



Missouri REALTORS® Brokers,

This month's Broker Connection is packed with legal and legislative updates, including:

- Missouri REALTORS® Online CE | 12-Hour Renewal Package – Only \$95
- NEW! Quarterly Ethics Corner | The Importance of Disclosing Pertinent Facts
- DOL Issues New Proposed Independent Contractor Rule

Plus, information about this month's NAR Sales Meeting in a Box, Legal Line FAQ of the Month, and more. We also encourage you to visit broker.realtor for additional resources, and stay tuned to the [Brokers Community on The Landing](#) for updates specific to Missouri.

If you have any questions, or are searching for additional resources, please don't hesitate to contact me directly, or anyone on our dedicated Missouri REALTORS® [staff and volunteer leadership teams](#).

Sincerely,

Breanna Vanstrom, MBA, RCE, CAE
CEO, Missouri REALTORS®
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BROKERAGE MANAGEMENT

Missouri REALTORS® Online CE | 12-Hour Renewal Package – Only \$95

Renewal season is here - and we know your focus is on serving clients. Missouri REALTORS® makes it easy to complete *all* your Missouri license renewal requirements **and** NAR Cycle 8 education with one convenient 12-hour online CE package, developed specifically for Missouri REALTORS®.

This package includes:

- **Missouri REALTORS® Residential Sales Contract** | 3 Elective Hours
- **Missouri REALTORS® Agency Forms** | 3 Elective Hours
- **Code of Ethics** | 3 Hours | NAR Ethics Requirement
- **Fair Housing** | 3 Core Hours | NAR Fair Housing Requirement

Complete everything you need before the **June 30 broker renewal deadline** - on your schedule, online.

[Access Missouri REALTORS® Online CE today.](#)

Missouri REALTORS® 2026 Broker Education Series

Missouri REALTORS® invites brokers to elevate their leadership and business performance through the 2026 Broker Education Series. This series features two Certified Real Estate Brokerage Manager (CRB) courses designed to address today's brokerage challenges and provide practical strategies you can apply immediately - while earning credit toward the CRB designation.

Performance Leadership: Coach, Manage, & Mentor *facilitated by Maurice Taylor*
 Tuesday, May 19 9:00AM - 4:30PM

Learn how to adapt your leadership style, coach effectively, and develop high-performing agents. Topics include recruiting, retention, training, accountability, and strengthening brokerage culture.

Creating a Profitable Real Estate Company *facilitated by John Mayfield*
 Tuesday, August 4 9:00AM - 4:30PM

Move beyond production and focus on profitability. This course covers financial reporting, agent compensation, cost control, and informed decision-making for long-term brokerage success.

Location: Missouri REALTORS® Headquarters, Columbia Missouri

Pricing: \$225 per class | \$400 bundle

Space is limited. [Register early and invest in your brokerage's success.](#)

NAR Sales Meeting in a Box Series

This month's Sales Meeting in a Box package is now available - packed with quick-share, ready-to-use slides designed to boost agent engagement and deliver timely, high-value updates at brokerage meetings.

What's inside the April kit:

- Broker AI Toolkit
- Registration info for the 2026 REALTORS® Legislative Meetings
- The new REALTOR® News *Change Agents* podcast
- Fair Housing Month
- The 21st Century Road to Housing Act
- May Broker Power Hour
- Committee Applications

This resource is built to help brokers save time, stay informed, and deliver

consistent, meaningful updates to their agents - while reinforcing the value of engagement at every level of the REALTOR® organization.

[Access and share the Sales Meeting Playbook with your brokers.](#)

LEGAL UPDATE

NEW! Quarterly Ethics Corner

Each quarter, we will spotlight key ethical topics and Articles from the REALTOR® Code of Ethics, offering practical insight into how they apply to real estate practice. Missouri REALTORS® [Ethics Corner](#) is designed to help members uphold the highest standards of professionalism, fairness, and integrity across Missouri real estate.

Ethics Corner Article 1 | The Importance of Disclosing Pertinent Facts

As REALTORS® navigate the challenging world of real estate, many factors come into play when dealing with real estate transactions. From the ever-changing market to handling clients with all kinds of needs, it is important to keep in mind what issues you could face that could jeopardize your clients.

One of the most cited Articles of the Code is Article 2, the Disclosure Article. I have administered many hearings and complaints that have cited Article 2 are steadily increasing. Reasons as to why certain pertinent information about a property or transaction has been withheld range from, “*My client told me not to mention it and I do what my client tells me.*” to, “*If it’s not on the Seller’s Disclosure, it’s not my responsibility to tell them, it’s the Sellers*”.

Article 2 states that REALTORS® shall avoid exaggeration, misrepresentation, or concealment of pertinent facts relating to the property or the transaction. REALTORS® shall not, however, be obligated to discover latent defects in the property, to advise on matters outside the scope of their real estate license, or to disclose facts which are confidential under the scope of agency or non-agency relationships as defined by state law.

To those who question the importance of disclosure, here are a few reasons why you should:

- **Ensures informed decision-making** - buyers rely on accurate information when buying and selling property such as property value, current condition, past incidents and environmental hazards.
- **Builds trust** - full and honest disclosure creates trust with your client and your fellow professionals while assuring their decisions are based on facts, not assumptions.
- **Reduces legal and financial risk** – failure to disclose pertinent information can lead to breach of contract, lawsuits and penalties.
- **Financial Protection** - protects the seller from disputes and costly litigation
- **Maintains Professional Standards** – REALTORS® have a duty to avoid concealing pertinent facts, even if the seller does not mention it, and not doing so could result in an ethics complaint being filed.

To quote our Preamble: The term REALTOR® has come to connote competency, fairness, and high integrity resulting from adherence to a lofty ideal of moral conduct in business relations. No inducement of profit and no instruction from clients ever can justify departure from this ideal!

Questions? Contact Tracey Yost, Director Forms and Professional Standards at

Legal Line FAQ of the Month | Original Offer Acceptance Deadline Does Not Carryover Into Counteroffer

Question: Under general contract law, does the original offer's Acceptance Deadline control if a counteroffer does not have a deadline?

Answer: No. Under general contract law, if a counteroffer does not specify an Acceptance Deadline, the deadline contained in the original offer does NOT carry over. A counteroffer is legally treated as a rejection of the original offer and the creation of a new offer. Once a counteroffer is made, the original offer can no longer be accepted, rendering the Acceptance Deadline inapplicable, and the counteroffer stands independently. Accordingly, if the counteroffer does not include its own Acceptance Deadline, acceptance must occur within a "reasonable time", rather than within the timeframe set forth in the original offer.

What constitutes a reasonable time depends on the specific facts. In making that determination, courts may consider factors such as the nature of the transaction, market conditions, the method of communication used, the conduct of the parties, etc. That said, failing to include an Acceptance Deadline in a counteroffer can create uncertainty, leave the counteroffer open-ended, and increase the likelihood of disputes over whether acceptance was timely. Therefore, as a best practice, the countering party should always include a specific Acceptance Deadline in every counteroffer.

ADVOCACY UPDATE

DOL Issues New Proposed Independent Contractor Rule

A new federal proposal could change how workers are classified as employees or independent contractors - a distinction that matters for many in real estate. The U.S. Department of Labor has issued a proposed rule that would replace the current classification test with a new standard focused on a worker's control over their work and their opportunity for profit or loss. NAR is reviewing the proposal and will share more guidance as it becomes available.

[Learn more.](#)

REALTORS® Legislative Meetings | Registration Open!

Every year, Missouri REALTORS® heads to Washington, D.C., to make sure our state's voice is heard on the issues that matter most to you and your business and we want you to join us!

Taking place June 13 - 18, this event brings together thousands of REALTORS® from across the country to meet directly with Capitol Hill representatives, engage in powerful advocacy, and participate in forums and educational sessions focused on protecting property rights and advancing the real estate profession. The REALTORS® Trade Expo will also take place June 15 - 16.

This is more than just a national event - it's a chance for Missouri brokers and

members to stand alongside your colleagues and fight for the future of real estate.

Registration for the 2026 REALTORS® Legislative Meetings is now open - [visit the registration page for details](#).

This message was sent by Missouri REALTORS®. To change your preferences or opt out, [click here](#)

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