



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS

ANNOUNCING 2021 LEADERSHIP

Missouri
REALTORS®

O₂

Outreach & Output



It is hard to believe we are just a few months away from 2021. We are excited to announce 2021 Leadership for Missouri REALTORS®, including committee leadership and members, as well as output group chairs and vice chairs.

Please check out my [blog post for this special announcement](#).

Congratulations to all and thank you for your service to our industry and dedication to your state association!

Janet Rodriguez Judd
2020 President-Elect, Missouri REALTORS®

Board of Directors Approve Policy Allowing for Virtual Directors Meetings in Future

Members of the Missouri REALTORS® Board of Directors were invited to participate in a specially called in-person meeting on Friday, August 7, 2020, at Lake Ozark to review and vote on an amendment to Bylaws Policy 106 which outlines Virtual Meetings for the association. During our Virtual April Business Conference, our Board of Directors were

unable to meet because our policy did not allow for in-person Directors meetings. Our leadership recognized that it is important for the business of our association to continue uninterrupted during these unprecedented times, so this special meeting was very timely.

Nearly 100 directors attended the socially-distanced August 7 meeting to review and approve the proposed amendments to Policy 106, which now allow our Annual Meeting and Directors meetings to be held virtually. The first *virtual* meeting of the Board of Directors is scheduled for Friday, September 18 during the [Virtual September Business Conference](#).



I am excited to announce Missouri REALTORS® is preparing for our third (and second *virtual*) business conference of the year. We will host our [Virtual September Business Conference](#) on September 16-18. It's time to celebrate all of our accomplishments with the theme of "LEAD!" How great is it that this theme comes up in our third Business Conference to recognize that which REALTORS® in Missouri have been doing all year!

Be sure to check out my [latest blog post](#) for highlights you can look forward to, view the [full schedule](#), and [REGISTER](#) to attend the *Virtual* September Business Conference.

Jeff Kester
2020 President, Missouri REALTORS®

P.S. Don't miss out on our [Virtual Trivia Night](#) and first ever LIVE Virtual [Robert W. Borgmann RPAC Auction](#)!



Are you in need of a speaker for your next office meeting? Our Regional Advocacy Coordinators (RACs) can visit your office in-person or virtually to educate agents on how the Missouri REALTOR® Party works for them. Contact your RAC today!

**As part of the #WeRHereForYou Challenge, all members who contribute \$100 to RPAC between June 1 - September 16, 2020, will be eligible to win a cash prize.*

LEARN MORE!



'Real Men Wear Pink' Needs YOU!

In an effort to raise awareness and funds to support the American Cancer Society, '[Real Men Wear Pink](#)' is asking you to support their mission by committing to wear pink every

day in October. Funds raised are used to uncover strategies for more effective breast cancer research, new treatments, and much more.

If you have an interest in joining one of the Missouri (Kansas City, St. Louis, Southwest, or Mid-Missouri) teams, contact Ashley Patterson at ashleyj.patterson@cancer.org.



Missouri REALTORS® would like to congratulate Chief Lobbyist Sam Licklider on being named a 'Cornerstone Award' recipient! This award was presented to Sam by the House Republican Campaign Committee on Friday, August 21 for his commitment to building and enduring House Republican Majority.

"I was honored, and a little stunned, to be one of the recipients," stated Licklider. "As I told those in the audience, including at least five REALTOR® members of the caucus – I believe the award was really to the members of the Missouri REALTORS® Political Action Committee. I want to thank them [RPAC], and the RPAC Trustees, for allowing me to achieve this honor."



September is REALTOR® Safety Month!

In today's everchanging world, uncertainty is always a factor. In order to mitigate this uncertainty, we reached out on THE LANDING and asked REALTORS® for their best safety advice while on the job. Here are [easy ways to stay safe on the job](#).

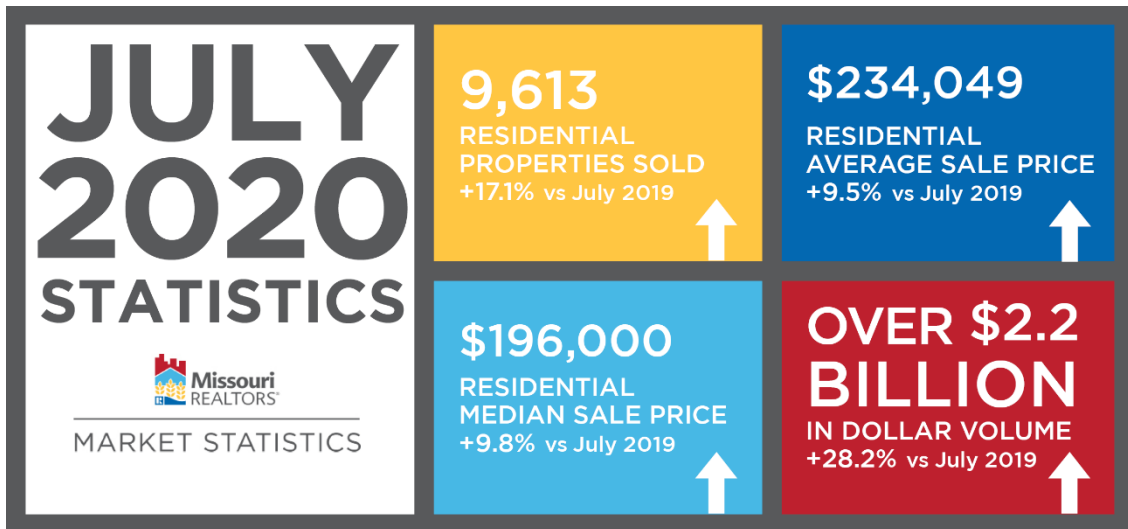
Additional information, including safety tips and resources, can be found by visiting the [REALTOR® Safety](#) page of our website and [NAR's Member Safety Report](#).



We need your help! As educators continue to seek curriculum for the school year ahead, we encourage you to share with them [It's Your Move](#); a **FREE** online real estate consumer education course for juniors and seniors in high school.

By sharing this program within your community, you're not only creating long-lasting relationships with potential first-time home buyers but ensuring local youth are properly educated when the time comes to purchase their first home.

LEARN MORE!



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

PROFESSIONAL DEVELOPMENT



GRI 101: Housing Issues and Pricing

Join instructor Nate Johnson for [GRI 101: Housing Issues and Pricing](#) during the virtual

September Business Conference on September 16, from 9:00 am - 12:00 pm.

This course has been designed to give students an in-depth understanding of the structural and mechanical make-up common to residential housing and explore how environmental hazards play out and affect housing.

***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 & Risk Management, at 573-445-8400, ext. 1180, or by email at kim@morealtor.com.



Professionalism in Action: The Code of Ethics and License Law in Everday Practice

[Professionalism in Action: The Code of Ethics and License Law in Everday Practice](#) will take place with instructor Bruce Aydt on September 16 during the virtual September Business Conference. This course will be offered as a morning session from 9:00 am - 12:00 pm, and an afternoon session from 1:00 - 4:00 pm.

This course takes you through key scenarios and situations where you are faced with deciding whether a violation of the Code of Ethics and/or the license law may have occurred.

***This course is approved for 3 hours of CORE CE and fulfills NAR's COE training requirement.*

For additional information, contact Kim Moriarity, Manager of Professional Development & Risk Management, at 573-445-8400, ext. 1180, or by email at kim@morealtor.com.

RISK MANAGEMENT



STANDARD FORMS

Missouri REALTORS® has partnered with a new forms provider to meet the needs of our members. This new provider is [Form Simplicity](#). Like our other vendors, Form Simplicity allows you to create, manage, share, and store all your transactions online from beginning to end. All members should have received an email from Form Simplicity this past week with details for registering for free access.

View other Missouri REALTORS® forms providers and direct links to their sites [HERE](#).

Please do not hesitate to reach out to our Risk Management department if we can assist you with accessing Missouri REALTORS® standard forms.

Steve Graham
General Counsel | Vice President, 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



Northland
Clay County EDC
Women's Council of
REALTORS®
Missouri



This month we are shining our Member Spotlight on Marcia Cull, a member of the Kansas City Regional Association of REALTORS®. In addition to her service as a REALTOR®, Marcia volunteers with her church, Soroptimist, Northland Clay County EDC, and various women's groups.

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

FEATURED AFFILIATE



This month's featured affiliate is [Form Simplicity](#). As Missouri REALTORS® newest standard forms vendor, Form Simplicity is excited to provide Missouri REALTORS® forms to members at no charge in Form Simplicity's Starter Edition. For a small annual fee, you can upgrade to the Ultimate Edition which allows for unlimited transactions and digital signature management.

To learn more, visit: <https://www.formsimplicity.com/missourirealtors/>.

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