



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS

Missouri REALTORS®,

With elections taking place on August 4, 2020, and November 3, 2020, the Office of the Secretary of State is seeking notaries who will agree to notarize mail-in ballots at no charge.

Many of you are either notaries or have one or more in your office. This is a great opportunity to provide an essential public service while meeting potential future clients. If you agree, your name and contact information will be posted on the Secretary of State's website for direct reference.

Again, we are seeking notaries who will notarize ballots at no charge for the August Primary and General Election in November.

If you are willing to help, please contact Trish Vincent, Executive Deputy Secretary of State, at trish.vincent@SOS.mo.gov. You can also reach Trish by phone at (573) 751-8731.

Sincerely,

Sam Licklider
Chief Lobbyist, Missouri REALTORS®

2020 REALTORS® CONFERENCE & EXPO

VIRTUAL CONFERENCE
NOV. 13-16

Amidst Health and Safety Concerns, NAR's 2020 REALTORS® Conference and Expo Goes Virtual

The National Association of REALTORS® recently announced the 2020 REALTORS® Conference & Expo, previously scheduled from November 13-16 in New Orleans, will be transitioned to a fully virtual format in light of ongoing health and safety concerns stemming from the COVID-19 pandemic.

To learn more, visit the provided [media release](#).



Diversity & Inclusion

Missouri REALTORS® strives to promote Diversity and Inclusion in all we do. The diversity of our membership and staff, not limited to individual backgrounds, experiences, talents, knowledge, and creativity, is the foundation of our success.

Learn how you can better work with fellow REALTORS® and community leaders, as well as

buyers and sellers of a multitude of backgrounds, by visiting our [Diversity & Inclusion resources page](#).



Melissa Boaz
St. Charles



Leadership Academy
Missouri REALTORS®
CLASS OF 2021



Bryant Boyd
Pulaski County



Rhonda Braun
Heart of Missouri



Dan Forbes
Newton-McDonald



Todd Henson
Three Rivers



Julie Lide
South Central



Tonya Murfin
Greater Springfield



Shawna Neuner
Columbia



Sherrie Rickel
Kansas City



Audrey Spratt
Tri-Lakes



Cortney Stansbury
Kansas City



Dan Stoner
St. Louis

Missouri REALTORS® is proud to announce the Leadership Academy Class of 2021!

Through this program, emerging REALTOR® leaders are trained to exert a positive influence on the future of Missouri REALTORS®, their Local Boards/Associations, and the real estate industry as a whole.

The Leadership Academy class of 2021 will attend their first retreat this October. To learn more, visit the [Leadership Academy](#) page of our website.



2020 Leadership Team Roadshow

Your 2020 Leadership Team had a goal of driving the state to see members in their home towns. Of course, COVID-19 has put the brakes on travel, but the LT is still making appearances virtually. In June, the LT presented to St. Louis REALTORS® and the Tri-Lakes Board of REALTORS®. They are looking forward to many more stops on the road tour!

To submit a request for an in person or virtual LT visit, fill out the provided [2020 Leadership Team Roadshow Request form](#).

United States®
Census
2020

2020 Census: REALTORS® Count

On behalf of your State and National Association of REALTORS® (NAR), we kindly ask that you take part in the 2020 Census and encourage your friends, neighbors, and clients to do so as well. By taking time to complete the Census, we are able to examine industry-related trends using up-to-date data you've provided. In addition, NAR has created a [census resource page](#) which includes videos and other promotional materials for you to share with others.

The Census survey is available online for households to complete at 2020census.gov.



Your Future is Our Mission.

As we begin to focus on the school year ahead, we encourage you to SHARE the newly updated It's Your Move program with educators in your community. This FREE real estate consumer education course is designed to educate high school students on topics related to consumer credit, renting, buying, and selling a home.

Learn more! www.missourirealtor.org/consumer

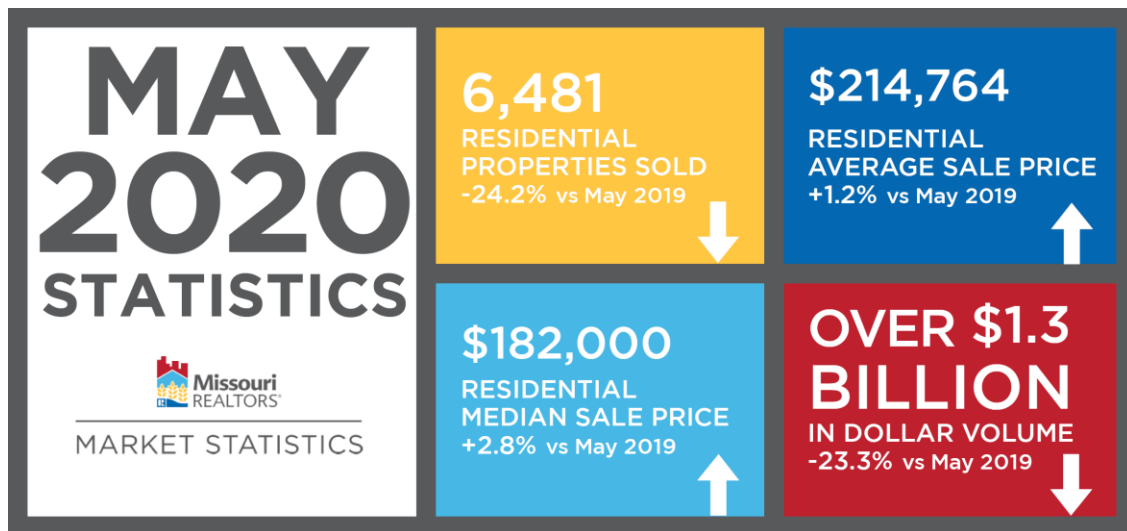
#We **R** Here For You

★ ★ ★

This summer, the Missouri REALTOR Party® has shifted focus to educate members on the value of RPAC and its importance – ultimately leading to growing the RPAC MO 100 Club,

and Local Board/Association participation. Our Regional Advocacy Coordinators (RACs) are ready to help you understand more about the Missouri REALTOR Party®!

To kick things off, we encourage you to participate in the **#WeRHereForYou** Challenge. Members who contribute at least \$100 to RPAC between June 1 and August 31, 2020, will be eligible to win a cash prize. [Learn more today!](#)



Missouri's real estate market saw a decrease in the number of homes sold and total dollar volume compared to May 2019. To review statewide market statistics, watch the most recent edition of [Missouri REALTORS® Market Statistics](#).



Show your Missouri REALTOR® pride with a [REALTOR® license plate](#)! By making a tax-deductible donation to the Missouri REALTORS® Educational Foundation (MREF), you are not only supporting a great foundation but a tremendous cause. REALTOR® plates are available for registered Missouri vehicles only.



New Agents | The Benefit of REALTOR® Mentors & Networking

Congratulations on getting your real estate license! We know it can be overwhelming when you're new, but there are plenty of members willing to help get you started. Just ask! And of course, attending networking opportunities is of great benefit as well.

Learn what networking opportunities are available to you, including questions to consider when seeking out a REALTOR® mentor. [Get started today!](#)

AWARDS



Missouri REALTORS® established the [Brady Stevens Award](#) in affectionate memory of longtime Joplin REALTOR® and 1963 Missouri REALTORS® President, Brady Stevens. For many years, Mr. Stevens led the statewide effort to develop and promote truly professional real estate education.

The Brady Stevens Award honors graduates of the REALTOR® Institute who conduct their professional lives in the spirit of that tradition.

The Brady Stevens award application deadline is July 31, 2020.

APPLY TODAY



The [Missouri REALTORS® Good Neighbor Award](#) program was created to recognize and reward REALTORS® across the state for their dedication to volunteer service. This program was modeled after [REALTOR® Magazine's Good Neighbor Awards](#).

The winner of the annual Missouri Good Neighbor Award receives \$2,500 for his or her charity, as well as statewide recognition.

The Good Neighbor Award nomination deadline is September 1, 2020.

APPLY TODAY

PROFESSIONAL DEVELOPMENT

Led by instructor Nate Johnson, [GRI 111 - From Contact to Closing](#) will take place on Wednesday, July 22, 2020, from 9:00 am - 4:00 pm. ***This class will be held virtually.***

After completing this course, students should be able to:

- List tools to identify, capture, and qualify both buyer and potential seller clients.
- Prepare accurate and lawful contracts or documents related to the transaction.
- Differentiate between various types of listing agreements.
- Review physical defects of a listing property.
- Explain the party's rights and obligations related to a transaction.
- Explain and guide buyers and sellers through a transaction, including those unique to FHA/VA financing, inspection, or appraisal related items.
- Capture leads and referrals, and service more clients.

*****This course is approved for 6 hours of CE credit and 6 hours of GRI credit.***

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

REGISTER NOW!

ADVOCACY

Please be advised. Three-year terms for the following RPAC-MO Trustees will expire on December 31, 2020: Letty DeMay, Leann Green, Jordan Salisbury, Dave Soto, and Cass Williams.

Qualified RPAC-MO contributors are strongly encouraged to submit a nomination form for a position. Qualifications for Trustees are as follows:

- 1) They must be an RPAC Major Investor and strive to be a President's Circle Member.*
- 2) They shall produce evidence that within the ten years preceding their election, they have been a member of the Board of Directors of the Missouri REALTORS® and a member of one of the political or legislative committees/output groups of the Association.*

Nomination forms must be submitted no later than September 3, 2020.

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 Bud Jones, a member of the Greater Springfield Board of REALTORS®. In addition to his multiple leadership roles at the state and local level, Bud enjoys giving back to his community through Convoy of Hope, Nixa Rotary Club, and Habitat for Humanity.

Learn more about Bud by visiting this month's [Member Spotlight!](#)

FEATURED AFFILIATE



This month's featured affiliate is [USA Mortgage](#). Their mission is the unrelenting pursuit of perfection. In addition, they pride themselves on lending excellence and the superior level of service their status as a mortgage bank enables them to provide.

In fact, for every year since their inception in 2001, the St. Louis Business Journal has named USA Mortgage among the top choices for a residential lender in the St. Louis metropolitan area.

To learn more, contact REALTOR® Relations Manager Katie Otto by phone at 314-628-2224, or by email at kotto@dasacquisition.com.



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