



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS

O₂ Outreach & Output  Missouri REALTORS®

SIGN UP FOR 2023 O2 LEADERSHIP POSITIONS AND OUTPUT GROUPS!



The application process to serve as a leader within Missouri REALTORS® 2022 O2 governance structure is now open!

APPLY TODAY

You can also apply in person at THE LANDING Lounge during our upcoming Spring Business Conference in Jefferson City, April 26-28. **The deadline to apply for all leadership positions is May 13, 2022.**

2022 Spring
BUSINESS CONFERENCE
APRIL 26-28 *Jefferson City*
Missouri REALTORS®



This year's [Spring Business Conference](#) will take place April 26-28 in Jefferson City. Join us Tuesday for the much anticipated Capitol Conference. This is an opportunity to meet with elected officials and encourage lawmakers to protect the American Dream of Homeownership. That afternoon, we will officially kick off the conference with our Opening General Session.

The following days are full of governance meetings, guest speakers, and numerous networking events. You don't want to miss it!

To learn more about the upcoming Spring Business Conference and Capitol Conference, visit President John Mayfield's recent [blog post](#).

REGISTER NOW

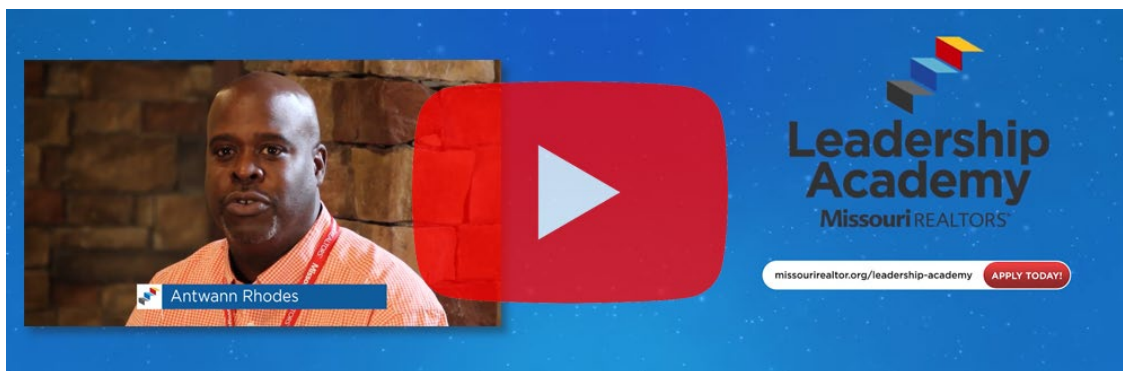


**ANNUAL AWARDS AND APPLICATIONS ARE LIVE
NOMINATE A MISSOURI REALTOR® TODAY!**



Deadlines for Missouri REALTORS® Honor Society (**March 25**) and REALTOR® Salesperson of the Year (**March 31**) awards are quickly approaching!

To learn more about Missouri REALTORS® awards, view past recipients, and access nomination forms, visit our [Awards and Applications page](#). Additional award deadlines vary between May 1 and September 1, 2022.



Missouri REALTORS® is Now Accepting Applications for the 2022-2023 Leadership Academy Class!

Missouri REALTORS® Leadership Academy creates leaders who go on to do big things in our industry and within our communities. Will this be your year? Learn more about the Leadership Academy program [click the 'Play' button above] and submit your application today!

APPLY TODAY

The deadline to apply is May 6, 2022.



President John Mayfield and Immediate Past President Janet Rodriguez Judd recently traveled to Cannes, France for MIPIM – the world's leading global real estate market event. Alongside Dennis Pruitt of Missouri Partnership, Missouri leadership focused their time recruiting new foreign investment into the state.

Learn more about Missouri REALTORS® involvement in showcasing area markets at MIPIM 2022 by viewing our recent [press release](#).



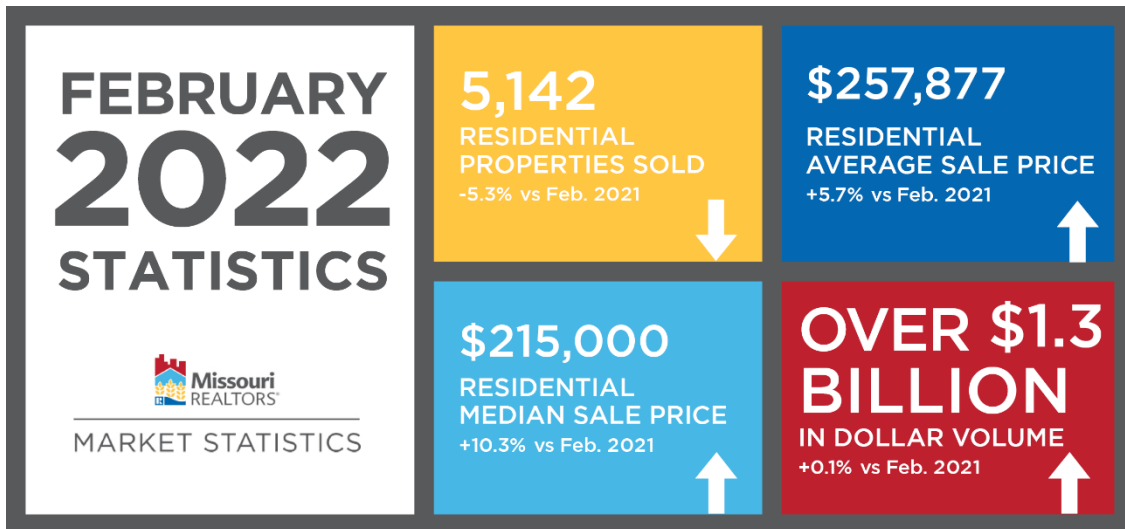
Hosted by Missouri REALTORS®, this year's Region 9 Conference took place at Big Cedar Lodge in Branson, March 5-7. With a focus on educational and networking opportunities, REALTORS® learned how cutting-edge technologies, business practices, latest industry news, and NAR resources could benefit their business and clients. More than 160 REALTORS® from Arkansas, Kansas, Missouri, and Oklahoma were in attendance.

To learn more about this year's event, view our recent [press release](#).



Would you like to find out the key to a successful real estate career? Tune in to Episode 14 of the Missouri REALTORS® Podcast as President John Mayfield talks with real estate broker, coach, and speaker Darren Kittelson. In this episode, Darren shares proven tips and strategies that are the key to building a successful real estate career.

[Episode 14: The Key to a Successful Real Estate Career](#)



Missouri real estate saw a slight decrease in the number of homes sold compared to the same period last year; however, sales prices continue to rise.

To review statewide market statistics for the month of February, watch the most recent edition of [Missouri REALTORS® Market Statistics](#).



MEMBER SPOTLIGHT

Ken Thoenen

Jefferson City Area Board of REALTORS®

This month, we are shining our Member Spotlight on Ken Thoenen.

Ken, with Action Realty of Jefferson City, consistently gives back to his community through his involvement with River City Habitat for Humanity. Focused on a world where everyone has a decent place to live, Ken has spent the past 28 years working toward that vision by building strength, stability, and self-reliance for families in need of decent and affordable housing.

To learn more about Ken, visit his [Member Spotlight blog](#)!

REALTOR® SAFETY TIP

Learn more at missourirealtor.org/safety

As a precautionary backup, always share your schedule with a colleague, assistant, or family member.

For additional safety resources, visit our dedicated [REALTOR® Safety page](#).



Top Member Apps

Whether you're a newly licensed agent or a seasoned professional, odds are you're open to the latest and greatest technology designed to keep you and your clients safe, while creating leads along the way. To assist in your journey, we've compiled a list of top apps used by REALTORS® just like yourself. [Take a look!](#)

PROFESSIONAL DEVELOPMENT

Early this year, Missouri REALTORS®, in partnership with St. Louis REALTORS®, led an initiative requesting the Missouri Real Estate Commission (MREC) identify Fair Housing as a required continuing education course for the 2024-2026 license renewal period. Our request was successful.

Broker/salesperson license renewals for the 2024-2026 licensing period will require a CORE course on Fair Housing. Missouri regulations currently require 12 hours of

continuing education of which no less than 3 hours must be a CORE course. Licensees may take all 12 hours comprised of CORE courses but if a licensee takes only one CORE course for the next renewal period, **it must be a Fair Housing course.**

The importance of full and fair access to housing for **all** real estate consumers in Missouri cannot be overstated. Mandatory training, before a license is renewed, helps ensure all Missouri licensees conduct their business practices in full compliance with applicable fair housing laws.

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.

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