



**Missouri
REALTORS®**

Dedicated to the American Dream

IN THE NEWS



Missouri REALTORS® 2020 TREASURER ELECTED

Missouri REALTORS® would like to congratulate John Mayfield from Mineral Area Board of REALTORS® on his recent election to 2020 Treasurer! John was elected during the January Business Conference in Branson. We are excited to have John join our [Leadership Team](#) as 2019 Treasurer-Elect.



As of January 1, 2019, the Missouri First-Time Homebuyer Savings Account program went into effect. To aid in the promotion of this program, Missouri REALTORS® created the MissouriFirstHome.com website. In addition to this website, a [digital toolkit](#) is available for individuals such as yourself to better promote this program. Note – within the digital toolkit, you have access to shareable resources including infographics, sample email

messages to both stakeholders and consumers, sample social posts, and a customizable, printable postcard.

To learn more about the Missouri First-Time Homebuyer Savings Account program, contact your local financial institution.



Missouri REALTORS® [Leadership Academy](#) class met for their second retreat this past week at Old Kinderhook in Camdenton. The class participated in interactive media spokesperson training led by NAR Past President Ron Phipps. Melynn Sight with nSight Marketing led NAR's REALTOR® Leadership Program (RLP) as well as a writing workshop to perfect participant's business writing skills.

During their retreat, the class enjoyed socializing over dinner and engaging in team building activities. The class is looking forward to meeting for their third retreat in April!

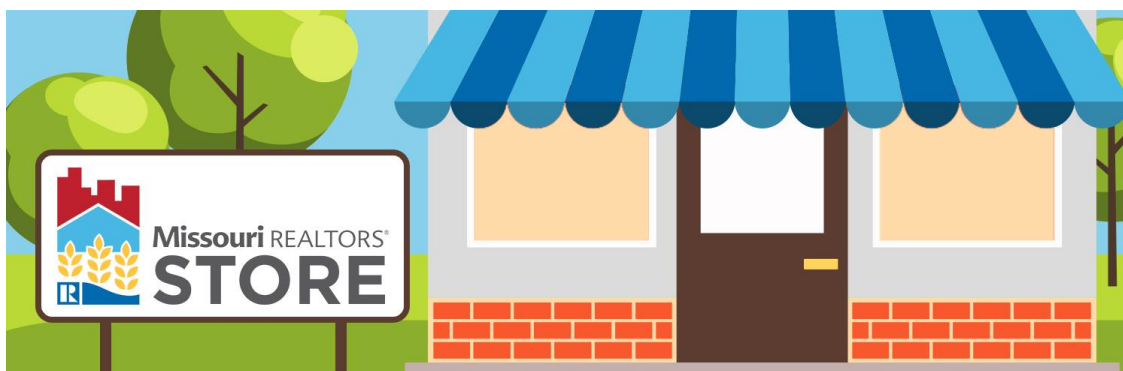
Missouri REALTORS® is now accepting applications for the 2019-2020 Leadership Academy Class.

APPLY TODAY



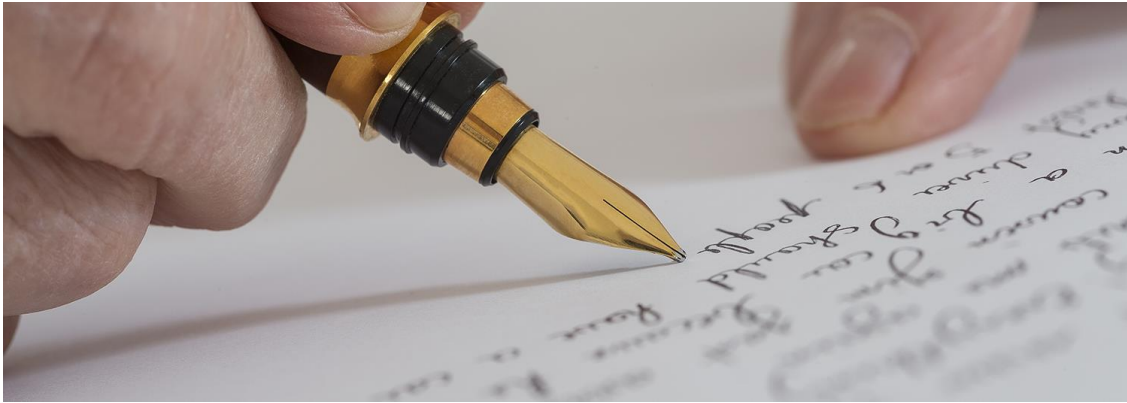
Commitment to Excellence (C2EX) takes professionalism to the next level by enabling NAR members to assess their expertise in 10 (11 for brokers) elements of professionalism, ranging from customer service to use of technology.

For additional resources to share with your office and Local Board/Association, visit C2EX.realtor.



Missouri REALTORS® now has an online store for you to order your branded MissouriREALTORS® apparel, and more!

[SHOP NOW](#)



Dear Seller...

We often say REALTORS® are in the relationship business. Anyone who has worked in the industry knows real estate isn't just about the homes you're selling - it's just as much about the person you're selling the home to. Because of the nature of this business, sometimes the best way to secure a competitive home is to appeal to the emotions of the seller.

[Learn how](#) letters can be useful for highly competitive properties, and even secure a home sale for a buyer with a lower offer than other competitors.

EVENTS



Missouri REALTORS® kicked off the new year with the January Business Conference in Branson, January 23-25, where over 450 REALTORS® from across the state were in attendance! Thank you to everyone that attended this event. We hope you had a blast and can't wait to see you at the April Business Conference, April 24-26, in Columbia.

To view and download high-resolution photos of the event, visit our [Flickr page](#).

The Kansas Association of REALTORS® will host the 2019 Region 9 Conference in Wichita, Kansas on March 24-25, 2019. Mark your calendars, and make plans to attend!

For additional information, and to register, visit the [Region 9 Conference page](#).



AWARDS



**ANNUAL AWARDS AND APPLICATIONS ARE LIVE.
NOMINATE A MISSOURI REALTOR® TODAY!**



Missouri REALTORS® is now accepting nominations for the following annual awards:

- REALTOR® of the Year
- REALTOR® Salesperson of the Year
- Bruce Aydt Code of Ethics Leadership Award
- R. Layne Morrill Award
- Elizabeth J. Mendenhall E3 Award
- Richard A. Mendenhall Award
- Brady Stevens Award
- Missouri Good Neighbor Award

To learn more about each award, view past recipients and access nomination forms, visit the [Awards and Applications page](#). **Please note the nomination deadline for each award within.**





Missouri REALTORS® would like to congratulate 2018 Good Neighbor Award recipient, Raelenna Ferguson of Southeast Missouri REALTORS®. As co-founder of the non-profit [One City](#), Raelenna blurs the lines of socio-economic, racial, and cultural backgrounds by bringing everyone in the community together.

Raelaenna received a check for her charity in the amount of \$2,500, as well as an additional \$2,500 which was donated by Missouri REALTORS® members during the award presentation at the January Business Conference. Learn more about Raelenna's story by watching [this video](#).

Missouri REALTORS® would also like to congratulate 2018 Good Neighbor Award Honorable Mention recipient, Kirk Hewitt of the Greater Springfield Board of REALTORS®.

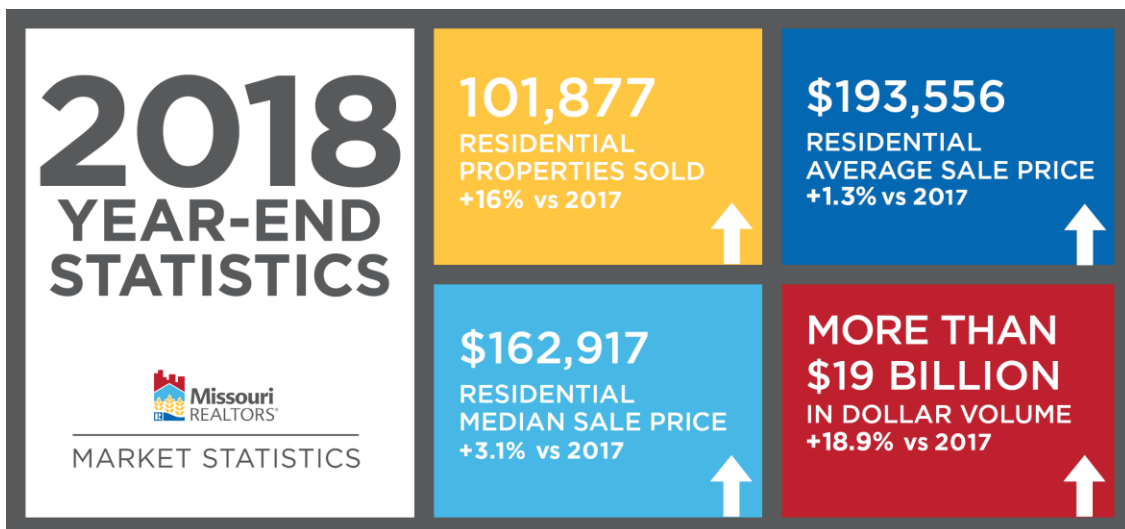
Kirk was awarded this recognition for his work in the Springfield area. Through [REALTORS® Helping People](#), Kirk provides emergency home repairs



to qualifying, low-income, elderly, and disabled homeowners so they can remain in their home. Kirk received a check for his charity in the amount of \$1,000. Learn more about Kirk's story by watching [this video](#).

We would like to thank [Home Warranty, Inc.](#) for sponsoring the Missouri Good Neighbor Award.

MARKET STATISTICS



Year-end market statistics are in and they look great! To review statewide market statistics, watch this most recent edition of [Missouri REALTORS® Market Statistics](#).

ADVOCACY

Missouri REALTOR® PARTY ★

The Missouri REALTOR® Party is seeking State Political Coordinators to serve as liaisons to members of the Missouri General Assembly. SPC's advocate for Missouri REALTORS® policy positions on legislative issues and serve as an industry information resource to lawmakers.

If you have a relationship with your state senator or representative, or if you are interested in building a relationship, please take a moment to fill out the State Political Coordinator application.

For additional information, contact Erin Hervey, Vice President of REALTOR® Party and Local Board Relations, at erin@morealtor.com.

APPLY TODAY

RISK MANAGEMENT

Missouri REALTORS®



LEGAL line

573-447-5278

LEGAL Line is a "members only" service benefit that allows Missouri REALTORS®, both brokers and agents, direct access to an experienced real estate attorney who can provide information on a variety of real estate law topics.

Do you have a legal question that hasn't been covered in the [LEGAL Line Library](#)? Visit [About LEGAL Line](#) to learn more.

FEATURED MEMBER



Since graduating [Missouri REALTORS® Leadership Academy](#) in 2011, Janet Judd, a member of St. Louis REALTORS®, has been heavily involved within her local association, Missouri REALTORS® and the National Association of REALTORS®, including her current role as MissouriREALTORS® Treasurer. In 2016, Judd was named Missouri REALTOR® Salesperson of the Year.

Learn more about what Judd has been up to in our [Leadership Academy Member Spotlight!](#)

FEATURED AFFILIATE

This month's featured affiliate is [Great American Title Company](#). At Great American Title Company, they are committed to providing the best financial solutions for their customers.

They know reliable title coverage should protect you against a number of title defects, any of which could jeopardize your ability to secure a mortgage or sell your home.

To learn more, contact Vice President Brian Russell by phone at (417) 823-0800, or by email at brussell@gatozarks.com.



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