

**Tennessee Association of REALTORS®**  
**Political Coordinator Training Seminar**  
**December 6, 2005**  
**Embassy Suites Hotel**  
**Franklin, TN**

**Learning Objectives** - By the conclusion of the seminar, attendees will:

- Know the responsibilities of Political Coordinators
- Appreciate the importance of Political Coordinators in achieving TAR's legislative goals
- Comprehend the realities of our political system and the dynamics of how bills become law
- Understand how RPAC integrates with our grassroots and professional lobbying efforts
- Realize how to create, maintain, and enhance relationships with legislators and their staff

- 1:00 - 1:15 p.m.      **Welcome and Introductions**  
Jason Farmer, TAR Governmental Affairs Committee Chair
- 1:15 - 1:45 p.m.      **Panel Discussion: The Legislative Process**  
Denise Lawrence, Executive Assistant to Senate Democratic Caucus  
Chairman Joe Haynes  
J. A. Bucy, Executive Assistant to House Majority Leader Kim McMillan
- 1:45 - 2:00 p.m.      **The Role and Responsibilities of Political Coordinators**  
Rob Broome, TAR Director of Governmental Affairs
- 2:00 - 3:00 p.m.      **Panel Discussion: Establishing, Developing, and Maintaining a  
Relationship with Your Legislator**  
Senator Jim Bryson (R-Franklin)  
Senator Joe Haynes (D-Nashville)  
Representative Kent Coleman (D-Murfreesboro)  
Representative Gerald McCormick (R-Chattanooga)
- 3:00 - 3:15 p.m.      **Break**
- 3:15 - 3:30 p.m.      **Advancing the REALTORS® Agenda with RPAC**  
Richard Courtney, RPAC Trustee
- 3:30 - 4:00 p.m.      **Panel Discussion: Success Stories and Best Practices**  
Kay Crawford, PC for Sen. Douglas Henry and Rep. Gary Odom  
Victor Andrews, PC for Rep. Glen Casada  
Jason Farmer, PC for Rep. Chris Clem and Rep. Gerald McCormick