

IAR RPAC Fundraising Seminar

January 21, 2014 1 p.m. to 3:30 p.m.

AGENDA

- 1 1:05 p.m. Introductions
 - Jenni Beck, Political Fundraising Working Group Chair
 - Hugh Rider, Political Fundraising Working Group Vice-Chair
 - Dan Wagner, Major Investor Working Group Chair
- 1:05 1:10 p.m. Welcome Remarks
 - IAR President Phil Chiles
- 1:10 1:40 p.m. Building a PAC Culture
 - Leslie Cantu, Director of RPAC Fundraising, Texas Association of REALTORS®
- 1:40 2:10 p.m. Identifying Likely RPAC Givers
 - Dan Ball and Ben Fairbrother, SGS, Inc.
- 2:10 p.m. Break
- 2:25 3:25 Break-"in" Sessions with Q&A (30 minutes each)

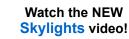
RPAC Fundraising Do's and Don't's

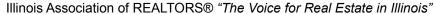
- Staying "Legal" with Your Raffles and Events Jane Saunders, NAR
- Utilizing NAR and IAR Grant Resources Jane Saunders, NAR

Making RPAC Fun

- Fundraising Ideas from Across the Nation Jane Saunders, NAR
- Fundraising Ideas from Across the State REALTORS® Jim and Karen Barbagallo, Rockford
- 3:25 Preview to the RPAC Auction "Awesome '80s Raffle" Jenni Beck













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