



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



Hosted by Missouri REALTORS®, this year's Regional Conference is an exclusive educational and networking event for Region 9 REALTORS®.

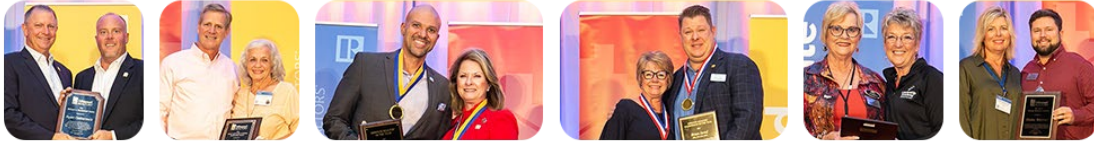
This high-energy retreat is geared towards REALTORS® who are eager to learn how cutting-edge technologies, business practices, latest industry news, and NAR resources can benefit their business and clients!

Check out the [full conference schedule](#).

REGISTER NOW!



ANNUAL AWARDS AND APPLICATIONS ARE LIVE NOMINATE A MISSOURI REALTOR® TODAY!



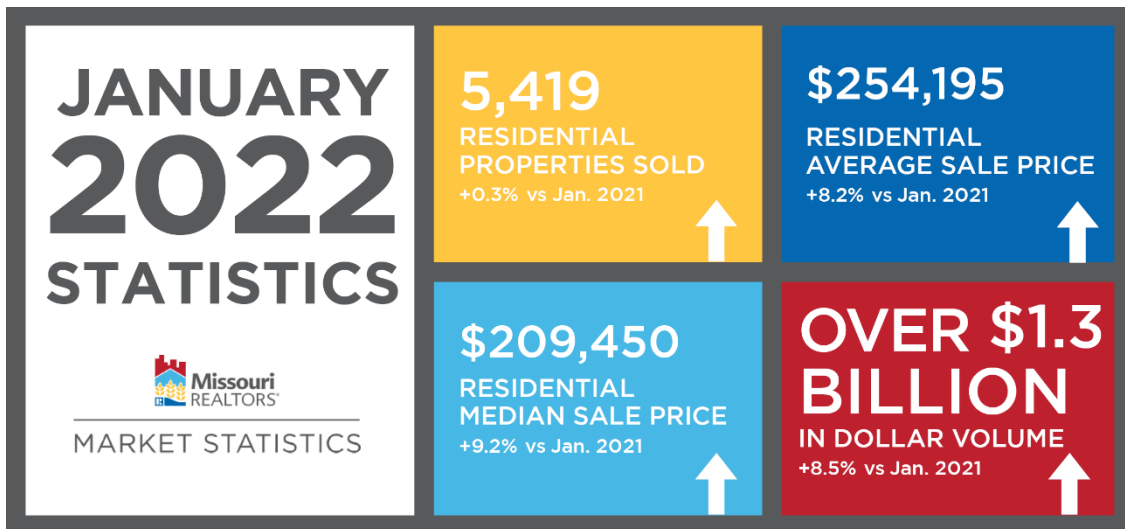
- REALTOR® of the Year
- Richard A. Mendenhall Award
- Elizabeth J. Mendenhall E3 Award
- R. Layne Morrill Award
- REALTOR® Salesperson of the Year
- Missouri Good Neighbor Award
- Brady Stevens Award
- Honor Society
- Bruce Aydt Code of Ethics Leadership Award

To learn more about each award, view past recipients, and access nomination forms, visit the [Awards and Applications page](#). **Deadlines vary between March 25 and September 1, 2022.** Be sure to check nomination deadlines for each award.



Tune in to Episode 13 of the Missouri REALTORS® Podcast as President John Mayfield talks with St. Louis REALTOR® Chad Wilson. In this episode, Chad shares first-hand advice on how you can dominate your real estate career!

[Episode 13: How to Dominate Your Real Estate Career with Chad Wilson](#)



Missouri real estate remained consistent in January with the number of homes sold compared to the same period last year; however, we continue to see an increase in sales prices. To review statewide market statistics for the month of January, watch the most recent edition of [Missouri REALTORS® Market Statistics](#).



MEMBER SPOTLIGHT

Bob & Bonnie Audrain

St. Charles REALTORS®

This month, we are shining the Member Spotlight on Bob and Bonnie Audrain.

Bob and Bonnie, from Schneider Real Estate, and members of St. Charles REALTORS®, are changemakers and engaged community members. Outside of their real estate work, the duo is dedicated to local animal welfare. They dedicate hundreds and hundreds of hours to the Animal Protection Association of Missouri, Cavalier Rescue USA, and Duo

Dogs, serving and protecting hundreds of displaced animals in the St. Louis area. In more ways than one, the Audrain's are dedicated to making the world a better place.

Learn more about the Audrain's by visiting their [member spotlight blog](#)!



The 2022 "That's Who We R" national advertising campaign is now live! Focused on the difference between a REALTOR® and a non-member agent, this campaign is designed to help consumers understand that REALTORS® are real estate experts in their local communities, who abide by NAR's Code of Ethics, and fight for real estate dreams and property rights.

Learn more about NAR's newest "[That's Who We R](#)" campaign, and access FREE marketing assets available to you.



Are you ready to invest in your future with NAR Academy at Columbia College? National Association of REALTORS® members are eligible for discounted tuition rates to real estate programs, or one of many business programs. The best part? You get to choose the best path for your goals!

NAR members can apply for one of the spring sessions and receive an exclusive 50% off tuition rate for each eligible course taken with the NAR Academy at Columbia College.

Learn more by visiting NAR.CCIS.edu.

REALTOR® SAFETY TIP

Learn more at missourirealtor.org/safety

When you have a new client, ask them to stop by your office and complete a [Prospect Identification Form](#). This form not only tells you who your client is but can be used by law enforcement officials to find a possible perpetrator should you be victimized.



The History of the Fair Housing Act

As REALTORS®, the Fair Housing Act is a commitment to upholding fair housing law. It's the promise to serve each and every client equally, regardless of race, color, sex, religion, disability, familial status, and national origin. It's the foundation for an equitable, inclusive American Dream of homeownership. Most importantly, it's a concept that REALTORS® must fully understand the history of in order to actively promote fair housing in their daily work.

As we celebrate Black History Month, let's acknowledge the history of housing discrimination and recognize the importance of the Fair Housing Act.

[Read our blog post](#) to learn more.

PROFESSIONAL DEVELOPMENT

Final Notice: The National Association of REALTORS® (NAR) grace period for this cycle's Code of Ethics (COE) requirement ends March 1, 2022. Failure to complete COE training before March 1 will result in the termination of your NAR membership.

Contact your Local Board/Association as soon as possible to confirm you are in compliance. If Missouri REALTORS® is the point of entry for your Local Board/Association and you have not submitted your COE training for Cycle 6, please do so as soon as possible so it can be recorded and reflected in your NRDS record immediately.

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

ADVOCACY



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 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

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 [BluCurrent Credit Union](#). Offering the banking you need without the big bank bureaucracy, BluCurrent Credit Union is Springfield's largest credit union with over 22,000 members, four branch locations, and over \$260 million in assets. The result? Happy members, growing communities, and a stronger Missouri!

To learn more, contact Mortgage Sales Manager Hannah McCaig by phone at (417) 851-1545, or by email at HMcCaig@blucurrent.org.

Here are a few fun facts about Hannah! She has three dogs and a daughter, enjoys beach vacations, and loves to go on bike rides with her family.



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