \$2,500 in a year. The awards are distributed through OAR. First time contributors will receive a plaque and a pin with one diamond. A pin with a diamond for each year of contributions will be awarded annually.
- ✚ **NAR Golden R Member** -- a contribution of \$5,000 in a year. The awards are distributed through OAR. First time contributors will receive a plaque and a pin. A pin with a diamond for each year of contributions will be awarded annually.
- ✚ **NAR President's Circle** -- A yearly commitment of \$2,000 in personal funds only in addition to the RPAC Major Donor investment at the Sterling, Crystal or Golden R levels. President's Circle members contribute directly to REALTOR-friendly candidates at the federal level.
- ✚ **NAR RPAC Hall of Fame** -- The Hall of Fame recognizes dedicated members whose RPAC investments total an aggregate lifetime amount of at least \$25,000. Members are installed at the Midyear Meetings the following year in Washington, DC. President's Circle Contributions may be counted toward Hall of Fame Status
- ✚ **OAR Diamond Club Members** -- a contribution of \$500 in a year. The pin is a gold, State of Ohio shaped pin with "Diamond Club Member" and the year engraved with one diamond for each year of contributions.
- ✚ **OAR Ohio Club Member** -- a contribution of \$200 in a year. The OAR Ohio Club Member pin is a gold, state of Ohio pin with the year placed on the pin to distinguish the pin annually.
- ✚ **OAR Capitol Club Member** -- a contribution of \$100 in a year. The OAR Capitol Club pin is a silver State of Ohio pin with year placed on the pin to distinguish the pin annually.

Established in 1910



OHIO  
ASSOCIATION  
OF REALTORS®

