



**Missouri**  
**REALTORS®**

Dedicated to the American Dream

## IN THE NEWS



This year's [Fall Business Conference](#) will take place September 19-21 in Springfield. This is a great opportunity to participate in educational offerings, attend association governance meetings, hear from guest speakers, and participate in numerous networking activities!

To learn more about the upcoming Fall Business Conference, visit President Andrea Sheridan's recent [blog post](#).

**REGISTER NOW**

*Online registration closes Tuesday, September 12 at midnight.*

## 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 AND ENTER THE CONTEST prior to November 30, 2023, have a chance to win a \$1,000 prize!** And remember, members who have already completed all four programs are also eligible to enter.

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

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### Missouri REALTORS® Attend Leadership Summit

Missouri REALTORS® leadership gathered in Chicago earlier this month for the National Association of REALTORS® Leadership Summit. This event consisted of educational, motivational, and inspirational events for incoming 2024 leaders. In addition to NAR's Leadership Summit, four other events were offered to focus on information and specialties to optimize experiences.

We were proud to see many Missouri REALTORS® on stage and featured throughout the event!

To watch a replay of event live streams, access NAR's 2024 Leadership Resource Guide, and read about 2024 initiatives, [visit the Leadership Summit event page](#).

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### Association Executives Gather at AE Workshop

Local board/association executives and staff from across the state recently gathered for the annual AE Workshop. Keynote speakers led engaging sessions focused on strategies for collaboration and leveraging AI and ChatGPT for growth and innovation. Attendees also heard from the Missouri Real Estate Commission and Missouri REALTORS® Risk Management Department.

A special thank you to The CE Shop and David Ward for sponsoring this year's workshop!

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### **REALTORS® Provide \$10,000 in Relief**

In collaboration with the National Association of REALTORS® Relief Fund, Missouri REALTORS® and Southeast Missouri REALTORS® are proud to have provided nearly \$10,000 in relief to nine families impacted by the tornado that hit Bollinger County in April.

Residents who were displaced from or dealt with severe damage to their primary residence were eligible for grants to assist with one month's mortgage or temporary rental or hotel expenses. The funds were provided by the National Association of REALTORS® Relief Foundation and administered by the Missouri REALTORS® Relief Foundation.

To learn more, [view our full press release](#).

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**Missouri REALTORS®  
PODCAST**



**EPISODE 32**  
FAIR HOUSING IN REAL ESTATE

▶ Listen Now!



**Featuring  
Michelle Walker**

### **Episode 32: Fair Housing in Real Estate**

As a REALTOR®, fair housing and equal opportunity for all is a top priority. [Tune into Episode 32 of the Missouri REALTORS® Podcast](#) as President Andrea Sheridan talks with  
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REALTOR Michelle Walker about all things fair housing, including ways to implement it into your daily operation.

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## LEADERSHIP SPOTLIGHT

### Antwann Rhodes

Pulaski County Board of REALTORS®

This month, we are shining the Leadership Spotlight on Antwann Rhodes.

Antwann Rhodes, a dedicated REALTOR® with Eagle Realty Group & Associates in St. Robert, MO, showcases his unwavering dedication to the American Dream of Homeownership by participating in his community and displaying exceptional commitment to the real estate industry.

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

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### Last Call to Nominate a REALTOR®!

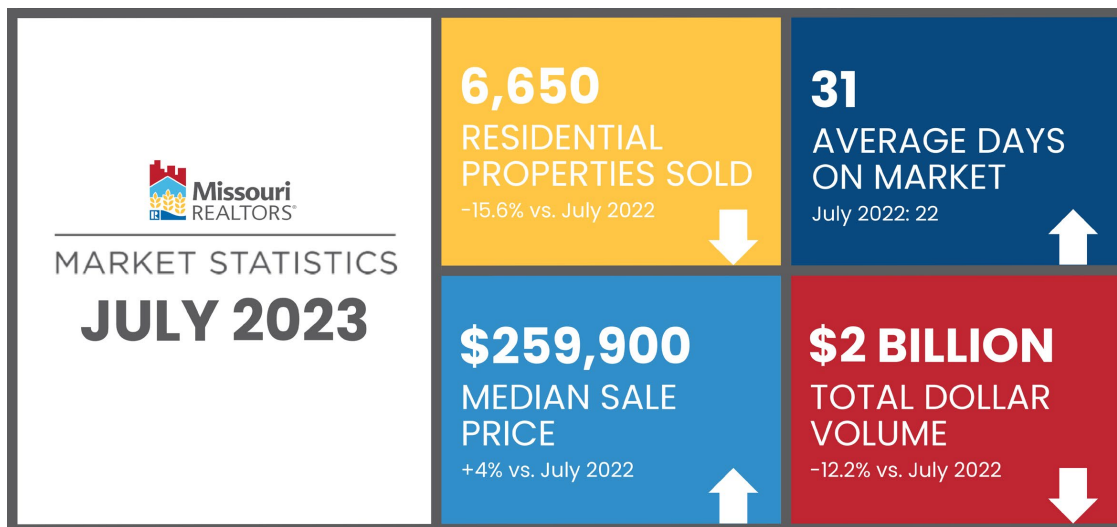
The Missouri REALTORS® Good Neighbor Award program recognizes and rewards REALTORS® across the state for their dedication to volunteer service. The winner of the annual Missouri Good Neighbor Award receives \$2,500 for his or her charity, as well as statewide recognition.

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.*

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### Missouri Market Statistics | July 2023

The Missouri real estate market saw an increased median sales price in July compared to the same period last year. However, low inventory levels resulted in a decrease in total dollar volume.

To view July results, including archived market reports, visit:  
[www.missourirealtor.org/market-statistics](http://www.missourirealtor.org/market-statistics)



### Apply to Serve!

The [Missouri REALTORS® Educational Foundation](http://Missouri REALTORS® Educational Foundation) (MREF) is accepting applications to serve as a foundation trustee for the upcoming year. MREF's mission is to deliver practical education to consumers by providing them with the knowledge and skills necessary to make informed real estate decisions. If you believe in quality consumer education and K12 housing literacy, consider applying to be a foundation trustee!

Note, a full term of a trustee is two (2) years. If you are interested in serving, please complete the provided [MREF Trustee/Officer Application](#) no later than Friday, September 1.

MREF trustees will hold their third-quarter meeting and trustee election at the Fall Business Conference. During this time, trustee selections will be made, and applicants will be notified accordingly.

For questions, contact Missouri REALTORS® Director of Education, Blake Willoughby, at [blake@morealtor.com](mailto:blake@morealtor.com).

**APPLY TODAY**



### September is REALTOR® Safety Month

September is recognized as REALTOR® Safety Month, a time to come together to raise awareness about the potential risks and challenges REALTORS® face while serving clients. With open houses, property showings, and meeting unfamiliar individuals, it's imperative for real estate agents to prioritize personal safety.

[View the following strategies and best practices](#) to ensure your safety and wellbeing while performing professional duties.



 **LIVE WEBINAR**

**UNMASKING THREATS:**  
Enhancing Safety Through  
Situational Awareness.



### REALTOR® Safety Month Webinar

Join keynote speaker Geoff Fahringer—REALTOR®, safety instructor, and law enforcement officer—during NAR's upcoming REALTOR® Safety Month LIVE webinar, "[Unmasking Threats: Enhancing Safety through Situational Awareness](#)." This event will take place on September 13 at 12:00 PM CST.

Learn to identify potential risks, anticipate threats, and respond proactively while empowering yourself with vital knowledge to navigate dangerous situations, ensuring your

personal safety on the job.

## EDUCATION

# Fairhaven: A Fair Housing Simulation



### Fairhaven Assets

NAR is committed to making housing fair for all. And yet, many don't realize the broad scope of NAR's Code of Ethics and its commitment against all forms of discrimination in housing.

Fairhaven is an innovative training platform available to NAR members at no additional cost. The website is part of [NAR's ACT! Initiative](#), a fair housing action plan that emphasizes accountability, culture change, and training to promote equal housing opportunity within the industry.

Take advantage of the following assets to promote [Fairhaven.realtor](#) on your website, social media accounts, and much more.

And don't forget, completing Fairhaven gets you one step closer to completing the 2023 President's Challenge. [Learn more and enter!](#)



### A Safety Series: Are Brokers Responsible for Their Agent's Safety?

Real estate agents want to know that their broker not only supports their business growth but also cares about their wellbeing. But what kinds of safety protocols and educational tools should brokers have in place?

[Join host Tracey Hawkins on the Drive with NAR podcast](#) as she talks with two brokers about what kinds of safety resources agents need—especially when they're not coming

into the office regularly.

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### **Level Up: The Real Story from REALTORS®**

[Level Up: The Real Story from REALTORS®](#) is NAR's new video series that elevates the conversation around the issues relevant to you and what you do.

Hear how your peers are putting real estate programs into practice and making an impact in their communities and businesses.

## **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**

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# CANDIDATE TRAINING ACADEMY

## Empowering REALTORS® for Public Office



### October 24 Candidate Training Academy | Register Today!

Missouri REALTORS® will host a Candidate Training Academy on October 24 at the St. Louis REALTORS® office. NAR's John Winston and REAL Strategies Justin Allen will facilitate this training alongside Missouri REALTORS®, St. Louis REALTORS®, and Illinois REALTORS® staff.

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®



**LEGAL**line 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 Paula Gericke with [America's Preferred Home Warranty](#). As a privately held company dedicated to providing customers with high-quality products, competitive pricing, and unsurpassed service, America's Preferred Home Warranty continues to help thousands of homeowners nationwide protect their biggest investment.

To learn more, contact Paula at [pgericke@aphw.com](mailto:pgericke@aphw.com) or by phone at (314) 304-2980.

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