



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



Missouri REALTORS® would like to thank President Brenda Oliver for her service to our association. Her passion and dedication to the real estate industry has and will continue to further our efforts.

In addition, Missouri REALTORS® would like to thank the entirety of the [Leadership Team](#). These individuals work tirelessly as a collaborative group to lead and advance our association.

As their respective terms of service come to an end, and their new journey begins, we would like to say THANK YOU!



Missouri REALTORS® will kick off the new year with the [January Business Conference](#) (JBC) at the Ameristar Casino Resort Spa in St. Charles, January 22-24.

Wednesday will begin with multiple educational opportunities, followed by the Opening General Session in the afternoon. Thursday is packed with meetings and additional educational opportunities throughout the day. Join us Thursday evening as we raise money for the Boys and Girls Club of St. Charles County while having fun at YPN Laser Tag! We will conclude with our Board of Director's meeting on Friday.

To learn more, [view the full conference schedule](#).

REGISTER NOW!



Cruise to Excellence with Missouri REALTORS®

LAST CALL! Only 28 days left to complete the National Association of REALTORS® Commitment to Excellence (C2EX) for a chance to win a \$2,500 travel voucher*! All Missouri REALTORS® who complete their C2EX certification by December 31 will be invited to attend a C2EX reception at the January Business Conference. *[See all details.](#)

Be an advocate for the future of our industry. Be committed to excellence. Get started today! www.C2EX.realtor



Nearly 200 Missouri REALTORS® traveled to San Francisco the second week of November for the 2019 National Association of REALTORS® (NAR) Conference & Expo. In

total, over 20,000 REALTORS® gathered for NAR's Conference & Expo which is the largest annual real estate event attended by top real estate professionals throughout the country. In addition to a great week of meetings and networking events, Missouri had A LOT to be proud of!

To learn more, visit this recent [blog post](#) from your 2019 Missouri REALTORS® President, Brenda Oliver.



In preparation for the highly anticipated release of the *It's Your Move* educational program update, Missouri REALTORS® Educational Foundation Trustees recently spent several days promoting the program at the Missouri State Teachers Association annual convention in Columbia, Mo.

The *It's Your Move* educational program is designed to educate high school students on the benefits of consumer credit, renting a home, buying a home, and selling a home. Keep an eye out for this exciting program update – coming soon!

SOCK IT TO ME!

Get your REALTOR® Socks Today!

2019 Leadership Academy
Class Project



Just in time for the holidays! **These branded socks are available in red or blue and are just \$18/pair.** When purchasing the socks, you can choose to pick them up at the Missouri REALTORS® headquarters in Columbia, or have them shipped to you! Order as many pairs as you'd like!

All funds raised from the sale of the socks go towards hosting the Leadership Academy Alumni Retreat in January 2020. Don't wait, [order your socks today!](#)



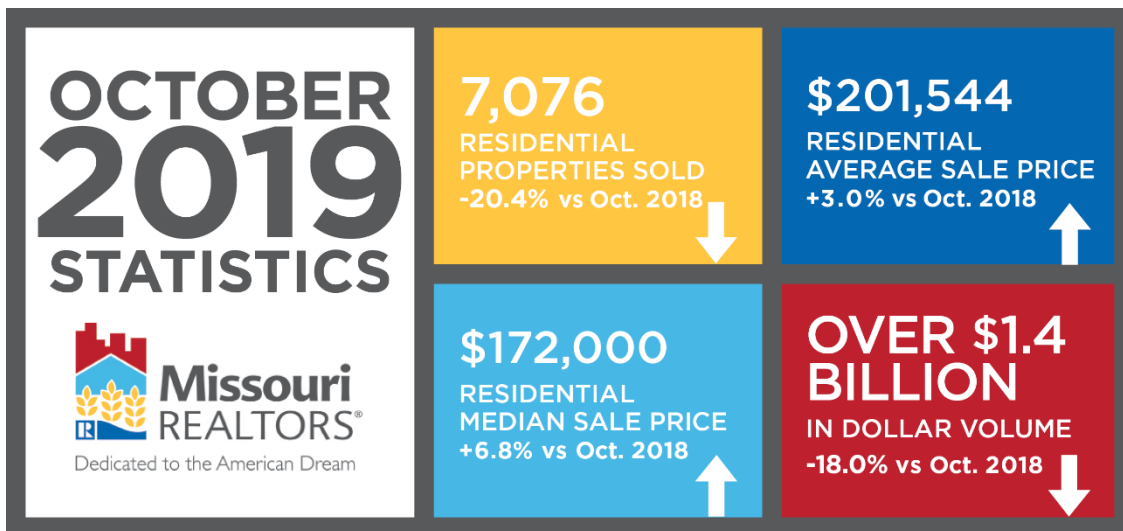
Learn more about the Missouri First-Time Homebuyer Savings Account program by visiting MissouriFirstHome.com. You will have access to a [digital toolkit](#) with shareable resources including infographics, sample email messages to both stakeholders and consumers, sample social posts, and a customizable, printable postcard.



Planning for Retirement

Life as a REALTOR® is exciting and fast-paced which can make it exhausting. After a long day with clients, it's easy to start daydreaming about a relaxing retirement, but to make the most out of it, it's important to start planning early. While there is no one-size-fits-all approach to retirement, we do have a few [retirement tips](#) that may help you reach your goals.

MARKET STATISTICS



The Missouri real estate market saw a slight decrease in the number of homes sold and total dollar volume compared to previous years. To review statewide market statistics, watch the most recent edition of [Missouri REALTORS® Market Statistics](#).

CONGRATULATIONS!

2019 GRADUATE, REALTOR® INSTITUTE (GRI) RECIPIENTS

Congratulations to all in taking this important step to increase your professionalism and business success!



Camie Jelinek
Bootheel Regional



Jack Luzecky
St. Louis



Tandy Bressler
Newton McDonald



Scott Theis
Five County



Craig Guffin
West Central



Sue Guffin
West Central



Stephen Phillips
Greater Springfield



Morgan Sprouls
Ozark Gateway



Penelope Moore
Five County



Gina Taylor
St. Louis



Jon Hulsizer
Tri-Lakes



Mason Williams
Ozark Gateway



Kellie Villani
Southern Gateway



Lisa Firsick
West Central

Missouri REALTORS® would like to recognize the following members who recently completed their Graduate, REALTOR® Institute (GRI) designation! This certification allows our members to stand out to prospective home buyers and sellers as a REALTOR® who has gained in-depth knowledge of technical subjects as well as the fundamentals of real estate.

For information on obtaining your GRI designation, or additional professional development opportunities, contact Kim Moriarity, Manager of Professional Development and Risk Management, at kim@morealtor.com.

ADVOCACY

Missouri REALTOR[®] PARTY ★

The Missouri REALTOR[®] Party is seeking State Political Coordinators to serve as liaisons to members of the Missouri General Assembly. State Political Coordinators 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

PROFESSIONAL DEVELOPMENT

Led by instructor Nate Johnson, [GRI 112 Risk Management](#) will take place on Wednesday, Jan. 8, 2020, from 9:00 am - noon, in Columbia, Mo.

Course components include federal fair housing laws and sensitivity to consumer diversity, law and obligations the Code of Ethics places on REALTORS[®], how to apply the definitions of the protected classes to daily business practices, the complaint and penalty process of HUD, and much more!

***This course is approved for 3 hours of CE credit and 4 hours of GRI credit.*

For additional information contact Kim Moriarity, Manager of Professional Development and Risk Management, at kim@morealtor.com.

REGISTER NOW!

RISK MANAGEMENT



In this most recent version of [Keeping It Legal](#), Missouri REALTORS® legal council Steve Graham and Robert Campbell discuss highlights from the 2019 REALTORS® Conference & Expo, including changes being made to the National Association of REALTORS® Code of Ethics for 2020, and the new MLS Statement 8.0 (Clear Cooperation Policy).

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.

LOCAL BOARD/ASSOCIATION HAPPENINGS

EVENT CALENDAR



Do you have an upcoming event you'd like to promote, or maybe you're just curious what events other Local Boards/Associations are putting on throughout the state? If so, visit our [upcoming events calendar](#) to learn more!

FEATURED MEMBER



STRAY AND ORPHANED
ANIMAL RESCUE S.O.A.R.

This month we are shining our Member Spotlight on Michele Sloan-Mulford, REALTOR® with Sloan Choice Realty in St. Charles, Mo. For more than six years, Michele has volunteered her time with Stray and Orphaned Animal Rescue (S.O.A.R.) in O'Fallon, Mo.; an all-volunteer non-profit group committed to helping abandoned, stray, and neglected canines.

Learn more about what Michele has been up to by visiting this month's [Member Spotlight!](#)

FEATURED AFFILIATE



Meridian Title Company



This month's featured affiliate is [Meridian Title Company](#). Meridian Title Company is a locally owned, full-service title insurance agency and closing/escrow office licensed in the State of Missouri and serving the Springfield, Mo., area.

To learn more, contact owners Jeremy and Emily Burcham by phone at 417-886-4400, or by email at MTC@meridiantitlemo.com.



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