

RCA IS DELIVERING ON THE PROMISE

REALTORS® Commercial Alliance (RCA) - The commercial division of NAR

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SACS – Share a Commercial Success

Commercial Association of REALTORS® Oregon/Southwestern Washington

“Grip and Grin” to Raise Money for RPAC and CARPAC

The Commercial Association of REALTORS® Oregon/Southwestern Washington holds three regular events and one major event each year and through this process raised a total of \$18,000 in one year.

For the “Grip and Grin” we choose a location which is usually in a developers’ building somewhere in the Portland area. The developer pays for all of the beer, wine and finger food. For one event we had a state senator come and speak on the health insurance bill passed by the State of Oregon for the Oregon Association of REALTORS®. The politicians usually arrive early so can they meet and greet the commercial members. Shaking hands equates to the “Grip” and “Grin” is associated with our reaction to meeting them, they then talk about the issues of the day.

Since our PAC supports only local politicians during a race we will have the candidates come and speak to us about why we should support them financially and with our votes. We have done this with several of the local races in the metro area. We raise money by asking for a \$35.00 donation at the door which allows us to contribute 100% of those dollars to the RPAC and CARPAC. We have anywhere from 80 to 100 people at the events.

The last event of the year is the Gala Event, held in December, which draws up to 150 attendees. The format is the same, we invite politicians to speak and have them visit with our members before the event starts. The evening is set up as follows: cocktail time from 5:00 PM to 7:00 PM, dinner served at 7:30 PM. During dinner we introduce the President of CAR who welcomes everyone. We then introduce the Lobbyist from the Oregon Association of REALTORS® who in turn introduces the speakers. We also try to have politicians who have assisted us through the year and we recognize them with a plaque from the Commercial Association. In December 2007 we had two speakers talk about what they are doing for the real estate industry. For the final part of the program we put on a game show where we pose silly questions. The contestants are made up of developers, attorneys, and heads of Commercial Brokerage firms. The game gets quite competitive but it is enjoyed by all. The contestants are given a prize; in 2007 it was an engraved letter opener. From this event, we raised approximately \$7,200.

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