



**Missouri
REALTORS®**

Dedicated to the American Dream

IN THE NEWS



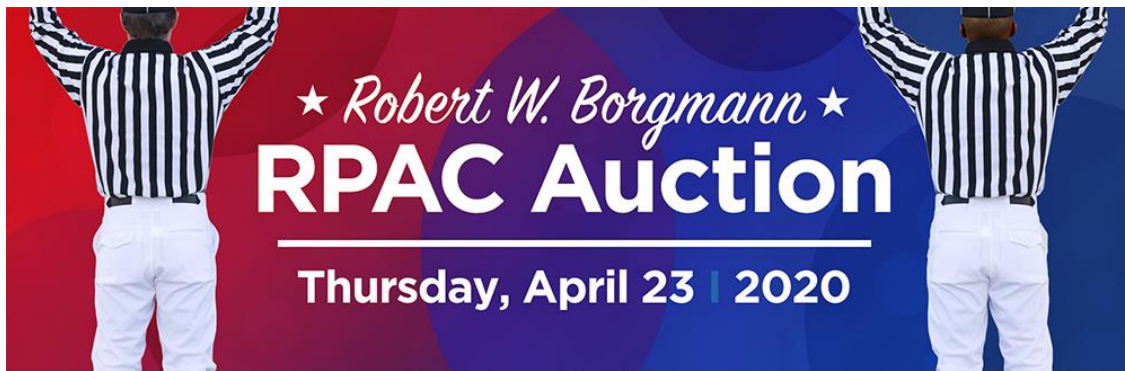
Missouri REALTORS® recently concluded a very successful virtual April Business Conference where members from across the state came together for this three-day event to ensure the governance of our association continues uninterrupted.

The conference kicked off Wednesday with the Opening General Session. We heard from Members of Congress as well as Shannon McGahn, Senior Vice President of Government Affairs for the National Association of REALTORS®.

Output Groups and Committees met throughout the day Thursday, followed by an Emerging Issues Forum in the afternoon where we discussed SBA loans and unemployment insurance for independent contractors.

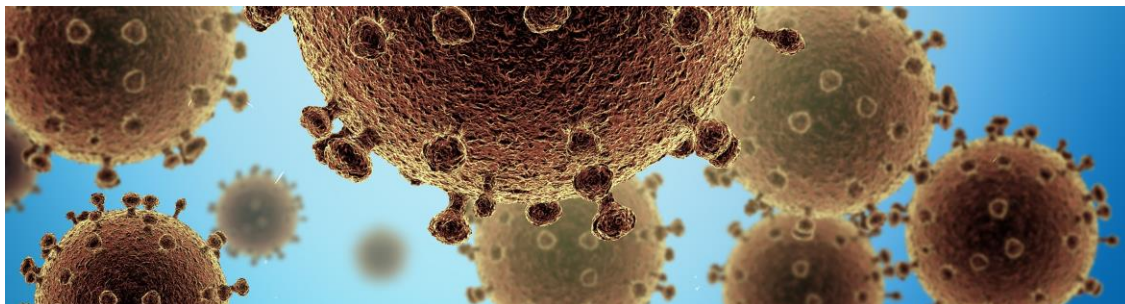
For additional details, view [Virtual April Business Conference Highlights](#) by 2020 President Jeff Kester.

We look forward to seeing you at the September Business Conference, September 16-18 in Chesterfield, Mo.!



During the virtual April Business Conference, we kicked off the Robert W. Borgmann RPAC Auction. We're excited to announce that we raised over \$16,260 in our online fundraiser! This is a huge win for Missouri REALTORS® and a phenomenal effort to support RPAC during these unprecedented times.

We are looking forward with great anticipation for our live auction at the September Business Conference, September 16-18 in Chesterfield, Mo. More details to follow!



Coronavirus: A Guide for REALTORS®

In response to growing concerns about COVID-19, we encourage you to continue visiting the coronavirus page of our website. This dedicated page is designed to help REALTORS® and REALTOR® associations respond to the coronavirus' impact on our industry.

**As of April 28, we've had over 7,500 unique page views.*

[LEARN MORE](#)



UPDATE: NAR and Missouri REALTORS® Extend Application Deadline

The application deadline to serve as a leader within Missouri REALTORS® and the National Association of REALTORS® 2021 governance structure has been extended to June 1, 2020. Don't wait! *(Members can join an Output Group at any time).*

[APPLY TODAY](#)



For many of you, the NAR “Midyear” meeting is one of your favorite conferences of the year. Even if you have never participated, you can join many of us this year as we participate virtually.

The meetings are being spread across a much longer period to reduce conflicts. The [Full Event Schedule](#) lists meetings from now until May 15.

I hope you are able to join one or more of these meetings, or one of the many others on the full schedule. If any tele-townhall type meetings end up being scheduled with our Congressional Delegation in May or June, we will be certain to get that word to you.

John M. Sebree, RCE
CEO, Missouri REALTORS®

[Register for FREE Today!](#)

The logo for the United States Census 2020 is displayed in white text on a dark blue rectangular background. The words "United States" are in a smaller, sans-serif font at the top, followed by "Census" in a large, bold, sans-serif font, and "2020" in a large, bold, sans-serif font at the bottom.

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. Note - 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, by phone, or by mail.



Leadership Academy Application Deadline Extended

The deadline to apply for Missouri REALTORS® 2020-2021 Leadership Academy Class has been **extended to Friday, May 15.**

Learn more about the Leadership Academy program and submit your application today! *(Click on the 'play' button in the above image.)*

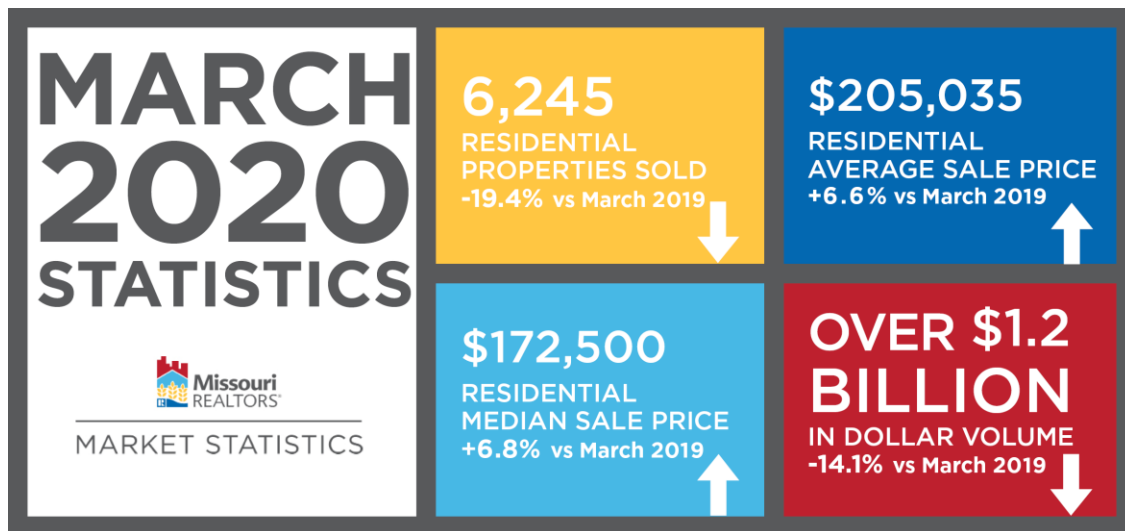
APPLY TODAY



**Your Future is
Our Mission.**

As e-learning becomes more important by the day, we encourage you to SHARE the newly updated It's Your Move program with parents and 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



Missouri's real estate market saw a slight decrease in the number of homes sold and total dollar volume compared to March 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:

- R. Layne Morrill Award
- Bruce Aydt Code of Ethics Leadership Award
- Brady Stevens Award
- Elizabeth J. Mendenhall E3 Award
- Richard A. Mendenhall 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.**



Beyond the Screen: Take Your Social Media to the Next Dimension

You're surely aware of how social media can help you build contacts and ramp up your networking, but you may be less familiar with the array of micro-tools available that can improve the quality of your engagement with clients and prospects.

[Here are some features](#) on Instagram and Twitter, two of the fastest-growing platforms for business, that can help you!

PROFESSIONAL DEVELOPMENT

PSI Services has notified the Missouri Real Estate Commission that they will reopen all testing sites in Missouri effective Friday, May 1. Individuals needing to schedule a real estate test can do so by going to the PSI Services website "goAMP.com" or by calling the PSI Candidate Support Center at 1-800-345-6559.

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

The Missouri Real Estate Commission made the following decisions affecting real estate renewals and continuing education requirements for 2020.

Renewals:

- Broker expiration dates will be extended from June 30, 2020, until August 31, 2020.
- Salesperson expiration dates will be extended from September 30, 2020, until October 31, 2020.

Continuing Education:

- Meeting CE requirements for Brokers has been extended from June 30, 2020, until August 31, 2020.
- Meeting CE requirements for Salespersons has been extended from September 30, 2020, until October 31, 2020.
- The one Core course in Real Estate Ethics will still be required.
- CE hours for Brokers completed after June 30, 2020, and before the license is renewed cannot also be used for 2022 renewal.
- CE hours for Salesperson completed after September 30, 2020, and before the license is renewed cannot also be used for 2022 renewal.

License Applications:

- For those applicants completing the 48-hour Missouri Salesperson Pre-Examination Course after March 1, 2020, they will be granted a sixty-day extension beyond the certificate expiration date to complete all phases of the application process.
- For those applicants completing the 48-hour Missouri Broker Pre-Examination Course after March 1, 2020, they will be granted a sixty-day extension beyond the certificate expiration date to complete all phases of the application process.
- For a non-resident with an active license in another state and who has completed the state examination after March 1, 2020, they will be granted a sixty-day

extension beyond the certificate expiration date to complete all phases of the application process.

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 Angie Mullings, Broker/Owner of Century 21 Integrity Group in Springfield, Mo. Angie is a charter member of Queen City Sertoma and has volunteered her time on the planning committee for the past 10 years.

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

FEATURED AFFILIATE

MARIS



This month's featured affiliate is [MARIS](#) (Mid America Regional Information Systems). MARIS provides an MLS (Multiple Listing Service) for 62 counties in Missouri and Illinois, focused on helping agents achieve their goal of listing and selling real estate.

To learn more, contact President and CEO Tim Dain by phone at 314.412.0937, or by email at tdain@marismls.com.



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