

### **IMPORTANT PLEASE READ!**

My purpose and mission, as your President is to make sure we can all be successful in our businesses --- and that includes that as REALTORS<sup>®</sup>, we protect our client's property rights. We all agree, as professionals, to cooperate in sharing listings, continuing education, professional standards, and most importantly --- assisting our clients to attain and protect the cherished American Dream.

As local governments continue to try to raise money with new increases in fees and gain more control of our real estate transactions, our "RICH" industry IS THE TARGET and our effective Government Affairs department has been very busy protecting our business. Here are just a few critical issues that we have been fighting on your behalf:

- NO MORE "AS IS" SALES Dolton tried to outlaw "as is" sales and force homeowners to a bureaucratic process so difficult, the marketplace slowed to a standstill. Deconversions of Legal Non Conforming properties. Calumet City engaged in "takings" & forced owners to devalue properties. We sued, **WE WON.**
- TRANSFER TAXES TIED TO HOME SEARCHES West Chicago, Glen Ellyn and Bensenville are a few of the towns that recently have decided that the fourth amendment freedom from search and seizure does not apply to them.
- TRANSFER TAXES WITHOUT REFERENDUM Countryside, West Chicago, Riverdale, and Aurora have all decided that they will ignore state law unless the REALTOR<sup>®</sup> Association sues them.
- BUSINESS TAXES FOR REALTORS<sup>®</sup> Despite state law reserving regulation of Real Estate licensees to the General Assembly, towns are asking you and me to pay another business or license fee to them.
- SIGN FEES Many towns attempt to make REALTORS<sup>®</sup> stand in line and pay fees to put a sign on private property – We fight to preserve this right to put a sign in your own yard!

If we do not stop these and future legislative actions against our business before they are passed, it will be impossible to overturn after the fact. If passed, these ordinances will spread to other municipalities like a terrible disease. In 2006 (so far), we have spent more than \$470,000 on these and other governmental initiatives.

**WE HAVE AND MUST CONTINUE TO TAKE AN AGGRESSIVE APPROACH TO PROTECT OUR CLIENTS AND OURSELVES.**

The enclosed DUES BILL has two important changes: the IAR legal advocacy program and RPAC (REALTOR<sup>®</sup> Political Action Committee). Together those items make this continued fight possible. Advocacy is required by IAR.

**RPAC IS VOLUNTARY, BUT IN MANY WAYS, MORE IMPORTANT.**

RPAC gives our association the financial tools to be able to encourage good legislators and good government... and to aggressively fight the bad. Not donating to RPAC could ROB us (as real estate professionals and every client you serve) of the resources we need to watch out for and take action against this crippling legislation and the legislators that try to bulldoze it through.

I am appealing to you for your help so that we can continue our fight. Please pledge your 2007 fair share support of at least \$50 to RPAC, more if you can afford it. I would never ask you to do something I would not be willing to do. Knowing the importance of this, this year I pledged \$1,000 to our cause. Please, just about \$4 per month will help us keep it going.

Thanks for your continued confidence and support,



Dean Rouso, ABR, CRS, GRI, Broker-Associate and President  
REALTOR<sup>®</sup> Association of West-South Suburban Chicagoland