

July Talking Points

[You can find all the information I'm speaking about by scanning the QR codes set around the room, or by visiting MIBOR.com/DivisionUpdates](#)

REALTOR ACTION DAY (RAD) (Don't read after July 15th)

Calling ALL REALTORS and Affiliates!

We know so many of you volunteer significant time giving back to the community and we want to recognize that impactful effort! On REALTOR® Action Day (RAD) **we encourage REALTORS® across the service area to plug in on one of the 15 projects already organized within the region.**

This year **RAD will take place on July 15th**, so pick a project near you and get out and volunteer in your community!

Learn more at [MIBOR.com/rad](https://mibor.com/rad)

Broker Bay Support

As the **MIBOR BLC** offers a unique property access experience, it is important that MIBOR is your contact for support. For support on any of our products or services, **please contact the MIBOR Help Desk** by opening a support ticket via our [BLC Online Help Center](#), emailing showings@mibor.com, or by phone at 317.956.1912.

MIBOR understands there has been confusion over who to contact for support of BrokerBay issues/questions and some service questions are being routed directly to the vendor. Again, **please direct support questions to MIBOR**. If you are in need of the appointment by phone service offered by BrokerBay, please use 317-218-0600.

Visit www.mibor.com/showings for upcoming feature releases and information on BrokerBay.

MPRO Certification

The MPRO certification goes beyond just the weeklong bootcamp, MPRO gets you engaged in your community and various aspects of MIBOR such as division meetings, government affairs, technology training, and economic and community development.

This involvement will help you to connect with peers, utilize technology for your business, engage with your community, and advance your knowledge of your local and national government's impact on real estate.

Register today at [MIBOR.com/MPRO](https://mibor.com/MPRO)

ECDC Projects

In late April this year, **MIBOR's ECDC invested in 11 projects around the MIBOR region, totaling \$42,000 in investments.** This was just the second round for this year's investments!

If you've got a project in your community that needs funding, MIBOR may be able to help, fill out an application today! Applications are due July 20th and will be reviewed July 28th

Learn about all the projects supported at MIBOR.com/ECDC

RPAC Projects (Only announce if RPAC trustee does not)

RPAC'S LIKE SUNSCREEN, SO YOU DON'T GET BURNED

When we say 'RPAC's got your back' we mean it!

Advocacy efforts at each level of government have **protected** your business, strengthened the marketplace, and saved your clients' money. **(CHOOSE ONE BULLETED EXAMPLE)**

- Without a voice at the table, REALTORS® wouldn't have qualified for the 20% business income deduction for pass through entities when tax reform laws were passed. Check your calculator on this one – what would equate to 20% of your business income at the end of the year **before** expenses? That number right there, has been **protected** by RPAC.
- And what good would that deduction do if legislation were enacted to add a sales tax on services and your commission? How would you be impacted if required to take 7% off your commission earnings at the end of the year and send it back to the State? Luckily IAR and partnering organizations shut that legislation down at the Statehouse last session, but we are certain to see it pop up again and again.

These are just two of many examples of RPAC wins.

Wins happen each day because you have dedicated staff at each level of government monitoring legislation, testifying on key issues, and educating decision makers on the impact their bills may have on our industry.

Your investment to RPAC is how you become a part of the advocacy and REALTOR® Party success story.

3 Ways to Invest:

- Invest in 2 minutes at mibor.com/rpac
- Mail check made to MIBOR RPAC to the MIBOR office (1912 N Meridian)
- Call Lacey, 317-956-5252, and she can take your investment over the phone

REALTOR® Foundation (Only announce if Foundation rep. does not)

This month we want to put a spotlight on a growing group experiencing homelessness in our community. **All homelessness is tragic, but homeless LGBTQ youth are in deep and immediate peril.** 40 percent of homeless young people identify as LGBTQ. Of these youths, 68% say that family rejection of their sexual orientation or gender identify is a major cause of their homelessness. **The Foundation is proud to support several organizations uniquely tailored to serve homeless youth as they grow into adulthood.** Join us in supporting the foundation and Be the Key for homeless youth today.

Please mark your calendars for Wednesday, July 27! Our friends at Ferris Property Group are hosting an online streaming telethon to raise funds for the Foundation. Tune in to watch hosts Terry Waggoner and Todd & Megan Ferris entertain the masses to raise critical funds for our annual grants. **You'll hear from REALTOR Foundation grant recipients and learn more about the impact of your donation.** Generous sponsors will offer matching donations to double your dollars!

Tune in from Noon-8 PM on Facebook and REALTORfoundation.org.