



Missouri REALTORS®

Dedicated to the American Dream

IN THE NEWS



Leadership Orientation & Advocacy Day



Missouri REALTORS® 2022 Leadership Orientation & Advocacy Day took place Oct. 11-12 in Cape Girardeau. Over this two-day period, O2 Leadership heard from a variety of speakers while planning for success in 2022.

Highlights included lunch with Missouri REALTOR'S® Leadership Team, followed by "The Power of Story to Influence and Connect," presented by Kelly Swanson. Additional presentations highlighted topics related to economic development, the current political landscape, and what to expect during the 2022 legislative session.



2021

Fall BUSINESS CONFERENCE

Missouri REALTORS®



Missouri REALTORS® recently concluded a very successful hybrid Fall Business Conference! Over 400 members from across the state attended in-person and online to ensure the governance of our association continues uninterrupted.

To view recordings of conference sessions and meetings, visit our [Fall Business Conference library](#). You can also view and download high-resolution photos of the event by visiting our [Flickr page](#). Be sure to share photos using the hashtag #MOREALTORS!

A full conference recap can be found by visiting President Janet Rodriguez Judd's [recent blog post](#)!



Missouri REALTORS® would like to congratulate the 2021 [Leadership Academy](#) class on their recent graduation! Participants recently completed Missouri REALTOR'S® 11-month program and graduated during our Fall Business Conference in Kansas City. We can't wait to see what's next for these amazing leaders!

Pictured from left to right: Cortney Stansbury, Audrey Spratt, Sherrie Rickel, Shawna Neuner, Janet Rodriguez Judd (2021 President, Missouri REALTORS®), Tonya Murfin, Julie Lide, Todd Henson, Dan Forbes, Russell Boyt, Bryant Boyd, Melissa Boaz



Have you registered to attend NAR's largest annual event for both the aspiring and most successful real estate professionals throughout the country? If not, do so soon!

Join fellow Missouri REALTORS® in San Diego, CA, November 12-15, for the 2021 REALTORS® Conference & Expo. During this time, we'll come together with REALTORS® from across the country to share and explore key industry highlights, advancements and practical applications across the real estate industry. You can also join education, networking, and trade show expo activities virtually.

REGISTER NOW!

Please save the date for a special reception honoring NAR's newest Distinguished Service Award Recipients, Gail Hartnett (Idaho) and Missouri REALTORS® Past President Larry Keating. This event will take place on Friday, November 12, from 4:30 - 6:00 p.m. at Lou & Mickey's [224 Fifth Avenue, San Diego, CA].

NAR's Distinguished Service Award is the ultimate recognition for the dedicated REALTOR® who continues to set themselves apart as a leader. REALTORS® who receive this award have shown exceptionally meritorious service for at least 25 years and have been recognized as local leaders whose performance and involvement in political and community activities have been extraordinary.



We invite you to tune in to Episode 10 of the Missouri REALTORS® Podcast as CEO John Sebree and 2021 President Janet Rodriguez Judd highlight their time at NAR's first-ever C5 Summit in New York City, including an in-depth recap of Missouri REALTOR'S® recent Fall Business Conference.

To learn more, visit [Episode 10: A Look Back at the 2021 Fall Business Conference](#).



MEMBER SPOTLIGHT

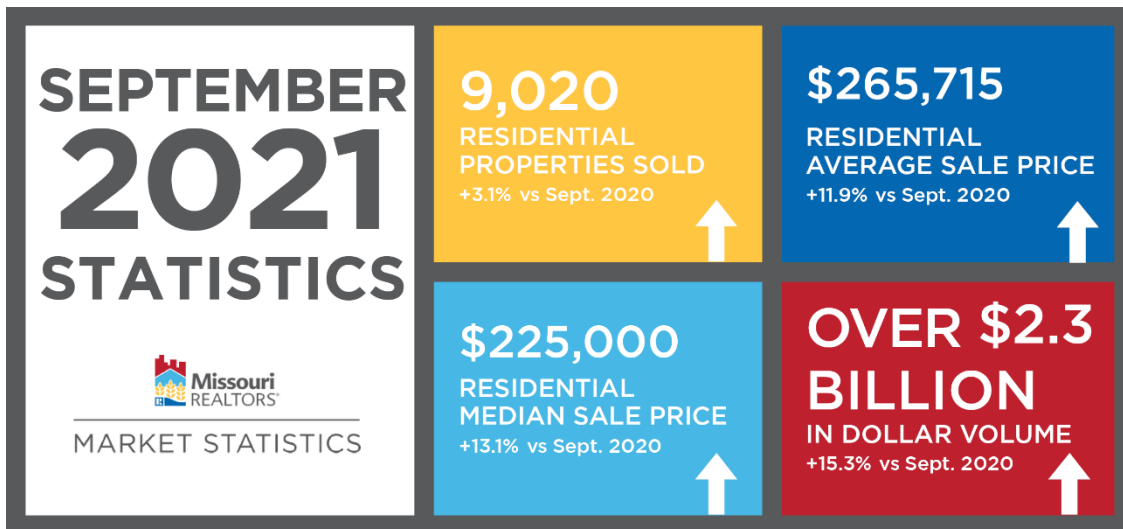
Tonya Murfin

Greater Springfield Board of REALTORS®

This month, we are shining the Member Spotlight on Tonya Murfin.

Tonya Murfin, of Southwest Missouri Realty and the Greater Springfield Board REALTORS®, is a Springfield, Missouri, REALTOR® dedicated to both her craft and to her community. We are delighted to shed light on Tonya's contributions to some more than worthy local beneficiaries and to the real estate industry.

Check out Tonya's [member spotlight blog](#) for more details!



Missouri's real estate market saw an increase in the number of homes sold and total dollar volume compared to September 2020. To review statewide market statistics, including 3rd quarter results, watch the most recent edition of [Missouri REALTORS® Market Statistics](#).



As part of REALTOR® Safety Month, former police officer and Missouri REALTORS® President Janet Rodriguez Judd was featured in NAR's webinar series, "Avoiding REALTOR® Danger Zones". This webinar focused on why safety matters and how implementing safety best practices is not only good for you but ultimately good for your business.

To access a recording of this webinar, including session handouts, visit "[Avoiding REALTOR® Danger Zones](#)."



Missouri's Haunted Homes

Happy (almost) Halloween, Missouri REALTORS®! Now that spooky season is officially upon us, we wanted to celebrate accordingly. Missouri has quite the haunted history, so we took inventory of the eeriest, most haunted homes across the state. From Kansas City to St. Louis, here's what we found. But beware, [these stories are not for the faint of heart.](#)



Sellers Shield's™ Raises \$15 million for Revolutionizing Disclosure Forms

Sellers Shield™ is proud to announce they recently raised \$15 million in funding to eliminate additional home sale lawsuits from happening, while protecting sellers and agents with their Gold Standard disclosure experience.

More than 200,000 agents and sellers have used the Sellers Shield™ platform in the past three years. This incredible growth would not be possible without agents, brokerages, associations, and technology platforms that believe in the mission of ending residential

home sale lawsuits.

Sellers Shield™ is grateful for your support and excited to continue the journey of improving the disclosure form experience.

Get started today by [accessing your free account](#). For additional questions or support, contact customersuccess@sellersshield.com

PROFESSIONAL DEVELOPMENT

The Professional Development Output Group invites you to attend “*What You Don’t Know About Loans Can Stop You*” on **Thursday, Nov. 4 at 11:30 a.m.** This webinar will be presented by REALTOR® Tammy Sherrell-Shortt. Additional panelists include Shari Wynn, VP of Gershman Mortgage, and Jennifer Smerek, VP of Gershman Mortgage.

Discussion topics include:

- What are some red flags when determining if a property may be FHA eligible?
- Will a condo be eligible for FHA and/or conventional financing?
- Self-employed buyers, do you know the latest requirements your lender will need?
- How can your lender help your offers stand out among the rest? We have some tips!

Registration is FREE but required.**

REGISTER NOW!

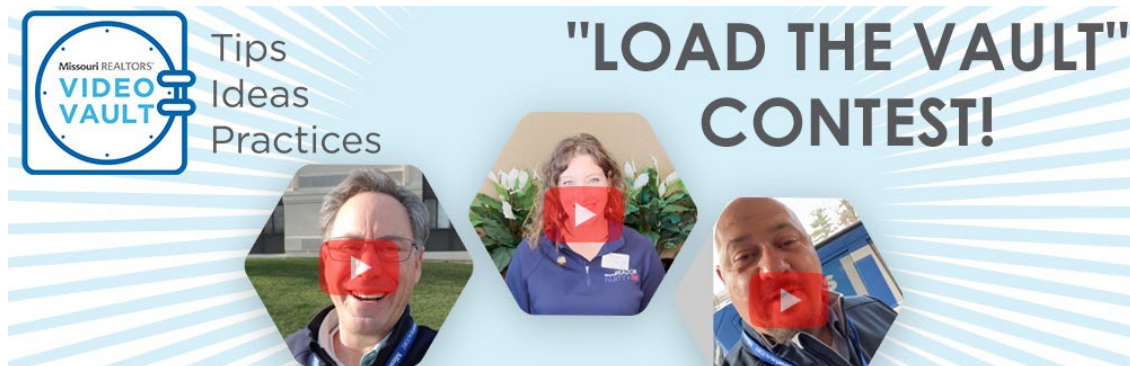
NAR Code of Ethics Deadline Approaching

The deadline for NAR’s Code of Ethics (COE) cycle is **Dec. 31, 2021**. COE class taken between Jan. 1, 2019, and Dec. 31, 2021, will fulfill the COE training requirement.

If Missouri REALTORS® is the point of entry (POE) for your Local Board/Association, please forward COE Certificates to kim@morealtor.com. **Failure to complete COE**

training prior to the December 31 deadline will result in termination of your NAR membership beginning March 1, 2022.

For additional information, contact Kim Moriarity, Director of Education and Professional Standards, at kim@morealtor.com.



The Professional Development Output Group is offering a contest for all Missouri REALTORS®. For every video you PUBLISH on the Video Vault through Dec. 31, 2021, you will receive one entry for a drawing, with amazing prizes!

- **1st Prize:** \$500
- **2nd Prize:** \$300
- **3rd Prize:** Two-night hotel stay at the Winter Business Conference (January 2022)

You all have amazing ideas, best practices, and insights to share with your fellow REALTORS®. So, why not win a prize while you're at it?

Visit Missouri REALTOR'S® [Video Vault](#) to learn more!

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



Jeff Kester
Greater Springfield



Will Klein
St. Charles



Brent Sager
Tri-Lakes

RPAC TRUSTEES



Congratulations to these REALTOR® Party Champions for being elected as 2022 RPAC Trustees during our Fall Business Conference!



This year, the [Missouri REALTOR® Party](#) hosted the Robert W. Borgmann RPAC Auction during the April Business Conference and Fall Business Conference. **Together, a grand total of \$107,656 was raised.** This is a huge win for the Missouri REALTOR® Party and a phenomenal effort to support RPAC!

FEATURED AFFILIATE



This month's featured affiliate is [America's Preferred Home Warranty](#). As a privately held company dedicated to providing customers with high-quality products, competitive pricing, and unsurpassed service, America's Preferred Home Warranty continues to help thousands of homeowners nationwide protect their biggest investment.

To learn more, contact Victor Garcia by phone at (314) 293-7571, or by email at vgarcia@aphw.com.

FUN FACT! Victor coaches girls fastpitch softball and is a New York Giants fan from Kansas.



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