



**Plan now
to attend APRO's
2010 Dave Egan
Legislative Conference
February 23-25
L'Enfant Plaza Hotel
and Capitol Hill
Washington, D.C.
www.rtohq.org**



Legislation Happens

For the past 17 years, APRO members have traveled to Washington, D.C., once a year for the rent-to-own industry's Dave Egan Legislative Conference. Now, as the association commemorates 30 years as the voice of rent-to-own, the 18th annual Legislative Conference is set to bring that voice to the nation's capital February 23-25. Rent-to-own dealers, employees and vendors will unite on Capitol Hill to tell the rent-to-own story to members of Congress and their staffs. We encourage you to be a part of this lawmaking process, because—with or without you—legislation happens. ★ Representative William Lacy Clay has garnered a record number of co-sponsors for his rent-to-own bill in the House, but our job is nowhere near completion. Rental dealers and vendors need to educate more members of Congress about *all* of the issues affecting our industry. Congressional action to further regulate financial institutions could have an unwarranted and detrimental effect on the rent-to-own industry. It is vital that everyone in our industry help correct misconceptions legislators have about our business. The Congressional meetings held during APRO's Legislative Conference play a major role in protecting the industry.



The *Consumer Rental Purchase Agreement Act* of 2009, sponsored by Congressman Clay in the U.S. House of Representatives (H.R. 1744) and Senator Mary Landrieu in the U.S. Senate (S. 738), is a regulatory bill that would require consumer pricing disclosures, advertising disclosures and reinstatement rights while defining the rent-to-own transaction as a lease. It mirrors 47 state rent-to-own laws and offers the proper balance between consumer protections and small business competition.

S. 738 and H.R. 1744 have been referred to the Senate Banking Committee and the House Financial Services Committee's Subcommittee on Financial Institutions and Consumer Credit. Thanks to APRO's grassroots advocacy, Clay's bill has the most co-sponsors in rent-to-own's legislative history. With 109 co-sponsors, one-fourth of the U.S. House of Representatives recognize that passage of the *Consumer Rental Purchase Agreement Act* would continue rent-to-own's contribution to the American economy and to consumers. Landrieu's Senate bill has 15 co-sponsors and needs APRO members' grassroots help to nurture its momentum.

The majority of the co-sponsorships and legislative support are generated as a direct result of APRO's Legis-

lative Conference. The face-to-face meetings in Congressional offices have been the key to generating support and movement of industry-supported federal legislation. Conference attendance also has helped prevent detrimental legislation that would jeopardize rent-to-own's existence.

While most rental dealers would acknowledge the importance of grassroots efforts to champion the rent-to-own cause, some might consider themselves ill-equipped to represent the industry in face-to-face meetings with members of Congress and their staff—but it's not as daunting as it might seem. "I felt so very uncomfortable when I attended my first Legislative Conference," says APRO board member Cynthia Baber-Strunk, co-chair of the association's government relations committee. "Believe it or not, I am shy. The thought of going to Washington, D.C., to talk with congressmen and senators did not appeal to me at all. It gave me that sick feeling, like I used to get at the thought of having to go to the department store and sit on Santa's lap. And, honestly, I had no faith that our visits would have any real impact.

"Have I ever changed my attitude!" Baber-Strunk declares. "I've discovered that when a congressman, senator or staffer gives us the opportunity to tell him or her about the rent-to-own business, that person comes away from the meeting with a more positive view of the industry. Give us an 'open mind' and soon we will have a proponent for rent-to-own. All of us in the RTO industry are important to our representatives. I still have the shyness issue, but I can promise that it gets easier and you will feel better for having visited with your lawmakers."

As part of the Legislative Conference, a special networking reception and dinner will be held February 24 at Washington's National Museum of Women in the Arts, located in a 1908 landmark just blocks from the White House. Conference attendees and invited VIPs will have the opportunity to discuss their Capitol Hill meetings of the day and develop strategies for the following day's activities.

There is no conference fee; however, attendees are responsible for their own hotel accommodations and airfare. Call the APRO 2010 Legislative Conference headquarters hotel, the L'Enfant Plaza, at 202/484-1000 and ask for the APRO room rate of \$249 per night. The hotel reservation deadline is January 15. To register for the conference, visit www.rtohq.org; or contact Jeannie Hutchison at 800/204-2776, ext. 108, jhutchison@rtohq.org. ✽

Conference agenda

TUESDAY, FEBRUARY 23

- 1:30-2:30 p.m. **APRO Board of Directors meeting (Quorum room)**
- 2-3 p.m. **Registration (Foyer A and B)**
- 3-5:30 p.m. **General Briefing Session (Ballroom A and B)**
- 5:30-7 p.m. **Welcome Reception (Solarium)**

WEDNESDAY, FEBRUARY 24

- 9 a.m.-5 p.m. **Meetings on Capitol Hill**
- 6:35-6:45 p.m. **Buses depart for reception from front of L'Enfant Plaza Hotel**
- 7-9:30 p.m. **Networking Reception and Dinner, National Museum of Women in the Arts**

THURSDAY, FEBRUARY 25

- 9 a.m.-4 p.m. **Meetings on Capitol Hill**

Consumer Rental Purchase Agreement Act co-sponsors*

House Bill 1744

H.R. 1744 is sponsored by Representative William Lacy Clay (D-Missouri).

Robert Aderholt (R-Alabama, district 4)
Todd Akin (R-Missouri, district 2)
Rodney Alexander (R-Louisiana, district 5)
Robert Andrews (D-New Jersey, district 1)
Michael Arcuri (D-New York, district 24)
Joe Baca (D-California, district 43)
Michele Bachman (R-Minnesota, district 6)
J. Gresham Barrett
(R-South Carolina, district 3)
Marion Berry (D-Arkansas, district 1)
Sanford Bishop (D-Georgia, district 2)
Marsha Blackburn (R-Tennessee, district 7)
Roy Blunt (R-Missouri, district 7)
Jo Bonner (R-Alabama, district 1)
John Boozman (R-Arkansas, district 3)
Dan Boren (D-Oklahoma, district 2)
Charles Boustany (R-Louisiana, district 7)
Robert Brady (D-Pennsylvania, district 1)
Bobby Bright (D-Alabama, district 2)
Corrine Brown (D-Florida, district 3)
G.K. Butterfield
(D-North Carolina, district 1)
Shelley Moore Capito
(R-West Virginia, district 2)
John Russell Carnahan
(D-Missouri, district 3)
Kathy Castor (D-Florida, district 11)
Emanuel Cleaver (D-Missouri, district 5)
Howard Coble
(R-North Carolina, district 6)
Michael Conaway (R-Texas, district 11)
Jerry Costello (D-Illinois, district 12)
Henry Cuellar (D-Texas, district 28)
Danny Davis (D-Illinois, district 7)
Nathan Deal (R-Georgia, district 9)
Lincoln Diaz-Balart (R-Florida, district 21)
Mario Diaz-Balart (R-Florida, district 25)
Norm Dicks (D-Washington, district 6)
John Duncan (R-Tennessee, district 2)
Jo Ann Emerson (R-Missouri, district 8)
Bob Etheridge
(D-North Carolina, district 2)
John Fleming (R-Louisiana, district 4)
Randy Forbes (R-Virginia, district 4)
Virginia Foxx (R-North Carolina, district 5)
Phil Gingrey (R-Georgia, district 11)

Bob Goodlatte (R-Virginia, district 6)
Kay Granger (R-Texas, district 12)
Sam Graves (R-Missouri, district 6)
Al Green (D-Texas, district 9)
Ralph Hall (R-Texas, district 4)
Phil Hare (D-Illinois, district 17)
Alcee L. Hastings (D-Florida, district 23)
Jeb Hensarling (R-Texas, district 5)
Stephanie Sandlin Herseeth
(D-South Dakota)
Baron Hill (D-Indiana, district 9)
Ruben Hinojosa (D-Texas, district 15)
Tim Holden (D-Pennsylvania, district 17)
Lynn Jenkins (R-Kansas, district 2)
Eddie Bernice Johnson
(D-Texas, district 30)
Henry C. Johnson (D-Georgia, district 4)
Sam Johnson (R-Texas, district 3)
Tim Johnson (R-Illinois, district 15)
Walter B. Jones Jr.
(R-North Carolina, district 3)
Jim Jordan (R-Ohio, district 4)
Paul Kanjorski
(D-Pennsylvania, district 11)
Steve King (R-Iowa, district 5)
Mark Kirk (R-Illinois, district 10)
Steve LaTourette (R-Ohio, district 14)
Christopher Lee (R-New York, district 26)
John Linder (R-Georgia, district 7)
Blaine Luetkemeyer (R-Missouri, district 6)
Donald Manzullo (R-Illinois, district 16)
Kenneth Marchant (R-Texas, district 24)
Michael McCaul (R-Texas, district 10)
Patrick McHenry
(R-North Carolina, district 10)
Mike McIntyre
(D-North Carolina, district 7)
Cathy McMorris Rodgers
(R-Washington, district 5)
Gregory W. Meeks (D-New York, district 6)
Dennis Moore (D-Kansas, district 3)
James Moran (D-Virginia, district 8)
Jerry Moran (R-Kansas, district 1)
Sue Myrick (R-North Carolina, district 9)
Randy Neugebauer (R-Texas, district 19)
Solomon Ortiz (D-Texas, district 27)
Ed Pastor (D-Arizona, district 4)
Todd Russell Platts
(R-Pennsylvania, district 19)
Tom Price (R-Georgia, district 6)
Adam Putnam (R-Florida, district 12)

Sylvester Reyes (D-Texas, district 16)
Mike Rogers (R-Alabama, district 3)
Mike Ross (D-Arkansas, district 4)
Aaron Schock (R-Illinois, district 18)
David Scott (D-Georgia, district 13)
Pete Sessions (R-Texas, district 32)
Brad Sherman (D-California, district 27)
John Shimkus (R-Illinois, district 19)
Bill Shuster (D-Pennsylvania, district 9)
Ike Skelton (D-Missouri, district 4)
Adrian Smith (R-Nebraska, district 3)
Lamar Smith (R-Texas, district 21)
Zach Space (D-Ohio, district 18)
Gene Taylor (D-Mississippi, district 4)
Lee Terry (R-Nebraska, district 2)
Mac Thornberry (R-Texas, district 13)
Todd Tiahrt (R-Kansas, district 4)
Michael Turner (R-Ohio, district 3)
Fred Upton (R-Michigan, district 6)
Zach Wamp (R-Tennessee, district 3)
Diane Watson (D-California, district 33)
Lynn Westmoreland
(R-Georgia, district 03)
Robert Wexler (D-Florida, district 19)
Ed Whitfield (R-Kentucky, district 1)
Robert Wittman (R-Virginia, district 1)
Frank Wolf (R-Florida, district 10)

Senate Bill 738

S. 738 is sponsored by Senator Mary Landrieu (D-Louisiana).

Christopher S. Bond (R-Missouri)
Sam Brownback (R-Kansas)
Jim Bunning (R-Kentucky)
Richard Burr (R-North Carolina)
Saxby Chambliss (R-Georgia)
Thad Cochran (R-Mississippi)
James Inhofe (R-Oklahoma)
Johnny Isakson (R-Georgia)
Mike Johanns (R-Nebraska)
Tim Johnson (D-South Dakota)
Blanche Lambert Lincoln (D-Arkansas)
Ben Nelson (D-Nebraska)
Pat Roberts (R-Kansas)
John Thune (R-South Dakota)
David Vitter (R-Louisiana)

* As of December 2, 2009