

# FEDERAL TAX LAW HURTS BUSINESS

Do you realize how harmful the new federal tax law is to your business? It's terrible legislation and really hurts your livelihood.

**B**ecause the Mortgage Interest Deduction (MID) is reduced from \$1,000,000 to \$750,000 and the state and local deductions are limited to \$10,000, fewer homes will be bought and sold. You will have fewer transactions and your commissions will be lower.

The reason we ended up with this terrible new tax law is because Congressional and US Senate Representatives nationwide did not hear from enough Association members about the negative impacts the tax law would create. Therefore, members need to pay more attention to politics. Seventy percent of CCAR members do not respond to "Calls for Action" from the National Association of REALTORS (NAR). Eighty percent of our members do not invest in the REALTOR Action Fund (RAF), which supplies the critical funding we need to lobby for our positions at all levels of government.

If you don't have a seat at the table you will be on the menu. Get involved now to protect your business.

The good news about the present tax law is that it could have been worse. The original tax proposal would have reduced the MID to \$500,000 and eliminated the entire state and local tax deduction. The reason those provisions were stripped from the final legislation was because of the intense lobbying efforts of our members who do pay attention to politics. Just think what we could do if all CCAR members were engaged in the political process!

There are two sayings which are as true today as ever before: (1) If you want to be in the business of real estate you need to be in the business of politics; and (2) If you don't have a seat at the table you will be on the menu. Unfortunately, the new tax law has put *us* on the menu because we did not get involved and protect our business.

If you are part of the inactive 80%, it's not too late to **act** and **invest**. Get involved now to protect your business from **rent control**, **transfer taxes**, **service taxes**, and the never-ending list of **governmental intrusions** into our business. | [CLICK HERE TO INVEST IN THE CCAR REALTOR ACTION FUND](#) |



BY: BARRY ZWAHLEN, CCAR RAF Sub-Committee Chairman  
CCAR Past President | 2015 CCAR REALTOR of the Year | NAR Platinum Hall of Fame |  
Member of BrokerInTrust, The Elite All Broker Real Estate Network