



Missouri
REALTORS®

Dedicated to the American Dream



We all love Missouri, but it is great to have the opportunity to promote the Show-Me State to a global audience. As we embrace the benefits of economic development, and Missouri as a global leader in agtech, aerospace and automotive manufacturing, financial services and logistics, I hope you will

check out my latest blog post, [Expanding Global Interests in Missouri](#). This blog provides an update on the trip Missouri REALTORS® President Brenda Oliver and I recently took to MIPIM in Cannes, France, where we promoted Missouri to investors from around the world.

John Sebree
CEO, Missouri REALTORS®

O₂ Outreach & Output

SIGN UP FOR 2020 O2 LEADERSHIP POSITIONS!

The application deadline to serve as a leader within our Missouri REALTORS® 2020 O2 governance structure closes May 1, 2019. Don't wait, [apply for a leadership role](#) today!

You can also sign up in person at THE LANDING Lounge during our upcoming [April Business Conference](#), April 24-26, in Columbia.

EVENTS



Join us for the [39th Annual Capitol Conference](#) on Wednesday, April 24, as REALTORS® from across the state converge on the State's Capitol in Jefferson City. This is your chance to make a positive impact during the 2019 Legislative Session. Remember, it's

critical that state legislators receive input from involved real estate professionals like you!

Sign up to attend when you [register for the Missouri REALTORS® April Business Conference](#). ***Online registration will close Sunday, April 21, at midnight.**



Missouri REALTORS® April Business Conference will take place April 24-26, in Columbia.

Join us Wednesday, April 24, as we kick things off with the [39th Annual Capitol Conference](#). Thursday will begin with the [Women's Council Annual Pancake Breakfast](#), followed by a full day of governance meetings and educational opportunities. Thursday evening, join fellow Missouri REALTORS® as we raise money for RPAC while

having fun at the [Robert W. Borgmann RPAC Auction!](#) The conference will wrap up Friday with the Board of Director's meeting.

Check out the [full schedule](#), including special events!

REGISTER NOW!

IN THE NEWS



Leadership Academy Application Deadline Approaching!

The deadline to [apply for Missouri REALTORS® 2019-2020 Leadership Academy Class](#) is Friday, April 5.

Learn more by watching testimonials from

Leadership Academy graduates! (*Click the 'play' button in the above image.*)

Cruise to Excellence with Missouri REALTORS®

Complete the National Association of REALTORS® Commitment to Excellence (C2EX) by December 31, 2019, for a chance to win a \$2,500 travel voucher*! [*See all details.](#)



Be an advocate for the future of our industry. Be committed to excellence. Get started today!



ANNUAL AWARDS AND APPLICATIONS ARE LIVE. NOMINATE A MISSOURI REALTOR® TODAY!



Missouri REALTORS® is accepting nominations for the following annual awards:

- REALTOR® of the Year
- Bruce Ayd Code of Ethics Leadership Award
- R. Layne Morrill Award
- Elizabeth J. Mendenhall E3 Award
- Richard A. Mendenhall Award
- Brady Stevens Award
- Missouri Good Neighbor Award

To learn more about each award, view past recipients and access nomination forms, visit the [Awards and Applications page](#). **Please note the nomination deadline for each award within.**



While many people know that a REALTOR® helps buy and sell homes, what they may not know is that only a REALTOR® is a member of the National Association of REALTORS® (NAR) and subscribes to its Code of Ethics. It's the REALTOR® Code of Ethics that inspired the association's powerful new "[That's Who We R®](#)" campaign. The

campaign aims to reinforce the value of REALTORS® as advocates for property owners, engaged community members and trusted advisors with in-depth knowledge of the industry.

[Check out the many resources](#) NAR has created for you and start sharing them today!



How Do You Track Your Mileage?

REALTORS® often travel far and wide for business while spending hundreds, if not thousands of dollars a year on fuel. To aid in this discussion, several of our Missouri REALTORS® contributed their best practices.

Save money as you travel by checking out [best practices for tracking mileage!](#)

RISK MANAGEMENT



Keeping It Legal

In this most recent version of [Keeping It Legal](#), Missouri REALTORS® legal council, Robert Campbell and Kriston Singh, discuss legal topics related to reporting requirements for cooperative commissions.

Do you have a legal question that hasn't been covered in the [LEGAL Line Library](#)? Visit [About LEGAL Line](#) to learn more.

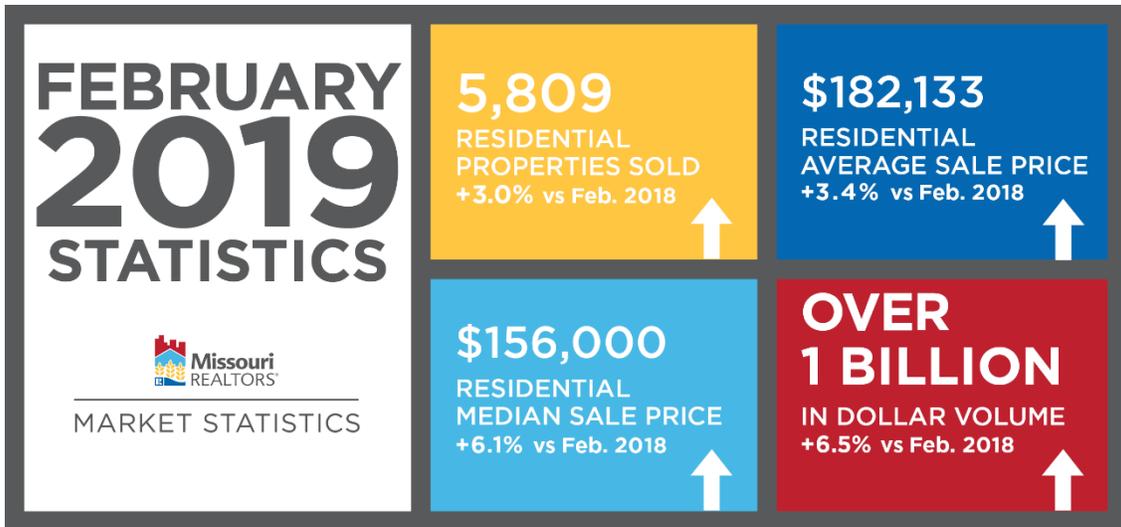


GRI 101: Housing Issues and Pricing will be presented at the upcoming April Business Conference on Tuesday, April 23, from 10:00 am – 3:00 pm. Nate Johnson will lead the class which is approved for 3 hours of Core CE Ethics Credit and 4 hours of GRI Credit. Early bird registration is \$50.00 until April 10!

For additional information, contact Kim Moriarity, Manager of Professional Development and Risk Management, at 573-445-8400, ext. 118.

REGISTER NOW!

MARKET STATISTICS



The Missouri real estate market continues to remain steady with the number of homes sold and sales prices compared to previous years. To review statewide market statistics, watch this most recent edition of [Missouri REALTORS® Market Statistics](#).

ADVOCACY



Stay up to date with the latest news and happenings taking place in Jefferson City with [REALTOR® Party Blog Updates](#), brought to you by the Missouri REALTOR® Party.

FEATURED MEMBER



Since graduating [Missouri REALTORS® Leadership Academy](#) in 2012, Melissa Annis, a member of Ozark Gateway Association of REALTORS®, has been heavily involved within her local association and Missouri REALTORS®.

“It taught me so much about getting

outside of my comfort zone and what you can accomplish when you do,” said Annis. In fact, Annis was so impressed with the program that she worked on creating the Local Leadership Academy program and Toolkit.

Learn more about what Annis has been up to in our [Leadership Academy Member Spotlight!](#)

FEATURED AFFILIATE

This month's featured affiliate is [Assured Mortgage Service](#). Assured Mortgage Service offers information to help you understand your mortgage loan, refinance, and equity options. They offer a variety of home mortgage loans to meet your needs. Let them help you finance one of your most important assets — your home — today!

For additional information, contact CEO Kevin Gibbs by phone at (314) 452-2132, or by email at kevin.gibbs@assuredmtgs.com.



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