

# Questions & Ideas to Consider with the Upcoming Election (and beyond)

Who gets to have conversations about politics is political.

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Greater Albuquerque Association of REALTORS®

There isn't one right way to talk about politics. During this particularly tumultuous election season, you may be worried about saying anything at all. As you decide what aligns with your values, consider the following.

## REALTOR®-to- REALTOR® and Workplace Dynamics

- What are the guard rails on how people are treated in political conversations?
- Are people able to play devil's advocate on hard topics?
- Who gets to determine what "political" is?
- How have you discussed political topics with friends and family members? How did you react, how did it make you feel? How does that impact your conversations with other brokers and colleagues?
- What is the conversation around appropriate and not appropriate political comments on social media by brokers or employees?
- What methods does leadership use to hold people accountable?
- Remember: We don't get to say what topics aren't talked about, but we do get to decide how they are discussed.

How real estate is assessed has been shown to be political.

## REALTOR®-to-Client

- What is your level of tolerance for political conversations with your clients or potential clients?
- When do you decide when to speak up?
- What are you willing to lose for speaking up?
- When a client uses racial or otherwise coded language, how do you handle it? What if that client was a referral?
- How do you navigate a long-term or time-invested buyer/broker agreement whose behavior no longer aligns with your values?
- What policies are in place for brokers to feel supported if they experience political bias or harassment from clients or their brokers?
- What would you do if you needed to hand off a client who has become problematic? What will the handoff percentage be?

Who gets to land is political.

We can't say no political conversations because politics is life.

Real estate is political.