



## Arizona REALTORS® Key Contact Program

*In-District Advocacy Toolkit*

### **Overview**

As a Key Contact, you are the bridge between Arizona REALTORS® and your assigned state legislator. Your role doesn't end when the legislative session does, in fact, the months following session are some of the most valuable for relationship-building. In-district meetings provide a chance to engage your legislator one-on-one, reinforce our priorities, and build goodwill that can pay dividends in the next session.

This toolkit will help you plan, execute, and follow up on in-district meetings with your assigned lawmaker. Whether it's a coffee chat, an office meeting, or a community event, your engagement matters.

### **Planning Your In-District Meeting**

*Step 1: Contact Arizona REALTORS® Government Affairs Staff*

Contact Arizona REALTORS® Government Affairs staff to let them know that you are planning to schedule an in-district meeting. Reach out to them at [lpa@aaronline.com](mailto:lpa@aaronline.com).

*Step 2: Reach Out Early*

Contact your assigned legislator's office to request a meeting. Use the Legislator Search in the Arizona REALTORS® Key Contact App if needed. You can reach out via phone or email—be clear, polite, and offer flexible dates.

*Step 3: Choose a Location*

Meetings can take place at a local office, coffee shop, or even at your brokerage or office. Hosting at your workplace can help them see firsthand what REALTORS® do for Arizona communities.

*Step 4: Prepare Your Message*

Arizona REALTORS® staff will provide you with a post-session summary, talking points, and any relevant issue briefs. Keep it simple—focus on 1–2 key takeaways or local impacts of REALTOR® priorities.

*Step 5: Make It Personal*

Speak from your experience. Lawmakers appreciate stories about how policies affect real constituents. Share your business, your community, and your passion for real estate.

*Step 6: Keep It Brief and Respectful*

Legislators have limited time. Plan for 20–30 minutes. Stick to your key points, offer to be a resource, and leave behind your materials.

### **Key Contact Pro Tips**

The following insights can help lay the groundwork for a successful meeting and help cultivate a stronger relationship with your elected official:

- **Be flexible:** Meetings may be rescheduled or moved. Roll with it!
- **Be prepared:** Know the issues and bring materials. Arizona REALTORS® staff will supply talking points.
- **Make the ask:** Be direct and confident about what you'd like your member of the Arizona Legislature to do.
- **Don't stress if you don't know something:** It's okay to follow up later. We'll help.
- **Share your story:** How does this issue affect you, your colleagues, and the real estate landscape in Arizona.
- **Follow up and report back:** Feedback helps us track progress and plan accordingly for additional legislative pushes

Let us know how it went! Submit quick meeting feedback using the Arizona REALTORS® Key Contact App and our Government Affairs team can track engagement and tailor future outreach.

Keep the connection going—send a holiday card, invite them to industry events, and engage year-round.

### **Supplemental Resources**

[Arizona Legislature Calendar](#): View in-district work periods and when you can meet with your assigned state legislators.

[Arizona Senate Website](#): Learn more about Arizona State Senators, Senate leadership, etc.

[Arizona House Website](#): Learn more about Arizona House members, House leadership, etc.

[Arizona REALTORS® Key Contact App](#): View legislator information, district offices, and legislator staff, etc.

### **Share Your Advocacy**

Help us showcase REALTOR® voices across Arizona. After your meeting, share a photo or post online (no policy details, just a quick thank you or shoutout).

*Sample Post:*

Met with [@LawmakerHandle] to talk about how real estate policy impacts our community here in [City]! Proud to advocate for homeowners and property rights. #AZREALTORS #KeyContactProgram

### **Sample Thank You Email**

**Subject:** Thank You for Meeting with Arizona REALTORS®

Dear [Representative/Senator Last Name],

Thank you for taking the time to meet with me on [Insert Date] to discuss real estate and housing issues in our community. I appreciated the opportunity to share how Arizona REALTORS® are working to support homeownership, property rights, and economic growth across the state.

Our conversation about [mentioning a specific issue you discussed] was particularly meaningful, and I'm grateful for your interest and perspective. As your Key Contact, I look forward to staying in touch and serving as a resource for any real estate-related questions that may come up ahead of the next legislative session.

Please don't hesitate to reach out anytime and thank you again for your leadership and service to our district.

Warm regards,

[Your Full Name]

[Your Role – e.g., REALTOR®, Arizona REALTORS® Key Contact]

[Your City or District]

[Your Email/Phone – optional]

#### **Need Help?**

The Government Affairs team is here to support you. Reach out to them at [lpa@aaronline.com](mailto:lpa@aaronline.com) if you need help scheduling, preparing, or following up on your meeting.