



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



On behalf of REALTORS® throughout the state of Missouri, we would like to express our sincerest appreciation to 2021 President Janet Rodriguez Judd for her service to our association. Janet's continued passion and dedication to the real estate industry affirms the American Dream of homeownership remains a reality.

Missouri REALTORS® would also like to thank the [Leadership Team](#) for their continued efforts to lead and advance our association into the future. As their respective terms of service come to an end, and their new journey begins, we would like to wish them the best.



2022 *Winter*
BUSINESS CONFERENCE
JANUARY 19-21

Missouri REALTORS®



This year's Winter Business Conference will take place in person in St. Louis, Wednesday, Jan. 19 – Friday, Jan. 21, with many opportunities for virtual participation.

Join fellow REALTORS® for education and CE opportunities, governance meetings, the Emerging Issues Forum, and more! To learn more about Missouri REALTORS® upcoming Winter Business Conference, [view the full conference schedule](#).

Don't forget, Winter Business Conference registration is FREE to members of Missouri REALTORS® (*some activities are subject to a registration fee*).

REGISTER NOW!



The 2021 RPAC fundraising year is one for the record books! **For the first time in Missouri REALTOR® Party HISTORY**, we raised over **1 MILLION DOLLARS!** (\$1,076,569.08 to be exact)

In previous years, we not only met but SHATTERED our fundraising goals. This year was no different, as we raised over 113% of our investment goal. In fact, every single local association met its investment goal! Additionally, we added 90 Major Investors for a total of 392 members who have invested \$1,000 or more. Cheers to another successful year!



MEMBER SPOTLIGHT

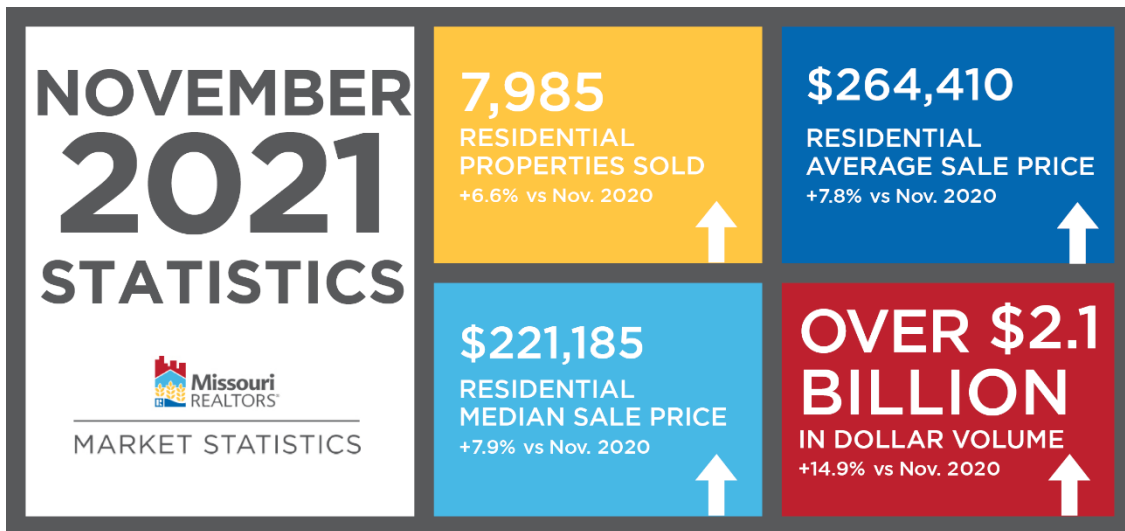
Debbie Kendrick

Mark Twain Association of REALTORS®

This month, we are shining the Member Spotlight on Debbie Kendrick.

Debbie Kendrick, from See Real Estate in Monroe City, Missouri, consistently gives back to her community and to her colleagues. By serving in a number of leadership roles within the real estate industry and beyond, Debbie perfectly captures the giving nature of this holiday season, and we are so excited to celebrate her hard work this December.

Check out Debbie's [Member Spotlight Blog](#) to learn more!



Missouri's real estate market saw an increase in the number of homes sold and sales prices compared to November 2020. To review statewide market statistics, watch the most recent edition of [Missouri REALTORS® Market Statistics](#).

REALTOR® SAFETY TIP

Learn more at missourirealtor.org/safety

Thoroughly shred all papers with personal information before you throw them away. This includes unwanted credit card applications and "convenience checks" that come in the mail, credit card receipts with your account number, outdated financial papers, and papers containing your clients' personal information.



GIVING BACK: It's the Reason for the Season!

In true holiday fashion, Missouri REALTORS® continue to prove they are dedicated to philanthropic efforts during the holiday season and beyond.

[Check out our most recent blog post](#) to learn about how fellow REALTORS® donate time and resources during the holiday season!



The National Association of Realtors® has partnered with Panorama Travel Solutions to create [NAR Travel Club](https://nar.realtor/NARtravelclub), an exclusive travel experience platform with access to full-service travel booking capabilities, including hotel, resort, car, and air.

Visit nar.realtor/NARtravelclub to open an account, and enjoy hotel savings of up to 60%.



Sellers Shield™ is the Most Convenient Way to Disclose!

Sellers Shield's™ digital platform makes life easier by simplifying the disclosure process for you and your sellers!

- Guarantee a 100% complete and legible form
- Option for seller and co-seller to both sign electronically
- Sellers can easily edit and re-sign forms as needed
- Legal experts provide tips and definitions to make the form more straightforward

- A mobile-friendly, digital platform so forms can be completed on the go

Sellers Shield's™ platform makes the disclosure process as convenient as possible.

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

PROFESSIONAL DEVELOPMENT



GRI 113: Agency & Legal Issues

On Wednesday, Jan. 19, 2022, we invite you to join Vice President of Legal Affairs and Risk Management Steve Graham and Associate General Counsel Robert Campbell for GRI 113: Agency & Legal Issues. This course will take place during the Winter Business Conference at The Hyatt Regency at the Arch from 9:00 a.m. - Noon.

This course is \$60 per person and is approved for 3 hours Elective CE and 4 hours GRI Credit.

REGISTER NOW!

LAST CALL! NAR Code of Ethics Deadline Approaching

The deadline for NAR's Code of Ethics (COE) cycle is **Dec. 31, 2021**. COE classes 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.

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 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 Scott Benson by phone at (314) 223-2886, or by email at sbenson@aphw.com.

Next time you talk to Scott, you should know! He not only enjoys time with family and friends but he's also a HUGE fan of Duke basketball.



[Are you having trouble viewing this message? Unsubscribe](#) or change your subscription preferences.

Copyright © 2021 [Missouri REALTORS®](#), All rights reserved.