



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



As your 2020 President, I'd like to personally invite you to attend this year's [Capitol Conference and April Business Conference](#), April 22-24 in Jefferson City and Columbia. Learn more about what you can look forward to, including a schedule of events, in my most [recent blog](#).

Jeff Kester

2020 President, Missouri REALTORS®



Advocate

APRIL BUSINESS CONFERENCE
April 22-24 | 2020

Missouri REALTORS® [April Business Conference](#) will take place April 22-24 in Columbia.

Join us Wednesday, April 22 for the [40th Annual Capitol Conference](#) where REALTORS® from across the state will converge on our State's Capitol. This is an opportunity to meet with elected officials and encourage lawmakers to protect the American Dream of Homeownership.

Thursday is a full day of governance meetings and educational opportunities. Thursday evening, join fellow Missouri REALTORS® as we raise money for RPAC while having fun at the [Robert W. Borgmann RPAC Auction](#)! The conference will wrap up Friday with the Board of Director's meeting.

Check out the [full schedule](#), including special events, and make plans to attend! **Online conference registration closes Sunday, April 19 at midnight.**

REGISTER NOW!

A promotional banner for the 2021 O2 Leadership Positions and Output Groups. On the left is a photo of a man in a suit and tie. To his right is a yellow graphic with the text 'O2 Outreach & Output' and three hand icons. Below this, in large grey letters, is the text 'SIGN UP FOR 2021 O2 LEADERSHIP POSITIONS AND OUTPUT GROUPS!'. The background of the banner features a pattern of faint hand icons.

O₂ Outreach & Output

SIGN UP FOR 2021 O2 LEADERSHIP POSITIONS AND OUTPUT GROUPS!

The application process to serve as a leader within our Missouri REALTORS® 2021 O2 governance structure is now open! Get all the details and find the links to apply in my [latest blog](#).

You can also apply in person at THE LANDING Lounge during our upcoming April Business Conference, April 22-24, in Columbia. **The deadline to apply for all leadership positions is May 1, 2020.**

John Sebree
CEO, Missouri REALTORS®

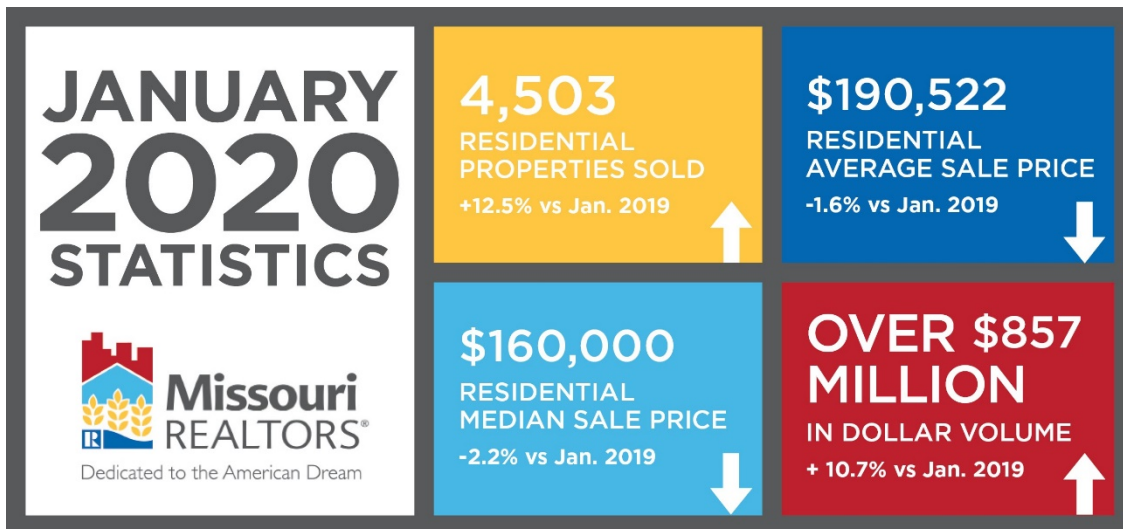


Missouri REALTORS® is now accepting applications for the 2020-2021 Leadership Academy Class.

Missouri REALTORS® Leadership Academy creates leaders who go on to do big things in our industry and within our communities. Will this be your year? Find out more about the Leadership Academy program [watch video] and submit your application today!

APPLY TODAY

The deadline to apply is Friday, April 3.



Missouri's real estate market saw a slight increase in the number of homes sold and total dollar volume compared to January 2019. 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 accepting nominations for the following annual awards:

- REALTOR® of the Year
- REALTOR® Salesperson of the Year
- Bruce Aydt 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.***



Real Estate Photography 101

A picture is worth 1,000 words, especially in real estate. Property photos can make or break an online listing. For that reason, some REALTORS® prefer to hire professionals while others opt to take the photos themselves.

[Learn how other Missouri REALTORS® approach photography within their business.](#)



Connecting Smart Growth and Health | Workshop

Join REALTORS® from across the state as they discuss Smart Growth principles, outline ways health and land use are connected, and highlight consumer community preferences and how health can be a major selling advantage.

This event will take place at Washington University in St. Louis, March 10 from 9:30 am – 1:00 pm. Following this workshop, you are invited to attend the [St. Louis National Walking Summit](#), hosted by America Walks.

REGISTER NOW!

EVENT CALENDAR



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

PROFESSIONAL DEVELOPMENT

CE and License Renewal Information

Remember, each real estate licensee who holds an active license shall complete, during the two (2)-year license period prior to renewal, a minimum of twelve (12) hours of real estate instruction approved for continuing education credit by the Missouri Real Estate Commission. At least three (3) of the twelve (12) hours of approved instruction shall be taken in a course approved by the Missouri Real Estate Commission as core credit.

For the 2020-2022 renewal; a (3) hour core course in real estate ethics is required.

****IMPORTANT DATES TO REMEMBER****

March 30, 2020

Deadline for broker type licensees to submit applications for non-preapproved course credit (ICE forms).

June 30, 2020

Broker licenses expire.

June 30, 2020

Deadline for salesperson type licensees to submit applications for non-preapproved course credit (ICE forms).

September 30, 2020

Salesperson licenses expire.

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.

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

FEATURED MEMBER



This month we are shining our Member Spotlight on Gerrie Moore, REALTOR® with the Gerrie Moore Group in Branson, Mo. Gerrie founded Jeans for Teens; a non-profit dedicated to providing new pairs of jeans to children who need them most.

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

FEATURED AFFILIATE



This month's featured affiliate is [From Your Friends Relationship Marketing](#). Focused on helping REALTORS® build referrals and repeat business, From Your Friends Relationship Marketing prides itself on the uniqueness of their offerings.

To learn more, contact Brian J. Achey by phone at 719-235-5084, or by email at brian@fromyourfriends.com.



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