



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



2023 Fall Business Conference Recap

Nearly 500 REALTORS®, affiliates, and sponsors from across the state attended the Fall Business Conference in Springfield, September 19-21. As always, we want to thank everyone who attended this event in person and virtually. We hope you found this event very informative and can't wait to see you at the Winter Business Conference in St. Louis, January 16-18, 2024.

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



2025 TREASURER

Brent Sager

Tri-Lakes Board of REALTORS®

Missouri REALTORS® Elect Brent Sager as 2025 Treasurer

We would like to congratulate Brent Sager of the Tri-Lakes Board of REALTORS® for being elected as Missouri REALTORS® 2025 Treasurer during our recent Fall Business Conference. As 2025 Treasurer, Brent will join our [Leadership Team](#) as 2024 Treasurer-Elect.

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

2023 President's Challenge

APRIL 11 through NOVEMBER 30



Don't wait – complete the 2023 President's Challenge today!

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](#).



Announcing Missouri REALTORS® 2024 Leadership!

We are excited to announce 2024 Leadership for Missouri REALTORS®, including committee leadership and output group chairs and vice chairs!

Focused on providing essential resources to advance the role of REALTORS® in real estate transactions and safeguarding Missouri real property rights, these members are committed to ensuring your association is the go-to for essential business resources while

defending the American Dream of homeownership.

Congratulations to all members who have been selected to serve in a leadership role next year! [View the full list of 2024 O2 Leadership](#) and [get involved by joining an Output Group today](#).



REALTOR® OF THE YEAR

Jennifer Langston-Justus

Kansas City Regional Association of REALTORS®

Justus Named 2023 REALTOR® of the Year

Congratulations to Jennifer Langston-Justus of the Kansas City Region Association of REALTORS® for being named Missouri REALTORS® 2023 REALTOR® of the Year! Jennifer received this award during our recent Fall Business Conference for her exemplary "REALTOR® Spirit" due to her faithfulness to the principles of organized real estate, local association laws and regulations, and the NAR's Code of Ethics.

To learn more about Jennifer, [visit our press release](#).



REALTOR® SALESPERSON OF THE YEAR

Gerrie Moore

Tri-Lakes Board of REALTORS®

Moore Named 2023 REALTOR® Salesperson of the Year

We would also like to congratulate Gerrie Moore of the Tri-Lakes Board of REALTORS® for being named Missouri REALTORS® 2023 REALTOR® Salesperson of the Year! Gerrie received this award during our recent Fall Business Conference for exemplifying a commitment to ethics and cooperation, including advanced education, community service, sales volume, and much more!

To learn more about Gerrie, [visit our press release](#).

You can also [visit our Awards and Applications page](#) to view past recipients, including additional awards presented during the Fall Business Conference.



Congratulations to the 2023 Leadership Academy!

We would like to congratulate the 2023 Leadership Academy class on their recent graduation! Through this 11-month program, Missouri REALTORS® trains emerging REALTOR® leaders so that they may exert a positive influence on the future of Missouri REALTORS®, their Local Boards/Associations, and the industry.

Graduates were recognized during our Fall Business Conference in Springfield. We can't wait to see what's next for these amazing leaders!

Pictured from left to right: Todd Henson (Leadership Development Output Group Chair), Yvonne Van Camp, Denise Pittman, Taylor Pinkerton, Chris Looney, Dena Loder-Hurley, Travis Kempf, Dan Hartman, Brandon Glascock, Jonas Farrell, Matthew Brock, Billy Boulden, and Andy Beasley.



Featuring
Janet Rodriguez Judd

Episode 33: September is REALTOR® Safety Month

Join special guest Janet Rodriguez Judd in [Episode 33 of the Missouri REALTORS® Podcast](#) as she talks with President Andrea Sheridan about REALTOR® Safety. As we celebrate REALTOR® Safety Month, Janet, a former police officer and current safety instructor and REALTOR®, will walk you through the importance of REALTOR® safety and what you can do to ensure you return home safely after each showing.

Additional safety resources can be found by visiting the Missouri REALTORS® [Health and Safety resource page](#).



LEADERSHIP SPOTLIGHT

Tony Conant

Kansas City Regional Association of REALTORS®

This month, we are shining the Leadership Spotlight on Tony Conant.

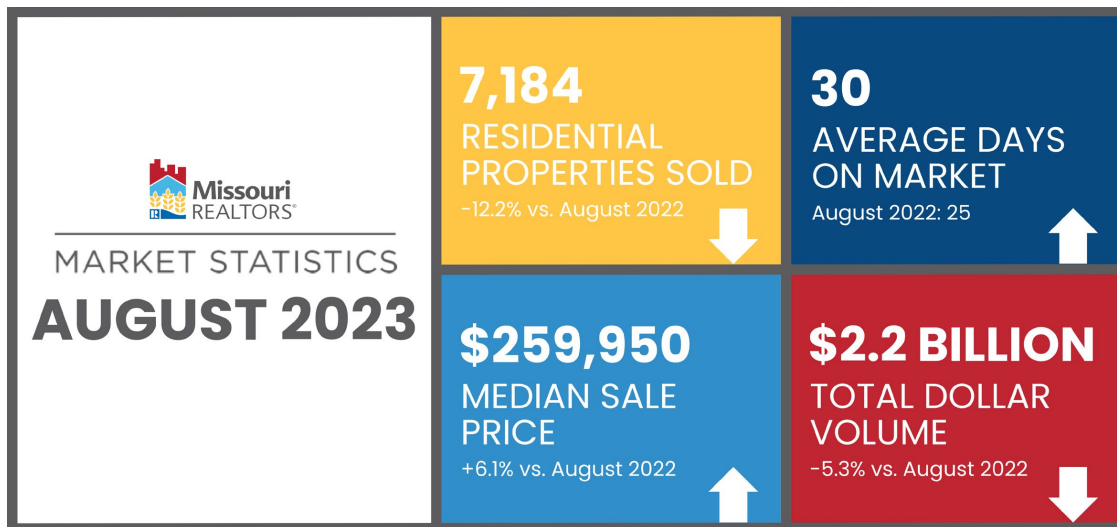
Tony Conant, a REALTOR® at Keller Williams in Lee's Summit, MO, is undoubtedly committed to the American Dream of Homeownership. He actively engages with his community and embraces the real estate industry.

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



NAR NXT | The REALTOR® Experience

Join fellow members at NAR NXT, November 14-16, 2023, in Anaheim, CA, to explore what's new and what's NXT, as you exchange ideas and info, experiment with cutting-edge innovations, and get insights from top experts. [Learn more and register!](#)



Missouri Market Statistics | August 2023

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

To view August results, including archived market reports, visit:

www.missourirealtor.org/market-statistics



Help Prepare Missouri's High School Students – Our Future Home Owners

It's Your Move, a program of the Missouri REALTORS® Educational Foundation, is a FREE, online real estate consumer education course with housing and financial literacy curriculum for high school students.

In addition to being available online, It's Your Move has been designed to serve as a hybrid course. This means you can participate as a guest speaker at the request of a teacher. Guest speakers will not only review materials with students but also moderate a Q&A session to provide real-world examples for students eager to learn more.

If you have an interest in implementing It's Your Move into a school near you, click the "Learn More" button below.

LEARN MORE



Must-Have Mobile Apps

In today's competitive real estate market, it is of the utmost importance to [stay on the cutting edge of all the latest, groundbreaking technology](#) at your disposal. The digital era has ushered in a wealth of mobile applications poised to elevate your personal and professional game.

At the 2023 Fall Business Conference, we met at an “Appy Hour” to discuss the various mobile apps we have on our phones and how they impact our business as real estate professionals. Together, we curated a list of essential apps, each addressing distinct facets of a Missouri REALTOR®'s daily life, encompassing safety, content creation, fitness, and mental well-being.

EDUCATION

Bias Override – Overcoming Barriers to Fair Housing

Do you want to complete the [2023 President's Challenge](#), but weren't able to attend our recent Bias Override class? Taught by instructor Nate Johnson, you can register to attend “Bias Override – Overcoming Barriers to Fair Housing,” on Thursday, October 12 from 1:00-4:00 p.m. in Jefferson City, Mo.

[Learn more and register!](#)

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!](#)

ADVOCACY

RPAC TRUSTEES



Randy Alaniz
St. Louis



Jessica Hubbard
Ozark Gateway



Angie Mullings
Greater Springfield



Jordan Salisbury
Bagnell Dam



Tammie Tucker
Greater Springfield



Beverly Taki
St. Louis

Join us as we congratulate the following REALTOR® Party Champions for being elected as RPAC-MO Trustees during our recent Fall Business Conference!

As an RPAC-MO Trustee, these individuals are tasked with ensuring your RPAC investment remains an investment in your business and is your best defense against poorly designed small business, residential, and commercial real estate legislation.

Also, join us in congratulating St. Louis REALTOR® Beverly Taki who will fulfill the current term of Jeff Kester, who has become a Life Trustee due to his lifetime dedication to RPAC.

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!](#)



Gift Card Sale for RPAC

Missouri REALTOR
PARTY ★

RPAC Gift Card Sale Extended!

Due to the success of the RPAC gift card sale during the recent Fall Business Conference, we are extending the sale until December 1, 2023. It is our hope this extension will help members meet their pledge while also assisting their Local Board/Association with fundraising goals.

You can preview the site until it opens next week by visiting <https://GiftRPAC.givesmart.com> or by texting "GiftRPAC" to 76278.

Contributions to RPAC are not deductible for federal income tax purposes. Contributions are voluntary and are used for political purposes. The amounts indicated are merely guidelines and you may contribute more or less than the suggested amounts. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any member because of the amount contributed or a decision not to contribute. You may refuse to contribute without reprisal. Your contribution is split between National RPAC and the State PAC in your state. Contact your State Association or PAC for information

about the percentages of your contribution provided to National RPAC and to the State PAC. The National RPAC portion is used to support federal candidates and is charged against your limits under 52 U.S.C. 30116.

Missouri REALTORS® PAC, Inc. may not accept contributions from corporations, associations or partnerships formed outside of chapters 347 to 360, RSMo, natural persons who are not United States citizens, foreign governments, foreign corporations other than foreign LLCs registered to do business in Missouri, other state political action committees, candidate committees, political party committees, campaign committees, exploratory committees, or debt service committees. Article VIII, Section 23.3(12) & (16).

If you are investing in RPAC with a contribution account owned by from an LLC, that LLC must be registered with the Missouri Ethics Commission. Please go to mec.mo.gov/LLC/Registration to create an account and register before contributing.

RISK MANAGEMENT

Missouri REALTORS®



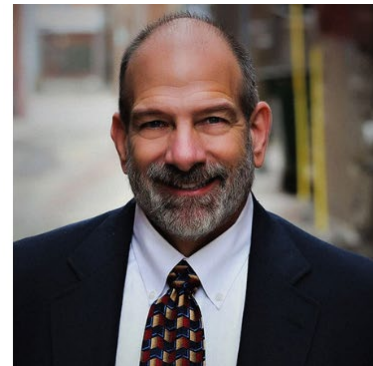
LEGALline

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 Kent Labinski with [Cinch Home Services](#). With 45 years of home industry experience, Cinch Home Services is dedicated to providing straightforward solutions that make home repairs easier. From modern tools that get you the help you need when you need it to a nationwide network of service providers (who we've vetted for you!) to ensure your repairs get done right, to an industry-leading 180-day workmanship guarantee to back it all up, Cinch Home Services approaches every situation with a genuine commitment to homeowners.

To learn more, contact Kent at klabinski@cinchhs.com or by phone at (816) 665-6580.



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