



Missouri REALTORS® Brokers,

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

- Important Changes To Licensure Requirements
- Seeking Volunteer Political Coordinators for Missouri State Senators
- Broker Power Hour: DISC Strategies for Brokers & NAR Advocacy Highlights
- 2025 NAR REALTOR® Broker Summit in Louisville – April 8-9, 2025

Plus, information about upcoming REALTOR® Days 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 specific resources, please don't hesitate to contact me directly, or anyone on our dedicated Missouri REALTORS® [staff](#) and [volunteerleadership](#) teams.

Sincerely,

Breanna Vanstrom, MBA, RCE, CAE
CEO, Missouri REALTORS®
breanna@morealtor.com

LEGAL UPDATE

Important Changes to Licensure Requirements

In the new MOPRO system, licensees and applicants will be required to submit proof of or demonstrate continued lawful presence in the United States. Federal law 8 U.S.C.A §1621, requires individuals be "lawfully present" to hold a license to practice. "Lawfully present" people are U.S. citizens or foreign residents holding specific VISA status or other legal authority to work in the United States. Acceptable documents demonstrating lawful presence are listed below.

Proof of lawful presence also helps us protect you against the fraudulent use of your personal information in the licensing system.

Proof of lawful presence will be required for all new applications and reinstatements (from a lapsed, inactive, or expired status) after January 14, 2025.

U.S. Citizenship:

- (1) A REAL ID driver's license
- (2) A birth certificate showing birth in one of the 50 states or territories of the United States
- (3) A signed United States passport; current or expired.

Foreign Citizen Proof of Lawful Presence:

- (1) F1 Student Visa
- (2) H1B Visa
- (3) U.S. Permanent Resident Card
- (4) U.S. Permanent Resident Card Expired - Extension Granted
- (5) VISA with stamped date of U.S. entry

Click here to [learn more](#).

Questions? Contact Missouri REALTORS® General Counsel and Vice President of Risk Management Robert Campbell at robert@morealtor.com | 573.445.8400 x1220

Financial Crimes Enforcement Network (FinCEN) Beneficial Ownership Information (BOI) Update

The Treasury Department and Financial Crimes Enforcement Network (FinCEN) recently announced that it will suspend enforcement actions related to compliance with the Corporate Transparency Act at this time. FinCEN nor Treasury will take any action against reporting companies and owners for failure to file any Beneficial Ownership Information (BOI) reports by **March 21, 2025**. FinCEN announced that it will be issuing an interim final rule extending the BOI deadlines.

For more information, please see FinCEN's notice [here](#), and please see the Treasury Department's announcement [here](#).

NAR will continue to provide you with updates and developments regarding the Corporate Transparency Act (CTA) and the Beneficial Ownership Rule. You can also see NAR's recent Washington Reports [here](#).

Questions? Contact us at missourirealtors@morealtor.com

Ethics Case Study Contest

The Risk Management Committee is proud to announce an Ethics Case Study Contest for brokers and their teams!

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.

Each month, we'll release a new case study for you to explore. 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!](#)

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

FCC Postpones Effective Date of One-to-One Consent Rule

On January 24, 2025, the Federal Communications Commission (FCC) postponed the effective date of the One-to-One Consent Rule. The Rule was set to take effect on January 27, 2025. However, the Rule was being challenged in *Insurance Marketing Coalition Ltd v. FCC*, currently on appeal before the 11th Circuit Court of Appeals. The FCC decided to postpone the effective date of the Rule pending judicial review and will publish a new effective date in the Federal Register after the legal challenges have concluded, but no later than January 26, 2026. The FCC also postponed the effective date of a Second Text Blocking Report and Order which expressly extended Do-Not-Call Registry requirements and protections to text messages in addition to phone calls.

Until further notice, the One-to-One Consent Rule will not take effect, but previous TCPA regulations issued by the FCC remain in place.

Real estate professionals use telemarketing calls and texts to promote their services to consumers, which can be an effective tool when implemented in compliance with relevant laws. The purported purpose of the Rule was to require that telemarketers and sellers of a product or obtain express written consent directly from the consumer, known as 1-to-1 consent, before using an ATDS or sending artificial or prerecorded voice messages.

Questions? Contact us at missourirealtors@morealtor.com

Early Access to Missouri REALTORS® Forms for Brokers

Missouri REALTORS® offers brokers a unique opportunity through a licensing agreement: early access to forms revisions, making it easier to integrate them into your in-house transaction management software.

Benefits of Direct Licensing:

- **Early Access:** Receive updated forms ahead of their release on Missouri REALTORS® vendor platforms, allowing you to upload them into your system sooner.
- **Seamless Preparation:** Gain additional time to train your team on new forms, ensuring a smooth transition.

- **Brand Personalization:** Include your brokerage's logo alongside the Missouri REALTORS® logo on the forms, enhancing your brand visibility.

This program is designed to streamline your operations and support your brokerage's success with timely, customized solutions.*

Questions? Contact us at missourirealtors@morealtor.com

*(*All subject to applicable terms of the license agreement. Contact us for details.)*

BROKERAGE MANAGEMENT

Broker Power Hour: DISC Strategies for Brokers & NAR Advocacy Highlights

Wednesday, March 12 at 12:00 p.m. CST

Hear firsthand from NAR's Advocacy Team as they join the session to discuss key REALTOR® initiatives in Congress.

Special Guests: Joe Harris, NAR's Vice President of Government Advocacy; and NAR's Directors of Government Advocacy, Vijay Yadlapati and Ryan Rusbult.

In addition, register today to learn more about the DISC Assessment, a powerful tool that helps individuals understand their communication styles, behaviors, and strengths. For real estate brokers, this training offers valuable insights into effectively connecting with clients, managing teams, and building stronger relationships. By leveraging DISC, brokers can enhance their leadership skills, improve team dynamics, and create more personalized client experiences, ultimately driving business growth and success. This will be presented by Shannon Lauterstein, NAR's Director of Member Training and Broker Services.

[Register now!](#)

Center for REALTOR® Financial Wellness Webinar - Understanding Credit & Debt

Wednesday, March 26 at 12:00 p.m. CST

Gain a deeper understanding of credit scores, debt relief options, and essential financial tools tailored for real estate professionals in this webinar. Join renowned personal finance expert and bestselling author Lynnette Khalfani-Cox, "The Money Coach," for insights designed specifically for REALTORS®.

Whether you're looking to improve your credit, manage business expenses, or explore debt assistance programs, this session will equip you with actionable strategies and resources to build financial resilience and take control of your financial future in the real estate industry.

[Register now!](#)

Seeking updated resources for your 2025 sales meetings or client consultations? Check out these [Client Education resources and handouts](#) for buyers, sellers, and homeowners from NAR. Each one is designed to help you and your agents (if you have them) share your value and expertise in consumer-friendly language. Customize the handouts with your branding or use the articles to generate new content for your consumer and client marketing campaigns.

2025 NAR REALTOR® Broker Summit

Don't miss out on **NAR's 2025 Broker Summit** in Louisville, KY, from **April 8–9, 2025!** This dynamic two-day event will feature:

- Critical industry discussions led by top experts.
- Opportunities to network with NAR Leadership, managing brokers, industry leaders, and top producers.
- Access to insights that will shape the future of real estate.

[Register now](#) to secure your spot.

Questions? Please don't hesitate to reach out to the NAR staff at brokerforum@nar.realtor.

REALTOR® Volunteer Days

Mark your calendar for the 2025 REALTORS® Are Good Neighbors Volunteer Days and be a part of a collective force for good!

To support NAR's REALTOR® Volunteer Days, Missouri REALTORS® is encouraging brokers to assemble a group of agents to participate in REALTOR® Volunteer Days, May 10-18. Groups who complete our online [participation form](#) by Thursday, April 10 will receive Missouri REALTORS® branded REALTORS® Are Good Neighbors t-shirts for up to 12 volunteers (per request) to wear during their volunteer activity!

We also encourage you to utilize our [REALTOR® Volunteer Days customizable graphics](#) to help promote your event!

ADVOCACY UPDATE

NAR Engages on Housing Programs

The National Association of REALTORS® is closely monitoring the ongoing discussions regarding potential budget reductions aimed at making HUD more efficient by eliminating waste, duplicative programs, and abuse. The advocacy team is actively engaging with the administration to advocate for solutions that address the current housing crisis and support programs that help Americans achieve the dream of homeownership. We remain committed to

strengthening fair housing programs that promote equal access to housing opportunities for all.

As real estate makes up one-fifth of the U.S. economy, ensuring a strong and stable housing market remains critical to the nation's economic well-being.

We encourage you to check [NAR's Washington Report](#) and the [REALTOR® Party Newsletter](#) periodically for updates as there are many fast-moving issues.

2025 Legislative Priorities

Missouri REALTORS® and NAR have released their updated legislative priorities for 2025, outlining key focus areas including consumer protection, private property rights, and economic development. These priorities guide our advocacy efforts at both state and federal levels, ensuring we effectively represent the interests of REALTORS® and property owners.

Want to be part of shaping real estate policy? Get involved by reviewing our detailed priorities [here](#).

For national initiatives, [click here](#) to learn about NAR's federal advocacy agenda.

State Political Coordinator Senate Openings

With so many new faces in the state capitol, we have SPC vacancies for State Senators across the state! If you are a Missouri REALTOR® with a substantive relationship with a State Senator, OR you would like to build a relationship, please apply to serve as their key REALTOR® contact - known as a State Political Coordinator (SPC). Your Missouri REALTORS® Leadership Team makes the appointments for SPCs. In situations where there are multiple applicants for a position, one will be chosen as the SPC and others will be added as members of their "Team" who works with the Legislator.

Available positions include:

- Steven Roberts - St. Louis
- Patty Lewis - Kansas City
- Barbara Washington - Kansas City
- Joe Nicola - Kansas City
- Rusty Black - Northwest MO
- David Gregory - St. Louis
- Maggie Nurrenbern - Kansas City – Clay
- Mary Elizabeth Coleman - Jefferson County
- Adam Schnelting - St. Charles
- Jamie Burger - Cape Girardeau/Perryville
- Mike Moon - McDonald/Berry County
- Rick Brattin - Cass/Johnson/Bates County

Apply for these roles [here](#)!

Questions? Contact Missouri REALTORS® Vice President of Government Affairs and Local Board Relations Erin Hervey at erin@morealtor.com | 573.445.8400 x1110

Stay Ahead with the Latest Capitol Updates!

Keeping up with legislative updates is crucial for brokers looking to maximize opportunities and provide the best guidance to their agents and clients. Each week, Missouri REALTORS® will share key insights into legislative proposals, policy changes, and regulatory developments that could impact your business. Stay informed, stay competitive, and unlock new possibilities.

Don't miss out, [click here](#) to keep up with the latest updates!

Join us in Jefferson City for REALTOR® Days!

REALTOR® Days are small local board/association group visits to the Capitol every Tuesday and Wednesday during the state legislative session from February through April. It's an opportunity for REALTORS® and association leaders, local leadership academies, and governmental affairs committees to come together and communicate with elected officials. Legislators hear directly from you, their constituents, about issues important to the real estate industry and how legislation will impact their district.

[Register now!](#)

Questions? Contact Missouri REALTORS® Vice President of Government Affairs and Local Board Relations Erin Hervey at erin@morealtor.com | 573.445.8400 x1110



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