



Frequently Asked Questions

Q. What steps were involved in the 2019 NAR budget process?

A. Each Senior Vice President/Group Team Leader and their teams reviewed their programs, cutting costs for efficiencies whenever possible. NAR CEO Bob Goldberg, who examined every program and initiative, then reviewed the budget. The 2019 NAR budget was then presented, reviewed and approved by the Budget Review Committee and the Finance Committee. This budget will be presented and approved by the NAR Board of Directors on May 19 at the REALTORS® Legislative Meeting in Washington, D.C.

Q. What are the S.M.A.R.T. Initiatives?

A. The **Strategic Measures Advancing REALTORS® to Tomorrow** include \$35+ million in new NAR programming as follows: \$6 million for NAR occupancy costs, \$7.5 million for forms/transaction management platform, \$2 million for new Commitment to Excellence Program, Financial Wellness/Retirement Program and Strategic Business Innovation initiatives, \$20 million for REALTOR® Party Programming.

Q. What is the amount of the proposed 2019 NAR dues increase?

A. This investment for our members' future is \$30, which includes the following components: \$17 dedicated to REALTOR® Party programming and \$13 for operating programming. The total dues amount will be \$150/member. The 2019 budget is based on 1.3 million members.

Q. What is included in the \$20 million for REALTOR® Party Programming?

A. The REALTOR® Party Programming includes new/enhanced activities, issues mobilization, state/local independent expenditures, campaign services, RPAC direct fundraising, consumer advocacy outreach, federal public issues advocacy, and federal independent expenditures. 75% of the proposal dues increase is allocated to state and local services. 25% is allocated to federal advocacy.

Q. How are we informing members about the S.M.A.R.T. Initiatives and the proposed 2019 NAR budget?

A. We are being transparent in all communications. nar.realtor/smartbudget is the dedicated web page for this initiative – this site includes all related information and the downloadable S.M.A.R.T. Initiatives brochure. The NAR Leadership Team will be speaking at many events now through the May meetings.