



NATIONAL
ASSOCIATION of
REALTORS®

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March 13, 2018

The Honorable Steve Chabot
Chairman
U.S. House of Representatives
Small Business Committee
2371 Rayburn House Office Building
Washington, D.C. 20515

The Honorable Nydia M. Velázquez
Ranking Member
U.S. House of Representatives
Small Business Committee
2302 Rayburn House Office Building
Washington, D.C. 20515

Dear Chairman Chabot and Ranking Member Velázquez:

On behalf of the 1.3 million members of the National Association of REALTORS® (NAR), thank you for supporting small businesses in their efforts to improve data security by introducing and cosponsoring HR 3170 (Chabot, R-OH; Evans, D-PA), the Small Business Development Center Cyber Training Act, and HR 4668 (Chabot, R-OH; Velazquez, D-NY), the Small Business Advanced Cybersecurity Enhancements Act, which are scheduled for markup Wednesday. These bipartisan bills would increase access to cybersecurity expertise for small businesses and improve the safety of their data collection and storage methods.

REALTORS® have a long history of strongly supporting efforts to protect consumers' sensitive personal information. The REALTOR® Code of Ethics and Standards of Practice explicitly acknowledge a REALTOR®'s obligation to preserve the confidentiality of personal information provided by clients in the course of any agency or non-agency relationship – both during and after the termination of these business relationships. Protection of client personal information is an important part of the trusted relationship our members enjoy with their clients. In addition, NAR has always had a close relationship with the small business community – many REALTORS® are themselves small business owners, and small businesses make up a large portion of commercial REALTORS® clientele.

NAR provides resources and training opportunities to members on data privacy and security, stressing the importance of safely collecting and retaining information from clients and safeguarding their own businesses' sensitive information. HR 3170 complements these efforts by expanding existing Small Business Administration (SBA) cyber education programs to train employees at small business development centers, and requiring that at least ten percent certify in cyber strategy counseling. It would also allow the SBA to create new cybersecurity training programs, and to certify existing education programs at the small business development centers. These additional resources from the SBA through the small business development centers – which many real estate professionals and their clients utilize – may further improve cybersecurity practices across the real estate industry. HR 4668 establishes Small Business

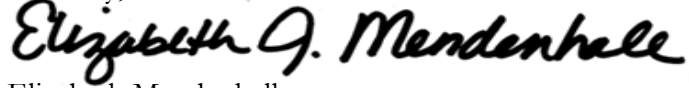


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Cybersecurity Assistance Units, which would act as intermediaries between small businesses and the federal government to share cybersecurity threat information.

NAR appreciates your work on the crucial issue of improving access to quality training and resources on data security for small businesses, and supports passage of these important bills. The Association looks forward to working with you to enact this legislation.

Sincerely,

A handwritten signature in black ink that reads "Elizabeth G. Mendenhall". The signature is written in a cursive, flowing style.

Elizabeth Mendenhall

2018 President, National Association of REALTORS®

cc: U.S. House of Representatives Small Business Committee