



Missouri REALTORS® Brokers,

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

- Help Shape Your Benefits
- Broker Connection Webinar Recording | Now Available!
- Calling All Brokers | Join Us in Jefferson City for REALTOR® Days

Plus, information about the latest Capitol Update, Legal Line FAQ of the Month, 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 additional resources, please don't hesitate to contact me directly, or anyone on our dedicated Missouri REALTORS® [staff](#) and [volunteer leadership teams](#).

Sincerely,

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

BROKERAGE MANAGEMENT

Help Shape Your Benefits

Missouri REALTORS® is evaluating options for member access to medical insurance and retirement plans. This brief survey (5-7 minutes) lets us understand your interest and the basic details carriers and retirement providers need to scope viable options we may be able to provide in the future. Your responses are confidential and will be reported in aggregate only. Thank you in advance for your input!

[START THE SURVEY](#)

Center for REALTOR® Financial Wellness Webinar | Transitioning From an Individual to a Business in the Eyes of the IRS

Wednesday November 19, 12:00 PM CST

Real estate agents are business owners - but most aren't set up like one - especially in the eyes of the IRS. This session will break down the essential systems, tax strategies, and financial habits every agent needs to build a more profitable, predictable business. This webinar is designed specifically for real estate professionals who want to understand when to transition from being taxed as an individual to operating as a formal business entity in the eyes of the IRS.

Speakers:

- *Shahar Plinner, Co-Founder and CEO, Formations*
- *Spencer Turner, Tax Consultant, Formations*

[Register now.](#)

LEGAL UPDATE

Broker Connection Webinar Recording | Now Available!

Thank you to everyone who joined us for the Missouri REALTORS® Broker Connection Webinar focused on the *2025 Forms & Revisions Update*. This session provided early insight into the changes that will take effect December 1, 2025, helping brokers prepare for updates to our standard forms and understand their impact on daily transactions.

If you missed it, the full recording is now available so you can review the key guidance shared by our expert speaker:

- Robert Campbell, General Counsel & Vice President of Risk Management, Missouri REALTORS®

[View the recording and access our standard forms.](#)

Stay tuned for our next webinar as well as additional resources and information.

Legal Line FAQ of the Month: Can a licensee's commission be paid to licensee's LLC?

Answer: Section 339.150.4 RSMo. authorizes brokers to pay compensation directly to a business entity. The statute provides the following: "Notwithstanding provisions of this chapter to the contrary, a broker may pay compensation directly to a business entity owned by a licensee that has been formed for the purpose of receiving compensation earned by such licensee. A business entity that receives compensation from a broker as provided for in this subsection shall not be required to be licensed under this chapter and shall be owned: (1) Solely by the licensee; (2) By the licensee together with the licensee's spouse, but only if the spouse and licensee are both licensed and associated with the same broker, or the spouse is not also licensed; or (3) By the licensee and one or more other licensees, but only if all such owners are licensees which are associated with the same broker."

Per the Missouri Real Estate Commission [MREC], the organizing documents filed with the Secretary of State must contain language stating that one of the purposes of the business entity is to receive compensation earned by the licensee. If the business entity has already been created without such language,

an amendment would be needed to comply with the statutory requirements.

Ethics Case Study Contest | Case Study #10 Now Live!

Hosted by the Missouri REALTORS® Risk Management Department, this contest helps brokers strengthen their brokerage's ethical foundation, enhance reputation, and reduce liability exposure through a deeper understanding of the REALTOR® Code of Ethics.

Each month, we release a new case study - perfect for team training sessions and an engaging way to develop your agents while building client trust through demonstrated ethical excellence. Complete the fields within the study for a chance to win a monthly gift card. At the end of the contest, we'll award a grand prize to the member(s) who complete the most case studies.

Case Study #10

A potential homebuyer noticed a Confederate flag displayed in property photos on a brokerage website and filed an ethics complaint against the listing broker, citing Article 10 and Standards of Practice 10-3 and 10-5.

The complainant argued the flag conveys racial exclusion and discrimination. The broker testified that they shouldn't be held responsible for what appears in a client's home.

How do you think the Hearing Panel ruled? Was there a violation of Article 10 as interpreted by Standards of Practice 10-3 and 10-5, or not?

Start strengthening your brokerage today - [click here to participate in Case Study #10!](#)

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

ADVOCACY UPDATE

Last Call! We Want to Hear From You

This is your final reminder to complete the Missouri REALTORS® Member Survey.

The survey only takes a few minutes to complete, and members who finish it may choose to enter for a chance to win one of five \$100 gift cards.

Why Your Feedback Matters:

- Helps guide our advocacy, education, and member services
- Responses are completely anonymous
- Results are only viewed in total, not individually
- Provides insight that directly impacts decisions and priorities

We have partnered with American Strategies, a nonpartisan survey research firm, to conduct this survey. [Learn more about their work.](#)

[Take the survey.](#)

Technical issues? Contact American Strategies at surveys@amstrat.com

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

Calling All Brokers | Join Us in Jefferson City for REALTOR® Days!

REALTOR® Days are a prime opportunity for Brokers to engage directly with state legislators and shape the future of real estate in Missouri. Held every Tuesday and Wednesday from February through April during the legislative session, these Capitol visits bring together local boards, association leaders, and governmental affairs committees.

As a Broker, your voice carries weight. REALTOR® Days allow you to speak directly with elected officials about the policies and legislation that impact your business, your clients, and your community. Whether you're leading a team, mentoring new agents, or advocating for industry standards, this is your chance to be heard.

[Register now!](#)

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

Capitol Update | Lawsuit Challenges Unfair, Inaccurate, Anti-Citizen Rights IP Ballot Language - What REALTORS® Need to Know

A newly-filed lawsuit seeks a court-ordered rewrite of misleading language in a proposed 2026 ballot measure that would undermine Missouri's century-old citizen initiative petition process. Defending the citizen IP process is a basic policy of Missouri REALTORS®, whose campaign committee Missourians for Fair Governance is sponsoring the legal challenge to House Joint Resolution 3.

[Read the full Capitol Update.](#)

This message was sent by Missouri REALTORS®. To change your preferences or opt out, [click here](#)

missourirealtors@morealtor.com | 573-445-8400 | missourirealtor.org

2801 Woodard Drive, Suite 101 | Columbia, MO 65202