



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



Thank You
John Sebree
Missouri REALTORS®

As Missouri REALTORS® CEO John Sebree transitions to the California Association of REALTORS® to serve as their new CEO, we would like to express our sincerest appreciation for John's seven years of service to Missouri REALTORS®.

On behalf of all Missouri REALTORS®, we want to thank you for all that you have done for us, and we wish you the best!



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!



Tune in to Episode 12 of the Missouri REALTORS® Podcast as President John Mayfield talks with storyteller and inspirational speaker Kelly Swanson. In this episode, Kelly highlights the power of storytelling and how it can be implemented into a daily routine for increased success.

To learn more, visit [Episode 12: The Power of Storytelling with Kelly Swanson](#).



Nearly 350 REALTORS® from across the state helped kick off the New Year at the Winter Business Conference in St. Louis, January 19-21. Thank you to everyone who attended this event in person and virtually! We hope you had a blast and can't wait to see you at the Spring Business Conference in Jefferson City, April 26-28.

To learn more, visit President Mayfield's [conference recap blog](#). You can also view and download high-resolution photos of the event by visiting our [Flickr page](#).



Missouri REALTORS® would like to congratulate Sundry Whiteside of Chesterfield, Mo., for being named Missouri REALTORS® 2021 [Good Neighbor Award](#) recipient!

Serving as Board President for the St. Louis Association of Community Organizations (SLACO), Sundy has been the creator and driving force behind numerous initiatives focused on strengthening neighborhoods and improving quality of life for St. Louis residents. Additionally, she is the co-founder and current co-chair of the St. Louis Vacancy Collaborative, a coalition dedicated to reducing the number of vacant properties and the negative impact of vacant properties within the city of St. Louis.

Accepting on behalf of SLACO and the St. Louis Vacancy Collaborative, Sundy was presented with a check from Missouri REALTORS® for \$5,000. Learn more about Sundy's story by watching the [2021 Good Neighbor Award video](#).



We would also like to recognize Lisa Alexander for her work with the Wentzville Outreach Lions Club. Lisa was named Missouri REALTORS® 2021 Good Neighbor Award Honorable Mention recipient! Lisa received a check for her charity in the amount of \$2,000.

Learn more about Lisa's story by watching the [2021 Honorable Mention video](#).

We would like to thank [Home Warranty, Inc.](#) for sponsoring the Missouri REALTORS® Good Neighbor Award!

The second-ever Leadership Academy Alumni Retreat is a wrap! Alumni heard from keynote speaker Coach Wayne Salmans and Missouri REALTORS® Leadership Team, shared lessons and inspiration during an Ignite storytelling session, AND battled for the title 'best class ever.' We truly believe all of our alumni are from the best class ever!



[Missouri REALTORS® Leadership Academy](#) class also met for their second retreat this week at Old Kinderhook in Camdenton. The class participated in interactive media spokesperson training led by NAR Past President Ron Phipps. Melynn Sight with nSight Marking led a writing workshop to perfect participants' business writing skills. During their retreat, the class enjoyed socializing over dinner and engaging in team-building activities. The class is looking forward to meeting for their third retreat in April!



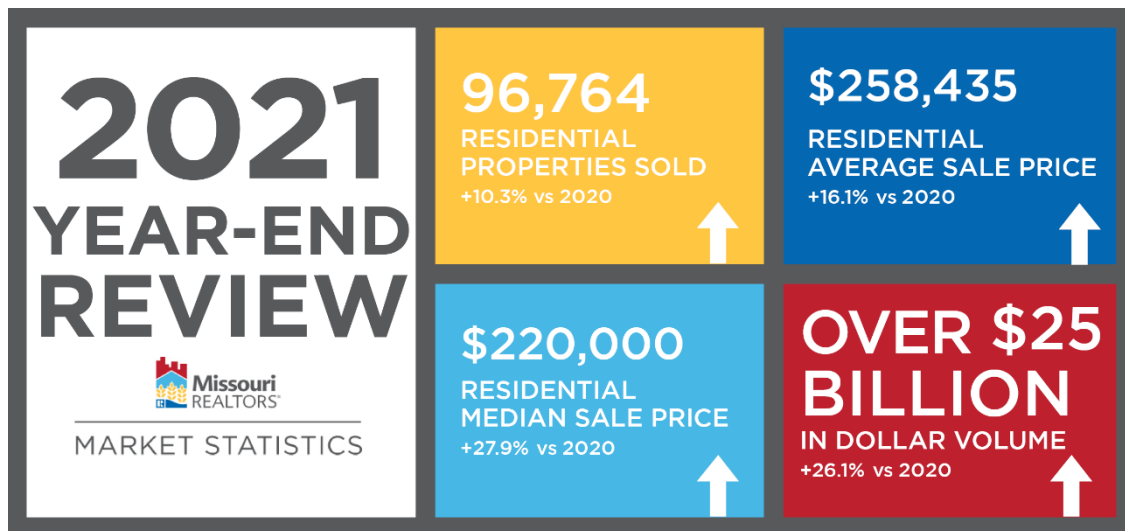
The [Institute for Economic Equity](#) will host the first **Conversations on Equity** virtual event on **Feb. 2, 2022**. The new speakers series features national thought leaders that are working to build awareness of obstacles to economic equity, while sharing evidence-based solutions to dismantle them.

Liz Shuler, president of the American Federation of Labor and Congress of Industrial Organizations (AFL-CIO), will join Bill Rodgers, the Institute's director, as the inaugural guest. Shuler leads the nation's largest federation of unions, representing over 12.5 million workers. She will share her views on the current state of economic equity, focusing on her

vision, goals, and strategies for ensuring that the nation's workers, families, and communities can thrive.

Questions? Contact the Community Development team
at communitydevelopment@stls.frb.org.

REGISTER NOW!



Missouri's real estate market saw a significant increase in the number of homes sold and sales prices compared to 2020. To review statewide market statistics for the month of December, including year-end data, watch the most recent edition of [Missouri REALTORS® Market Statistics](#).

REALTOR® SAFETY TIP

Learn more at missourirealtor.org/safety

When talking to clients and prospects, be friendly but still keep your personal information private. This means avoiding mention of where you live, your after-work or vacation plans, and similar details.



New, Innovative Ways to Generate Real Estate Leads

Whether you're a newly-licensed agent or a seasoned professional, odds are that you're on the prowl for the very best ways to generate leads. Knowing where to start the search is half the battle, so we have compiled a list of strategies to broaden your reach, extend your scope and build that contact list.

Check out our [most recent blog post](#) to learn how you can become a more successful REALTOR®.

Subscribe to our
You Tube Channel



Have you subscribed to the [Missouri REALTORS® YouTube channel](#)? We have great video content being released on a regular basis. Don't miss out!



A Home Sale Lawsuit Is Terrible for Sellers

Home sale lawsuits don't happen on every sale but when they do, they are a massive headache. Agents, brokers, and even inspectors are protected through E&O insurance, but sellers are unfortunately left to fend for themselves. It can be scary and stressful for your seller to be sued, but it doesn't have to be!

Make Sure Your Seller Is Protected

In the event of a lawsuit, Sellers Shield™'s optional Home Sale Legal Protection™ kicks in and immediately assigns your seller an experienced, licensed real estate attorney, AND pays the legal bills, up to \$20,000! We make sure your seller gets the protection they deserve without any hassle. A protected seller is a happy seller, and Home Sale Legal Protection™ makes providing that protection easier than ever.

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

PROFESSIONAL DEVELOPMENT

The National Association of REALTORS® Code of Ethics cycle ended on Dec. 31, 2021. However, there is a grace period until March 1, 2022. 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.

If your COE training is not received by March 1, 2022, **your NAR membership will be terminated.**

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

ADVOCACY



With the 2nd Regular Session of the 101st General Assembly underway, we are excited to share with you our 2022 legislative talking points!

- Eviction Moratoriums
- LIHTC (Low-Income Housing Tax Credits)
- Removing Restrictive Covenants

- MONA (Missouri Non-Discrimination Act).

To learn more about each of these priorities, visit our [REALTOR® Days & Legislative Resources page](#).

Online REALTOR® Candidate Training Academy for State and Local Office

The updated online version of the [REALTOR® Candidate Training Academy for State and Local Office](#) is now live on the Center for REALTOR® Development site. It is free to members and staff interested in running for elected office or learning more about campaigns.

If you are interested in hosting an in-person or virtual candidate training academy this year, please contact John Winston at jwinston@nar.realtor, or call (202) 383-1235.

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



OLD REPUBLIC HOME PROTECTION



This month's featured affiliate is [Old Republic Home Protection](#). Offering a well-balanced mix of home warranty coverage, price, and service with genuine care, Old Republic Home Protection provides the industry's premier customer service experience, making a positive difference in the lives of others.

To learn more, contact Terri Bulejski by phone at (314) 922-8361, or by email at TerriB@orhp.com.

Here are a few fun facts you should know about Terri! She was a flight attendant for 16 years, she has 2 rescue dogs - Quincy and Wrigley - and likes kayaking, bowling, walking, and crafts.



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