



Missouri REALTORS® Brokers,

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

- Join us for our Emerging Issues Forum - Recent Cases Impacting Real Estate
- Broker Education Series - Smart Phones, Smart Policies: Social Media Risk Management
- NEW! Missouri REALTORS® Broker Webinar Series - Legislative Update

Plus, information about the Financial Wellness Webinar, 2025 REALTOR® Trends, 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

Join us for our Emerging Issues Forum - Recent Cases Impacting Real Estate

Real estate litigation has been making headlines lately and those headlines are overwhelming, scary, and sometimes misleading. The forum addresses some questions like:

- Is the anti-trust litigation over?
- What's going on with the CFPB?
- How does the current presidential administration impact the Fair Housing Act?
- and introduces some new topics that agents really need to be paying attention to.

[Join us live or tune in virtually during the Fall Business Conference on Wednesday, September 24 at 4:45pm.](#)

Income Steady, Even as Market Slows: 2025 REALTOR® Trends

The just-released "2025 Member Profile" from the National Association of REALTORS® includes income and expense trends, niche specializations, and notes that even with sluggish sales in many areas, real estate agents are showing a commitment to stay the course.

[Read the full article.](#)

Center for REALTOR® Financial Wellness Webinar - Insurance

Wednesday, August 20 at 12:00 CST

Protect yourself and real estate business by joining our insurance-focused webinar. Gain essential insights on safeguarding your practice, health, home, and reviewing essential documents that will help with long-term success.

Speaker:

- Paula Colling, Account Manager, REALTORS® Insurance Place

[Register now!](#)

LEGAL UPDATE

Broker Education Series - Smart Phones, Smart Policies: Social Media Risk Management

Tuesday, September 23 1:00 - 4:00 PM | St. Louis

This class is a broker focused educational series that is open to brokers and agents. Every 6.4 seconds one new social media user is added to the 3.2 billion users worldwide. Of the 68% of American adults on Facebook, how many are your clients and your agents? Is an uploaded photo of a recent listing copyright protected? Is your ad on Facebook violating the Fair Housing Act? Or is asking a client to post a testimonial to your website an FTC Guidelines' violation? This session is a fun look at best practices when adopting new - or continuing - your social media marketing.

Missouri CE: 3 Elective Hours

Registration is \$30 and open to both Brokers and Agents. [Add this class when you register for the Fall Business Conference.](#)

Ethics Case Study Contest - Case Study #7 Now Live!

Hosted by the Missouri REALTORS® Risk Management department, this contest provides brokers with a powerful tool to strengthen their brokerage's ethical foundation, enhance reputation, and reduce liability exposure through better understanding of the Code of Ethics.

Each month, a new case study will be released - perfect for use during team training sessions. This creates an engaging way to develop your agents while building client trust through demonstrated ethical excellence

All members are encouraged to participate by completing the fields within the study. Winners will be selected each month to receive a \$50 gift card, and at the end of the contest, we'll award a grand prize to the member(s) who complete the most case studies.

Start strengthening your brokerage today — [click here to learn more and participate in the latest Case Study #7!](#)

Questions? Contact Missouri REALTORS® Director of Forms and Professional Standards Tracey Yost at tracey@morealtor.com | 573.445.8400 x1280

ADVOCACY UPDATE

NEW! Missouri REALTORS® Broker Webinar Series - Legislative Update

Wednesday, August 28 at 10:00 CST

Stay ahead of the curve by joining our legislative update webinar focused on Missouri's recent comprehensive real estate legislation. Get crucial insights on the new laws that will impact your brokerage operations, agent practices, and client transactions. Our expert panel will break down the key changes and provide actionable guidance on compliance and implementation strategies for long-term business success.

Speakers:

- Erin Hervey, Vice President, Government Affairs and Local Board Relations, Missouri REALTORS®
- Jason Zamkus, Lobbyist, Missouri REALTORS®
- Ryan Rusbuldt, Director of Government Advocacy, National Association of REALTORS®

[Register now!](#)

Missouri Governor's Conference on Economic Development

Join us in Branson, MO September 3 - 5 as we welcome Governor Mike Kehoe to his first Governors Conference on Economic Development as the 58th Governor of Missouri! This

year's program will explore interconnected strategies with an emphasis on public safety, economic development, agriculture, and education.

[Learn more and register today.](#)

C5 + CCIM Global Summit

The [C5 + CCIM Global Summit](#) is a premier commercial real estate conference catalyzing change across the industry. Taking place in Chicago September 16 - 18, this three-day event brings together investors, brokers, developers, and economic leaders shaping what's next in commercial real estate.



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