



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



Missouri
REALTORS®

EDUCATION SURVEY

Education Survey

Help us plan future education offerings by taking the [2023 Education Survey](#). Individuals who participate will be entered into a drawing to win one of five (5) \$100 VISA gift cards!

This survey is open until February 7, 2023.

BEGIN SURVEY



2023 Winter Business Conference Recap

Over 400 REALTORS®, affiliates, and sponsors from across the state helped kick off the New Year at the Winter Business Conference in Kansas City, January 17-19. Thank you to

everyone who attended this event in person and virtually! We hope you found this event very informative and can't wait to see you at the Spring Business Conference in Columbia, April 11-13.

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

A promotional graphic for the Missouri REALTORS® Podcast. On the left is a microphone icon with the text "Missouri REALTORS® PODCAST". In the center is a blue audio waveform above the text "EPISODE 24" and "SHINE YOUR LIGHT". Below this is a red button with a play icon and the text "Listen Now!". On the right is a portrait of Andrea Sheridan with the text "Featuring President Andrea Sheridan".

**Missouri REALTORS®
PODCAST**

EPISODE 24
SHINE YOUR LIGHT

**Featuring
President
Andrea Sheridan**

▶ Listen Now!

Episode 24: Shine YouR Light

Tune in to our first episode of the New Year with 2023 President Andrea Sheridan! In this episode, Andrea visits with Immediate Past President John Mayfield about her theme, Shine YouR Light, and what she looks to accomplish in 2023. You don't want to miss it!

Tune in to [Episode 24 of the Missouri REALTORS® Podcast](#) to learn more!

A graphic for the Region IX Conference. It features the text "Registration Open!" in a script font, followed by "February 25-27, 2023" in a bold sans-serif font. To the right is a blue silhouette of the state of Missouri with the text "REGION IX Conference" overlaid.

Registration Open!

February 25-27, 2023

**REGION IX
Conference**

Region 9 Conference

Have you registered for the upcoming Region 9 Conference? If not, don't wait! This event will take place February 25-27 at The Oread Hotel in Lawrence, Kansas, and will be hosted by the Kansas Association of REALTORS®. We look forward to another strong Missouri presence!

[View the full conference schedule and register!](#)



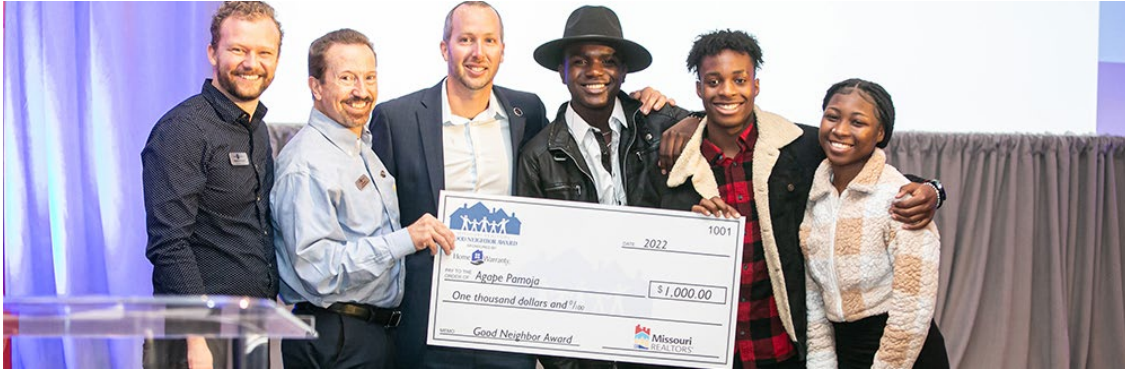
Missouri REALTORS® Good Neighbor Award Winner

Missouri REALTORS® would like to congratulate Bob Robinson of Lake Ozark, MO., on being named Missouri REALTORS® 2022 Good Neighbor Award winner!

Founded by Robinson in 2014, the [Local Area Needs Initiative](#) (LANI) serves families and individuals in crisis with no geographical or political boundaries. “The uniqueness of LANI is how services are provided to the community,” said Robinson. “There are no forms to complete, no waiting lists, and no red tape.” This model allows LANI to be duplicated in communities throughout the state, allowing LANI to operate behind the scenes, while showcasing other community resources.

Since its inception, LANI has assisted more than 2,500 people with clothing, rent, utility bills, doctor bills, vehicle maintenance, and much more. In total, more than \$175,000 has been donated, not including countless hours and services provided by local businesses and community members.

Learn more about Robinson's story by watching the [2022 Missouri Good Neighbor Award video](#).



Missouri REALTORS® Good Neighbor Award Honorable Mention

We would also like to recognize Brent Gieseke for his work with [Agape Pamoja](#), a non-profit founded to provide housing for refugees while mentoring youth throughout the process. Gieseke was named Missouri REALTORS® 2022 Good Neighbor Award Honorable Mention recipient!

Learn more about Gieseke's story by watching the [2022 Honorable Mention video](#).

We would like to thank [Home Warranty, Inc.](#), as well as Mark Emerick and Matthew Emerick, for sponsoring Missouri REALTORS® Good Neighbor Award!



LEADERSHIP SPOTLIGHT

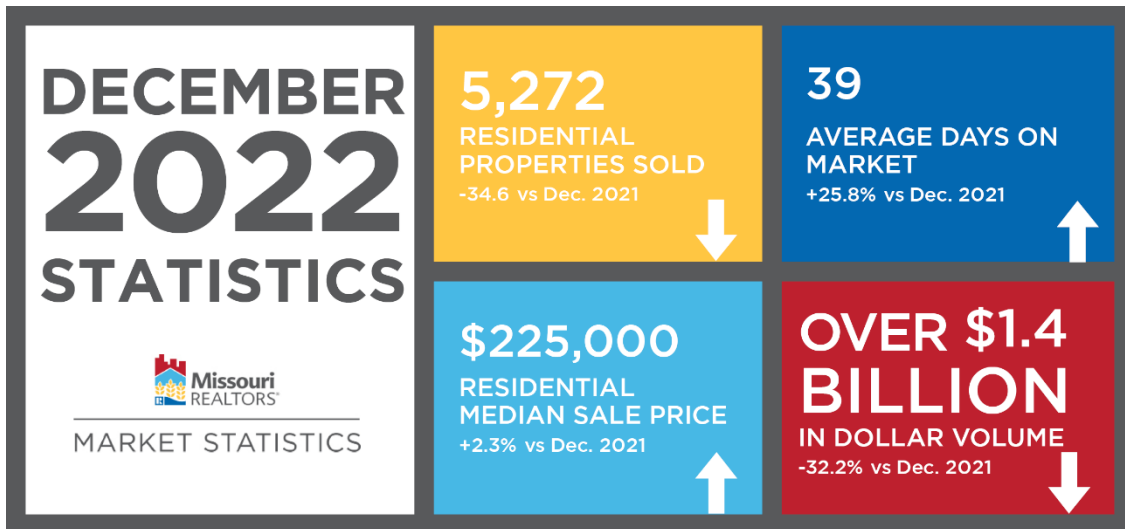
Angie Harness

St. Louis REALTORS®

This month, we are shining our Leadership Spotlight on Angie Harness.

Angie Harness, from Angie Harness Consulting, is a Missouri REALTOR® and devoted advocate for victims of abuse or neglect in her community, especially children. In fact, some of Angie's most notable philanthropic work has been with The Child Advocacy Center of Northeast Missouri, an organization that protects children who disclose abuse by ensuring they are not further victimized by intervention systems.

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



Missouri Market Statistics | December 2022

Missouri real estate continues to experience a typical, seasonal slowdown compounded by higher interest rates. Even with an increased median sales price, fewer sales resulted in total dollar volume being down nearly 32%.

To view statewide market statistics for December, including year-end results, visit our [December/Year-End Market Report](#).



Fun February Events Across Missouri!

The February Funk. We're all familiar. It's when the days are short but the weeks are long. We're well past the excitement of the holidays, spring is still out of grasp and many of us have already broken our New Year's Resolutions. February is tough, to say the least.

But not to fear! Lucky for us, there are a plethora of events, shows, and exhibits that will fill your February with FUN. Not to mention, as Missouri REALTORS®, it's important that we experience all of the wonderful things our state has to offer!

[Here's a list of events](#) from Kansas City to St. Louis and in between that just might fix your February Funk.

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



2023 Legislative Talking Points

With the 102nd General Assembly underway, we are excited to share our 2023 legislative talking points! Additionally, REALTOR® Days begin this week. This is an opportunity for REALTORS® and association leaders, along with their local leadership academies and governmental affairs committees, to come together and communicate with elected officials about issues important to the real estate industry.

- Citizens Referendum Power
- Economic Development Tools
- Eviction Moratoriums
- Land Banks
- MONA (Missouri Non-Discrimination Act)

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



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



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REAL ESTATE
COLLEGE



This month's featured affiliate is Gabrielle Hodge with [Perry Real Estate College](#). Trusted by thousands of current and aspiring real estate agents and brokers nationwide, Perry Real Estate College is a preferred real estate pre-license, post-license, brokerage, and continuing education provider.

To learn how Perry Real Estate College can benefit you, contact Gabrielle by phone at (513) 417-3709 or by email at gabrielle@perryrealestatecollege.com.



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