



**Missouri
REALTORS®**

Dedicated to the American Dream

IN THE NEWS

Steve Graham

General Counsel & Vice President, Risk Management

THANK YOU FOR YOUR SERVICE!



On February 20, Steve Graham retired after 12 years as Missouri REALTORS® General Counsel and Vice President of Risk Management. Steve first served as outside counsel through Thompson Coburn, LLC, starting in 1991. He officially joined the staff team in 2012, culminating more than three decades of dedicated service to Missouri REALTORS®.

"It has been my honor and privilege to serve Missouri REALTORS®," said Graham. "There are so many people to thank – past and current leadership, committee/workgroup members, and of course the Missouri REALTORS® staff. You all make Missouri REALTORS® the best state association in the nation!"

Moving forward, we are incredibly fortunate to continue benefiting from Steve's invaluable institutional knowledge and counsel in a consulting capacity. Thank you, Steve, for everything!



Leadership Academy Alumni Retreat

Missouri REALTORS® Leadership Academy class met for their second retreat in Columbia in early February. The class participated in interactive media spokesperson training led by NAR Past President Ron Phipps. Lori Robertson led *The Secret Sauce for Leadership Communication*. During their retreat, the class enjoyed socializing over dinner and engaging in team-building activities.

The class is looking forward to meeting for their third retreat in April!

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.

Forms Instruction Manual Update

Missouri REALTORS® Risk Management team recently re-introduced the Missouri REALTORS® Forms Instruction Manual as a resource to assist members. Each part of the instruction manual covers a form (or forms) with line-by-line instructions on how to complete it. The manual is [provided in an electronic format](#) and can be downloaded and used electronically or printed.

There are currently five sections within the manual covering eight different forms. Updates to the manual will continue to be added as they are completed.

Forms Vendors and Helpful Information

Missouri REALTORS® forms are accessible on eight separate platforms to provide members with options based on brokerage needs. With the exception of formsRUs, members must contact form vendors directly for subscription information and technical assistance. When using formsRUs.com, if you experience issues logging in or need to report a form issue (i.e., field formatting, incorrect form, etc.), contact Tracey Yost directly at tracey@morealtor.com.

To learn more about Missouri REALTORS® form vendors, including contact information for each, [visit our Standard Forms page](#).

Take Our Advocacy Survey.

Make your voice heard.

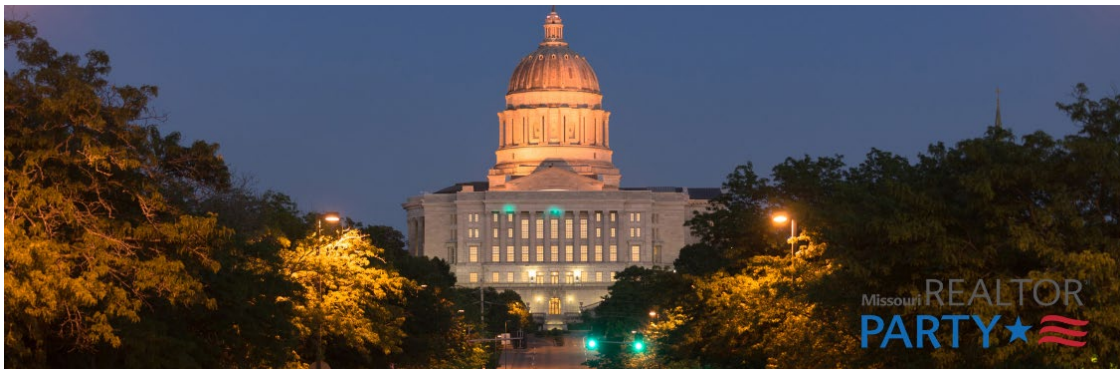


RAP Index Survey | We Want Your Feedback!

The RAP Index Survey is designed to gather valuable insights and feedback from Missouri REALTORS® regarding their perspectives, preferences, and priorities related to public policy and advocacy efforts. This survey aims to engage members actively in shaping the organization's advocacy agenda, ensuring it aligns with the collective interests and concerns of the membership.

We greatly appreciate your time and participation and as such will be giving away three \$100 gift cards to randomly selected respondents.

BEGIN SURVEY



Stay informed with Missouri REALTOR® Party Capitol Updates!

[View our weekly legislative blog](#) to stay up to date on advocacy efforts, track priority issues, and learn about crucial developments shaping the real estate landscape. You can also visit our [REALTOR® Days & Legislative Visit Resources page](#) to view the Missouri REALTOR® Party General Policies Guide and 2024 Talking Points.

As always, thank you for your continued support to actively engage in shaping policies that positively impact our industry.

**You must be logged in to view legislative updates.*



Discover a personalized learning experience.

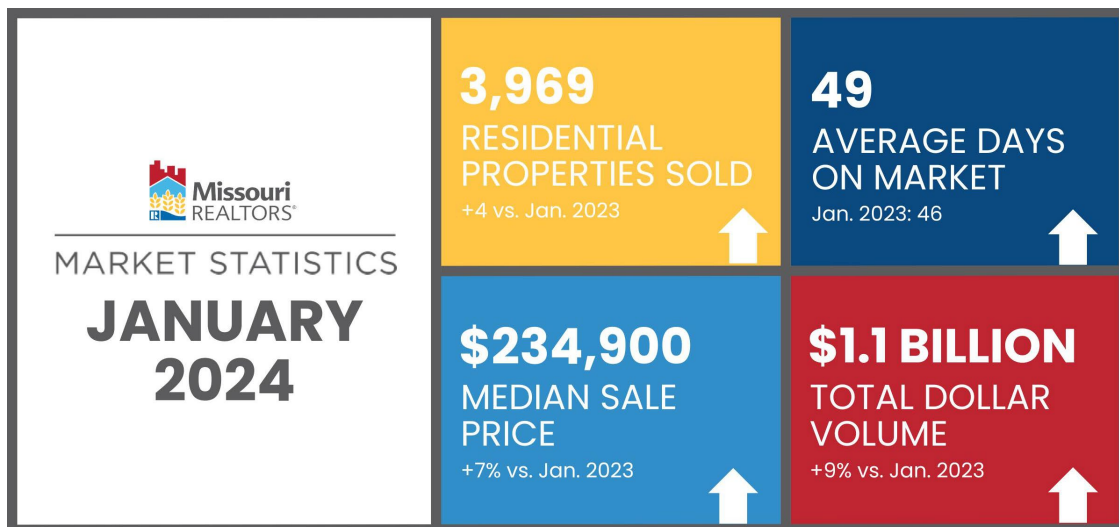
Discover NAR's Home for Exceptional Education

The Center for REALTOR® Development is devoted to lifelong learning, career advancement, and specialized credentials for real estate professionals. With 10+ designations and certifications, over 100 microcourses, learning pathways, an award-winning podcast, and educational events, there is a learning experience for every real estate professional.

This month's highlights include:

- A 20% discount for a CIPS Designation Course and Military Relocation Professional (MRP) Certification Course.
- Registration for a live MRP course, taking place March 19, 2024.
- Center for Development Podcast, Episode 96: Filling Your Buyer Pipelines with Current and Future Clients: Part 1, with Missouri REALTOR® Janet Judd.

To access this month's highlights, visit <https://crd.realtor>.



Missouri Market Statistics | January 2024

In January, residential property sales experienced a 4% increase compared to the same period last year; however, sales saw a sharp decline compared to December 2023. The

median sale price also recorded a 7% increase compared to the same period in 2023, coming in at \$234,900.

For detailed information, including archived market reports, visit:
www.missourirealtor.org/market-statistics

Leadership Spotlight

Carol Duke

Bagnell Dam Association
of REALTORS®



This month, we are shining the Leadership Spotlight on Carol Duke.

Hailing from Lake of the Ozarks, Carol stands out as both a dedicated REALTOR® and a respected leader. Carol's involvement with both Bagnell Dam Association of REALTORS® and Missouri REALTORS®, as well as her community service initiatives, underscores her commitment to making a difference. We celebrate Carol for her efforts in personal and professional growth as she strives to make herself, her community, and her industry better.

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

NOW ACCEPTING APPLICATIONS!

HONOR SOCIETY



Accepting Applications | Honor Society

Are you a REALTOR® with high regard for professional achievement? Someone who continually seeks excellence through education, while contributing your skills to board and association leadership. If so, apply for the Honor Society!

APPLY TODAY

The Honor Society application deadline is Friday, March 22, 2024.

NOW ACCEPTING APPLICATIONS! REALTOR® SALESPERSON OF THE YEAR



Accepting Applications | REALTOR® Salesperson of the Year Award

Selected each year from nominations received by local boards and associations, the REALTOR® Salesperson of the Year (RSOTY) award is given to a member who exemplifies a commitment to ethics and cooperation, including advanced education, community service, sales volume, and much more.

APPLY TODAY

The RSOTY award application deadline is Sunday, March 31, 2024. To view all annual awards, including application deadlines for each, visit [Awards and Applications](#).



NAR Director Application

Apply today.

National Director Opportunity

Missouri is projected to have one National Director position become vacant for the 2024-2027 term (effective December 1, 2024 - November 30, 2027). Candidates will be elected via a vote of the Missouri REALTORS® Board of Directors at the upcoming Spring Business Conference.

Members who are interested and eligible are encouraged to [download the National Director application](#). Applications must be completed with all appropriate signatures and submitted to Missouri REALTORS® no later than March 26, 2024, to be considered. Note,

March 26 is 30 days prior to the Board of Directors meeting, at which time the vote will be taken. This is also the deadline to submit for this election per our Bylaws.

If you have any questions about applying for a National Director position, contact Cara Harmon at cara@morealtor.com.



Featured Member Benefit | Tech Helpline

As a member of Missouri REALTORS[®], you have access to unlimited tech support through Tech Helpline at no additional cost to you. Think of Tech Helpline as your technology advocate. They can help you with everything from setting up your smartphone device to troubleshooting issues with your laptop, providing basic social media guidance, and more.

[Learn more about this free member benefit!](#)



Spring Cleaning Your Professional Life

As spring approaches, it's not just our homes that could use a thorough cleaning – our professional lives could benefit from a fresh start too. As REALTORS[®], staying organized is crucial for success. From managing client relationships to keeping track of listings and appointments, organization can make all the difference in providing fantastic service and maximizing productivity.

So, let's roll up our sleeves and [dive into some professional spring cleaning!](#)



This month's featured affiliate is Mark Emerick with [Home Warranty](#). Founded in 1999, Home Warranty provides comprehensive warranty coverage options, your choice of a qualified service contractor, and 24/7 claim support. Home Warranty's great coverage also includes the Free Utility Connect & Move Service - providing you with one point of contact to set up utilities, telecom, home automation, and other essential services while saving you time, money, and hassle!

To learn more, contact Mark at markemerick@homewarrantyinc.com or by phone at (816) 223-4018.



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