



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS

O₂ Outreach & Output  Missouri REALTORS®

SIGN UP FOR 2024 O2 LEADERSHIP POSITIONS AND OUTPUT GROUPS!

2024 O2 Application Process Now Open!

The application process to serve as a leader within Missouri REALTORS® 2024 O2 governance structure is now open! View additional details in CEO Breanna Vanstrom's latest blog, "[Now Accepting 2024 O2 Leadership Applications!](#)"

APPLY TODAY

You can also apply in person at THE LANDING Lounge during our upcoming Spring Business Conference, April 11-13 in Columbia. **The deadline to apply for all leadership positions is May 15, 2023.**

NOW ACCEPTING NOMINATIONS!

2023

HONOR SOCIETY AWARD



Honor Society | Now Accepting Applications!

Do you know a REALTOR® with high regard for professional achievement? Someone who continually seeks excellence through education, while contributing their skills to board and association leadership? If so, nominate them for the Honor Society Award!

The deadline for Honor Society nominations is Monday, March 20.

APPLY TODAY



Missouri REALTORS®
PODCAST



EPISODE 25

PRACTICING REAL ESTATE
IN MULTIPLE LOCATIONS

▶ Listen Now!



Featuring
**Tammy
Sherrell-Shortt**

Episode 25: Practicing Real Estate in Multiple Locations

Are you practicing real estate in multiple locations? Maybe it's something you've considered. Tune into [Episode 25 of the Missouri REALTORS® Podcast](#) as Tammy Sherrell-Shortt, broker for Sherrell Realty & Associates, shares her story, including tips to help you successfully navigate this process.



Now Accepting Applications for the 2023-2024 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 and submit your application today!

APPLY TODAY



February Leadership Academy Retreat

Missouri REALTORS® Leadership Academy class recently met for their second retreat in Columbia. The class participated in interactive media spokesperson training led by NAR Past President Ron Phipps. Lori Robertson led a session - The Secret Sauce for Leaders: 5 Ingredients to Engage, Connect & Move Any Audience. 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!

National Director Opportunity

Missouri is projected to have two National Director positions become vacant for the 2023-2026 term. Candidates will be elected by a vote of the Missouri REALTORS® Board of Directors at the upcoming Spring Business Conference. The term of service for these positions is December 1, 2023 - November 30, 2026.

[You can download the National Director application here.](#) **Applications must be completed and submitted to Missouri REALTORS® no later than March 14, 2023, to be considered.** All forms must be submitted with all appropriate signatures.

**March 14 is 30 days prior to the Board of Directors meeting that will be held during the Spring Business Conference.*

If you have questions about applying for a National Director position, contact Cara Harmon, Vice President of Communications and Member Engagement, at cara@morealtor.com.



LEADERSHIP SPOTLIGHT

Lana Nelson

Ozark Gateway Association of REALTORS®

This month, we are shining our Leadership Spotlight on Lana Nelson of the Ozark Gateway Association of REALTORS®.

Lana is a Missouri REALTOR® in the Joplin community area who donates hundreds of volunteer hours per year in support of the first free end-of-life residence in Southwest Missouri, the [Solace House of the Ozarks](#).

To learn more about Lana's dedication to serving others, visit her [Leadership Spotlight blog!](#)



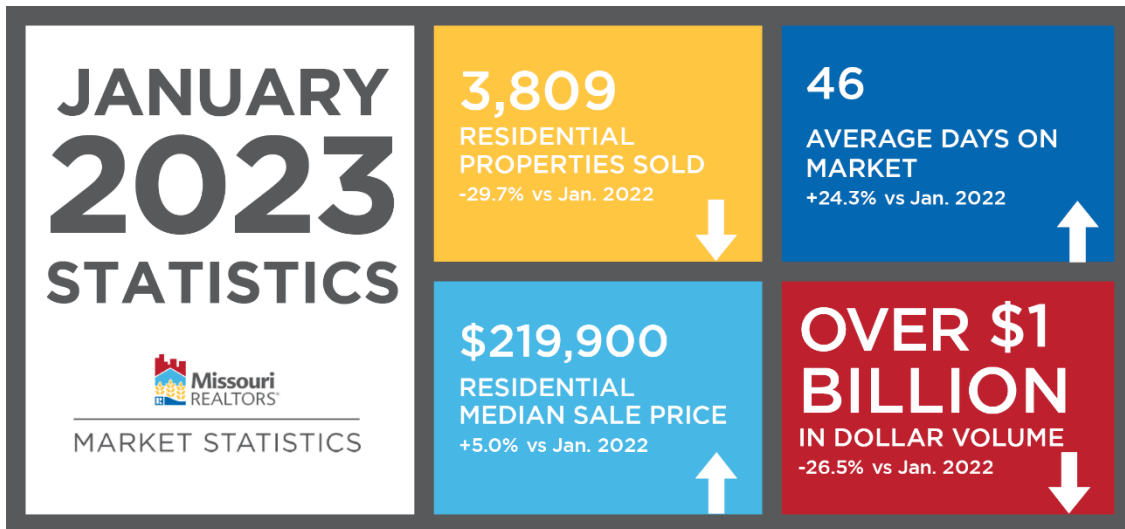
Missouri REALTORS® Attend Region 9 Conference

Missouri REALTORS® was well represented at the Region 9 Conference in Lawrence, Kansas, February 25-27. It was a fun weekend of education and networking with friends from Arkansas, Kansas, and Oklahoma!



Foundation Trustees Discuss Strategic Planning Initiatives

Trustees of the Missouri REALTORS® Educational Foundation (MREF) recently met in Jefferson City to discuss strategic planning initiatives. Facilitated by instructor Tim Siebert, trustees focused discussion on opportunities to provide practical education to consumers while equipping them with the skills necessary to make informed real estate decisions.



Missouri Market Statistics | January 2023

While Missouri saw an increase in the median sales price for January, fewer sales resulted in a decrease in total dollar volume.

To view statewide market statistics for January, visit our [January 2023 Market Report](#).



MEMBER BENEFIT

www.techhelpline.com

▶ Watch Now!

Featured Member Benefit | Tech Helpline

As a member of Missouri REALTORS®, you have access to unlimited tech support through [Tech Helpline](#) at no additional cost to you. Think of Tech Helpline as your technology advocate. They can help you with everything from setting up your smartphone device to troubleshooting issues with your laptop, providing basic social media guidance, and more.

[Learn more about this free member benefit](#) with St. Louis REALTOR® Liz Smith!



The History of Women in Real Estate

March is Women's History Month. To mark the occasion, we took a deep dive into the history of women and homeownership from our days as the 13 colonies to recent legislative wins. Many of the earliest battles for women's rights revolved around their desire to own and manage a home as single or married individuals. Now, women are dominating the real estate industry.

To learn more about the history of women in real estate, [view our most recent blog!](#)

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

Missouri REALTOR®
PARTY ★ 

Seeking State Political Coordinators

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 Government Affairs and Local Board Relations, at erin@morealtor.com.

APPLY TODAY

FEATURED AFFILIATE



This month's featured affiliate is Greg Glendenning of [Inclusive Home Inspections](http://www.inclusivehomeinspection.com) (IHI). Built on a foundation of honesty and integrity, IHI looks forward to assisting clients with their home inspection needs.

To learn more about Inclusive Home Inspections, including their service area, visit www.inclusivehomeinspection.com. You can also contact Greg at (417) 205-6467 or by email at ihg@gmail.com.



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