



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS

2023 President's Challenge

APRIL 11 through NOVEMBER 30



Have you completed the 2023 President's Challenge?

This challenge encourages all Missouri REALTORS® to complete the National Association of REALTORS® Fairhaven simulation, Bias Override training, At Home With Diversity certification (AHWD), and the Commitment to Excellence program (C2EX). **Members who complete all four programs prior to November 30, 2023, have a chance to win \$1,000!** And remember, members who have already completed all four programs are also eligible to enter.

To learn more and TO ENTER, visit the [2023 President's Challenge](#).

Missouri REALTORS®
RELIEF 
FOUNDATION

Application Deadline Extended

Through July 31, 2023, residents who were displaced from or are dealing with severe damage to their primary residence as a result of the April 5 Bollinger County tornado may be eligible for a grant of up to \$1,000.

Visit the [Bollinger County Tornado Relief Application](#) to learn more.



SHOW-ME EMERGING ISSUES
Real Estate Summit
JULY 16-18 MARGARITAVILLE RESORT
LAKE OF THE OZARKS



A Look Back at the Show-Me Emerging Issues Real Estate Summit

Over 200 REALTORS®, affiliates, and sponsors from across the state attended the Show-Me Emerging Issues Real Estate Summit, July 16-18, at Lake of the Ozarks. Participants heard from a multitude of industry experts while participating in educational offerings and networking with members of the National Association of REALTORS® leadership team and fellow REALTORS®.

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



Featuring
Cricket Staggs

Episode 31: Artificial Intelligence in Real Estate

In [Episode 31 of the Missouri REALTORS® Podcast](#), President Andrea Sheridan talks with REALTOR® Cricket Staggs about artificial intelligence (AI) and its impact on the daily practices of real estate professionals. Discussion also revolves around streamlining processes and enhancing customer experiences while examining AI's ethical concerns.



Leadership Academy Meets for July Retreat

The 2023 [Leadership Academy](#) class recently met for their fourth retreat in Camdenton. The theme of the retreat was: Ethics and Decisions.

The class kicked off the retreat talking technology and leadership with Missouri REALTORS® Past President, John Mayfield. On Thursday, the class participated in a full day of ethics training, operational leadership discussion, and meeting management exercises with Hank Lerner, General Counsel for the Pennsylvania Association of REALTORS®. On Friday, the retreat wrapped up with Robert Campbell, Missouri REALTORS® Associate General Counsel and Director of Risk Management, sharing information on Missouri REALTORS® Professional Standards process and LegalLine service. The class had a great week and enjoyed their time together!



LEADERSHIP SPOTLIGHT

Shelly O'Bryan

Central Missouri Board of REALTORS®

This month, we are shining the Leadership Spotlight on Shelly O'Bryan.

Shelly O'Bryan, a REALTOR® with Simply Realty LLC of Marshall, MO, demonstrates her commitment to the American Dream of Homeownership through her consistent community involvement and her exceptional engagement in the real estate industry.

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



NOMINATE A REALTOR®!

BRADY STEVENS AWARD

JULY 31, 2023, APPLICATION DEADLINE

July 31 Deadline | Brady Stevens Award

The Brady Stevens Award honors graduates of the REALTOR® Institute who continually promote professionalism in their real estate practice, actively participate in REALTOR® organization affairs, and devote themselves to ongoing professional development. Nominate a deserving REALTOR® today!

To learn more, view past recipients, and access the nomination form, visit our [Awards and Applications page](#).

The Brady Stevens Award deadline is July 31, 2023.

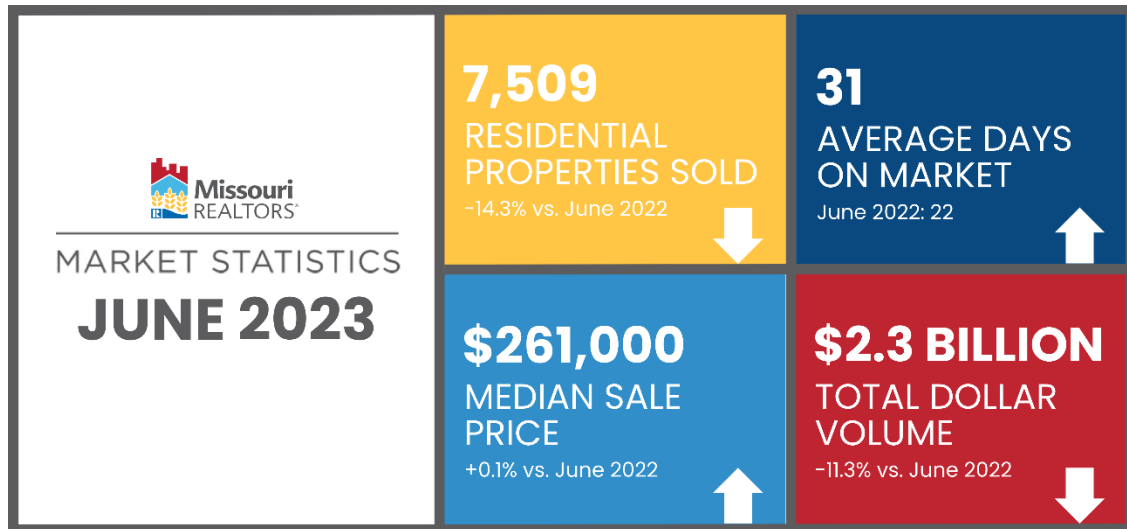


Nominate a REALTOR®!

The Missouri REALTORS® Good Neighbor Award program was created to recognize and reward REALTORS® across the state for their dedication to volunteer service. This program was modeled after REALTOR® Magazine's Good Neighbor Awards. The winner of the annual Missouri Good Neighbor Award receives \$2,500 for his or her charity, as well as statewide recognition.

To learn more, view past recipients, and access the nomination form, visit our [Awards and Applications page](#).

The Good Neighbor Award nomination deadline is September 1, 2023.



Missouri Market Statistics | June 2023

Even though we saw a consistent sales price in June compared to the same period last year, low inventory levels resulted in a decrease in total dollar volume.

To view June/second-quarter results, including archived market reports, visit:
www.missourirealtor.org/market-statistics



Show Your Pride with a REALTOR® License Plate!

Show your Missouri REALTOR® pride with a [REALTOR® license plate](#)! By making a tax-deductible donation to the Missouri REALTORS® Educational Foundation, you are not only supporting a great foundation but a tremendous cause. REALTOR® plates are available for registered Missouri vehicles only.

For those that already have a specialty plate, your plate may be up for renewal in July. To learn more, contact Mary LaBarbera at (573) 445-8400 ext. 1330 or by email at mary@morealtor.com.



Energy-Efficient Home Upgrades for a Cool Summer in Missouri

While we have officially survived the scorching July heat, those intense summer temperatures aren't going anywhere. And by this point in the summer, you may be feeling exhausted from both the heat and the financial strain of cranking your air conditioner. In fact, according to the Environmental Protection Agency, "the amount of electricity consumed by the average American home during the summer months has nearly doubled over the last fifty years."

But it's never too late in the summer to take action and make some changes—for both your wallet and the environment. Take a look at [10 energy-efficient home upgrades for a cool summer in Missouri](#).



Tips,
Ideas,
Practices

Missouri REALTORS® Video Vault | Get Started Today!

Do you enjoy sharing your story of becoming a REALTOR®? Maybe there are obstacles you've faced while establishing your business or tips you've learned along the way to help others succeed. If so, consider sharing your story on the Video Vault!

Missouri REALTORS® Video Vault originated from the idea that the best mentors and instructors in real estate are oftentimes fellow practicing REALTORS®. Through Missouri REALTORS® Video Vault, you can find and share tips, ideas, and practices to improve your business and the practice of real estate across Missouri.

[Get started today!](#)

ADVOCACY

RPAC-MO Trustee Election | Apply Today!

Three-year terms of the following RPAC-MO Trustees will expire on December 31, 2023: Jessica Hubbard, Jordan Salisbury, Lisa Sell, Dave Soto, and Cass Williams. Qualified RPAC-MO contributors are strongly urged to submit a nomination form for a position.

Qualifications for RPAC-MO Trustees are as follows:

- Must be an RPAC Major Investor and strive to be a President's Circle Member.
- Must produce evidence within the ten years preceding your election that you have been a member of the Board of Directors of Missouri REALTORS® and a member of one of the political or legislative committees/output groups of the association.

Nomination forms must be submitted by September 7, 2023. The election will take place electronically, September 12-19.

APPLY TODAY

CANDIDATE TRAINING ACADEMY

Empowering REALTORS® for Public Office



DEDICATED | PASSIONATE | COMMUNITY

SIGN UP TODAY!



August 3rd Candidate Training Academy | Register Today!

Missouri REALTORS®, alongside the Kansas City Regional Association of REALTORS® (KCRAR) and Kansas Association of REALTORS®, will host a Candidate Training Academy on August 3, 2023, at the KCRAR Leawood office. This valuable offering provides REALTORS®, affiliates, and potential REALTOR® Party Champion candidates with insight and expectations related to running for a public office.

[Learn more and register!](#)

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.

FEATURED AFFILIATE



This month's featured affiliate is David Ward with [The CE Shop](#). Whether you're looking for real estate or mortgage education, The CE Shop has you covered.

Great professionals never stop learning, and The CE Shop is devoted to innovating and evolving as you do. With convenient online courses written by industry experts, you can rest assured that what you learn will help you succeed.

To learn more, contact David at david.ward@theceshop.com or by phone at (731) 307-0353.



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