



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



PRESIDENT'S UPDATE

Missouri REALTORS® elect 2021 Treasurer Andrea Sheridan. Andrea, a member of the Kansas City Regional Association of REALTORS®, was elected during the January Business Conference in St. Charles. We are excited to have Andrea join our [Leadership Team](#) as 2020 Treasurer-Elect!



Susie Zammar Gale of Lee's Summit, Mo., was named Missouri REALTORS® 2019 Good Neighbor Award recipient. With the support of friends and family, Gale founded Mantels & Martinis. This annual event started in 2012 for participants to tour beautifully decorated homes while tasting holiday martinis to benefit Kyle's Gift; a non-profit organization founded in honor of her late son Kyle. Kyle's Gift provides grants to support the social, emotional, physical and educational needs of special needs children and adults in western Missouri.

Gale was presented with a check from Missouri REALTORS® for \$2,500 to Kyle's Gift. An additional \$1,000 was donated by Missouri REALTORS® members during the award presentation at the January Business Conference. Learn more about Susie's story by watching the [2019 Good Neighbor Award video](#).

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



Over 500 REALTORS® from across the state helped kick off the new year with the January Business Conference in St Charles, January 22-24! 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 22-24, in Columbia.

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



Over 60 Missouri REALTORS® Leadership Academy Alumni gathered for the first-ever Leadership Academy Alumni Retreat this past week. This 24-hour retreat was packed with leadership development training, networking and fun! Participants heard from outstanding speakers Elizabeth J. Mendenhall, Ron Phipps, and the Missouri REALTORS® Leadership Team.

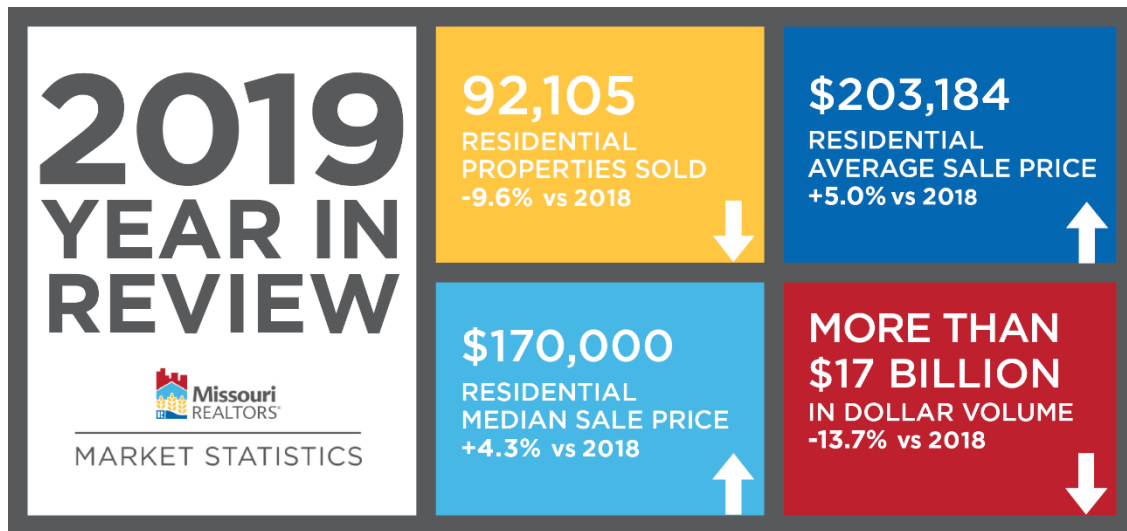


The 2019-2020 Missouri REALTORS® Leadership Academy class met for their second retreat this past week at Old Kinderhook in Camdenton. The class participated in interactive media spokesperson training led by NAR Past President Ron Phipps. Melynn Sight with nSight Marking led a writing workshop to perfect participant's business writing skills.

During the 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 2020-2021 Leadership Academy Class.

APPLY TODAY



The Missouri real estate market saw a slight decrease in the number of homes sold and total dollar volume compared to 2018. To review statewide market statistics, watch the most recent edition of [Missouri REALTORS® Market Statistics](#).



**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 Ayt Code of Ethics Leadership Award
- Honor Society
- 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.***



Snapchat in Real Estate

Most REALTORS® can agree on the importance of Facebook. It's hugely beneficial to those of us working in the industry. Instagram, Twitter, and LinkedIn are also overwhelmingly popular but Snapchat has remained a controversial topic in both the social media and real estate space. Conversations about the platform often dance around the same question - [should you be using Snapchat?](#)



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.



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!

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

RISK MANAGEMENT

Missouri REALTORS[®]



LEGALline 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



This month we are shining our Member Spotlight on Cynthia (Cindy) Blosser, REALTOR® with Cynthia Blosser Real Estate in Jefferson City, Mo. Cindy volunteers her time at the Jefferson City YMCA and has done so since 1984. She spends more than 150 hours each year at the YMCA and has personally raised \$20,000 for the organization.

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

FEATURED AFFILIATE



This month's featured affiliate is [Old Republic Home Protection](#). Their mission is to offer a well-balanced mix of home warranty coverage, price, and service with genuine care. Old Republic Home Protection prides itself on providing industry-leading customer service, and making a positive difference in the lives of others.

To learn more, contact Marsha Russo by phone at 800-282-7131, or by email at MarshaR@orhp.com.



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