



**Missouri**  
REALTORS®

Dedicated to the American Dream

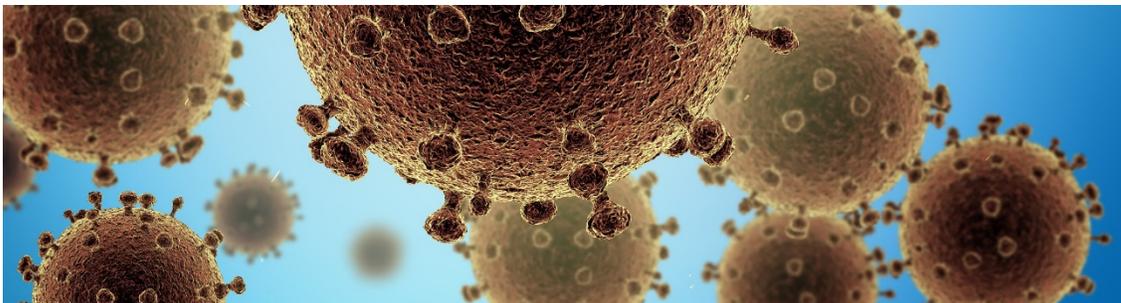
## IN THE NEWS



## PRESIDENT'S UPDATE

Join me as I share an association update with CEO John Sebree and General Counsel Steve Graham. In this video, we discuss COVID-19, new forms created for you and what we can expect moving forward. As an association, we continue to LEAD, ADVOCATE & ENGAGE.

Jeff Kester  
President, Missouri REALTORS®



**Coronavirus: A Guide for REALTORS®**

In response to growing concerns about COVID-19, commonly referred to as coronavirus, we have created a dedicated page to help REALTORS® and REALTOR® associations respond to the coronavirus' impact on our industry.

[LEARN MORE](#)



Missouri REALTORS® [April Business Conference](#) (ABC) will now be hosted virtually as it is important for the governance of our association to continue uninterrupted.

As we transition to a virtual experience, the ABC microsite has been updated with a revised schedule of meetings, including the addition of an Opening General Session. Output Groups and Committees will continue to meet at their regularly scheduled times. Links to join each meeting/event LIVE will be sent closer to time.

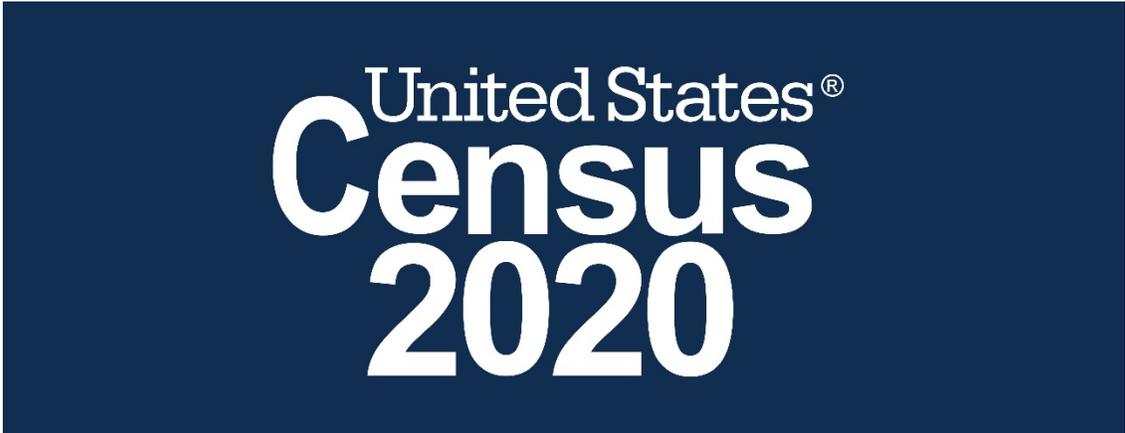
We expect the Emerging Issues Forum to feature a discussion on Small Business Guidance & Loan Resources in this time of Coronavirus (COVID-19), among other helpful resources.

Check out the [full schedule](#) and make plans to attend the April Business Conference VIRTUALLY!



The application deadline to serve as a leader within the Missouri REALTORS® 2021 O2 governance structure closes May 1, 2020. Don't wait! (*Members can join an Output Group at any time*).

[APPLY TODAY](#)



**2020 Census: REALTORS® Count**

On behalf of your State and National Association of REALTORS® (NAR), we kindly ask that you take part in the 2020 Census and encourage your friends, neighbors, and clients to do so as well. By taking time to complete the Census, we are able to examine industry-related

trends using up-to-date data you've provided. Note - NAR has created a [census resource page](#) which includes videos and other promotional materials for you to share with others.

The Census survey is available online for households to complete at [2020census.gov](https://2020census.gov), by phone, or by mail.

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### **Leadership Academy Application Deadline Extended**

The deadline to apply for Missouri REALTORS® 2020-2021 Leadership Academy Class has been **extended to Friday, May 15**.

Learn more about the Leadership Academy program and submit your application today! *(Click on the 'play' button in the above image.)*

**APPLY TODAY**

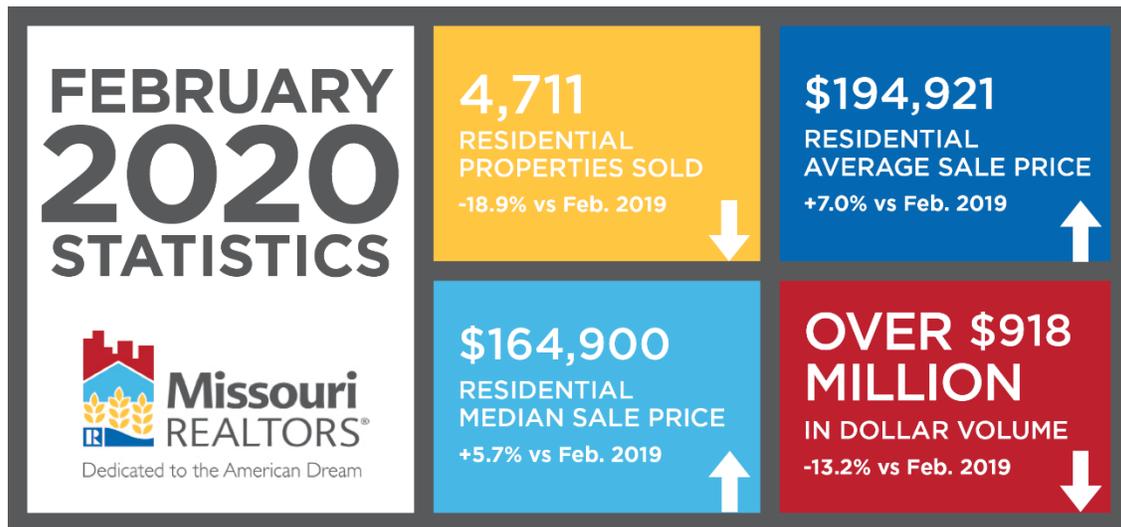
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# Your Future is Our Mission.

As e-learning becomes more important by the day, we encourage you to SHARE the newly updated It's Your Move program with parents and educators in your community. This FREE real estate consumer education course is designed to educate high school students on topics related to consumer credit, renting, buying, and selling a home.

Learn more! [www.missourirealtor.org/consumer](http://www.missourirealtor.org/consumer)



Missouri's real estate market saw a slight decrease in the number of homes sold and total dollar volume compared to February 2019. To review statewide market statistics, watch the most recent edition of [Missouri REALTORS® Market Statistics](#).



## 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 Ayt 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.**



Did you know Missouri REALTORS® offers a simple, convenient way for you to receive preventive health screenings at a discounted rate? Through an established partnership with [Life Line Screening](#), you have the opportunity to go beyond your regular checkup with painless ultrasound screenings that can reveal dangerous plaque buildup or blockage.

LEARN MORE



### Helping Parents Cope Through School Closures

Precautionary measures to contain the spread of COVID-19 are efforts to protect the community, and the notification of your child's school closing may have landed like one of your worst nightmares.

Children thrive on routine and predictability, both of which are in short supply right now for families across the country and well beyond. Despite the uncertainty in the community, you can still foster an environment that includes as much routine and predictability as possible.

Learn how to [manage your children's increased time at home](#), courtesy of Harvard.

## EVENT CALENDAR



Do you have an upcoming event you'd like to promote, or maybe you're just curious about what events other Local Boards/Associations are putting on throughout the state? If so, visit our [upcoming events calendar](#) to learn more!

## PROFESSIONAL DEVELOPMENT

### **The Hot Topic in Real Estate: 1031 Exchanges**

Hosted by Missouri REALTORS® Land Institute (RLI), [The Hot Topic in Real Estate: 1031 Exchanges](#) will take place Tuesday, April 21 from 9:00 am - noon. This course will be held via distance delivery (virtually). Student attendance will be monitored and enforced.

This class will explain the key requirements and issues concerning IRC 1031 tax-deferred exchanges. You will be provided with a technical overview and understanding of the advantages of utilizing a tax-deferred exchange as an investment strategy for acquiring and disposing of investment or business-use assets.

*\*\*This course is approved for 3 hours of elective CE credit.*

For additional information contact Kim Moriarity, Manager of Professional Development and Risk Management, at [kim@morealtor.com](mailto:kim@morealtor.com).

**REGISTER NOW!**

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### **GRI 116: Introduction to Commercial Investing**

Led by instructor Nate Johnson, [GRI 116: Introduction to Commercial Investing](#) will take place on Wednesday, April 22 from 9:00 am - noon. This course will be held via distance delivery (virtually). Student attendance will be monitored and enforced.

Course components include:

- Being introduced to and being able to define various types of commercial real estate issues

- Distinguishing different classifications of building or office space
- Identifying financing terms associated with the commercial real estate sector

*\*\*This course is approved for 3 hours of elective CE credit and 4 hours of GRI credit.*

For additional information contact Kim Moriarity, Manager of Professional Development and Risk Management, at [kim@morealtor.com](mailto:kim@morealtor.com).

**REGISTER NOW!**

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### **CE and License Renewal Information**

Remember, each real estate licensee who holds an active license shall complete, during the two (2)-year license period prior to renewal, a minimum of twelve (12) hours of real estate instruction approved for continuing education credit by the Missouri Real Estate Commission. At least three (3) of the twelve (12) hours of approved instruction shall be taken in a course approved by the Missouri Real Estate Commission as core credit.

For the 2020-2022 renewal; a (3) hour core course in real estate ethics is required.

### **\*\*IMPORTANT DATES TO REMEMBER\*\***

#### **June 30, 2020**

Broker licenses expire.

#### **June 30, 2020**

Deadline for salesperson type licensees to submit applications for non-preapproved course credit (ICE forms).

#### **September 30, 2020**

Salesperson licenses expire.

**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.

## ADVOCACY



Beginning early February, through mid-March, Missouri REALTORS® made an impact on the 2020 legislative session by visiting the Capitol in Jefferson City during their annual REALTOR® Days. REALTOR® Days are small group visits to the Capitol as an opportunity for REALTORS® and association leaders, along with their local leadership academies and governmental affairs committees, to come together and communicate with elected officials.

Legislators heard directly from thirteen Local REALTOR® Boards/Associations about issues important to the real estate industry and how legislation will impact their district. The 2020 legislative priorities included the reinstatement of the Low-Income Housing Tax Credit (LIHTC) Program and implementing additional provisions to streamline the electronic notary process in Missouri.

We would like to thank all Local Boards/Associations for volunteering their time to help lobby in Jefferson City!

## FEATURED MEMBER



This month we are shining our Member Spotlight on Ralph Williams, REALTOR® with Williams Real Property, LLC in Rolla, Mo. Ralph, a member of the Rolla Lions Club, has volunteered his time for more than seven years.

Learn more about what Ralph has been up to by visiting this month's [Member Spotlight!](#)

## FEATURED AFFILIATE



This month's featured affiliate is Cutco. Focused on providing high-quality products backed by The Forever Guarantee, Cutco offers [Cutco Closing Gifts](#) to showcase appreciation of your client.

To learn more, contact Emily Schmich by phone at 636-667-1980, or by email at [emily.schmich@gmail.com](mailto:emily.schmich@gmail.com).



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