



**Missouri**  
REALTORS®

Dedicated to the American Dream

## IN THE NEWS



**VETERANS**  
COMMUNITY PROJECT

In honor of the 20th year of the Good Neighbor Awards, the National Association of REALTORS® (NAR), in partnership with Havas Chicago, is recognizing the impact of each winner in the community they call home.

Missouri REALTOR® and 2019 NAR Good Neighbor Award Winner Mark Solomon - Veteran and co-founder of Veterans Community Project - was recently recognized for his efforts with a thoughtfully constructed pop-up art installation called "The Battle Home" in Kansas City's Union Station.

Learn more about [NAR's exhibit celebrating innovative solutions to Veteran homelessness](#).

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## YOUR FUTURE IS OUR MISSION.

As we begin to focus on the school year ahead, we encourage you to SHARE the newly updated *It's Your Move* program with 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)



The 2020 Leadership Academy class met for what should have been their fourth retreat this week (It was their third since the April retreat was canceled). The theme of the retreat was: Ethics in Leadership. While practicing social distancing and safety protocols, the class enjoyed guest speakers, John Mayfield, Bruce Ayt and Robert Campbell, a painting class team activity and even a special visit from the Leadership Team. The class had a great week and were extremely thankful to be together.



# Leadership Academy

Missouri REALTORS®

## CLASS OF 2021



**Melissa Boaz**  
St. Charles



**Bryant Boyd**  
Pulaski County



**Russell Boyt**  
Columbia



**Rhonda Braun**  
Heart of Missouri



**Dan Forbes**  
Newton-McDonald



**Todd Henson**  
Three Rivers



**Julie Lide**  
South Central



**Tonya Murfin**  
Greater Springfield



**Shawna Neuner**  
Columbia



**Sherrie Rickel**  
Kansas City



**Audrey Spratt**  
Tri-Lakes



**Cortney Stansbury**  
Kansas City

Missouri REALTORS® is proud to announce the Leadership Academy Class of 2021!

Through this program, emerging REALTOR® leaders are trained to exert a positive influence on the future of Missouri REALTORS®, their Local Boards/Associations, and the real estate industry as a whole.

The Leadership Academy class of 2021 will attend their first retreat this October. To learn more, visit the [Leadership Academy](#) page of our website.

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Local Board/Association executives and staff from around the state recently gathered to attend Missouri REALTORS® annual AE Workshop. Guest speakers included Terry Moore, Executive Director for the MREC, and Dave Mitchell, who shared directives for Leading a Peak Performance Culture. Attendees also participated in an experienced peers panel and open discussion.

We appreciate these outstanding leaders within our association!

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# #WeRHereForYou

★★★

This summer, the Missouri REALTOR Party® has shifted focus to educate members on the value of RPAC and its importance – ultimately leading to growing the RPAC MO 100 Club, and Local Board/Association participation. Our Regional Advocacy Coordinators (RACs) are ready to help you understand more about the Missouri REALTOR Party®!

To kick things off, we encourage you to participate in the **#WeRHereForYou** Challenge. Members who contribute at least \$100 to RPAC between June 1 and August 31, 2020, will be eligible to win a cash prize. [Learn more today!](#)

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



### Diversity & Inclusion

Missouri REALTORS® strives to promote Diversity and Inclusion in all we do. The diversity of our membership and staff, not limited to individual backgrounds, experiences, talents, knowledge, and creativity, is the foundation of our success.

Learn how you can better work with fellow REALTORS® and community leaders, as well as buyers and sellers of a multitude of backgrounds, by visiting our [Diversity & Inclusion resources page](#).



### **Buying a Home Sight Unseen**

Because of the enormous commitment of buying a home, and the new ruffles the pandemic is adding to sight-unseen transactions, Kastanis has one overarching piece of advice: “Work with someone who you trust and who you are sure understands the home that you're looking at.”

Learn how you can [better help your clients pursue a home purchase sight unseen.](#)

## **AWARDS**



The [Missouri REALTORS® Good Neighbor Award](#) program was created to recognize and reward REALTORS® across the state for their dedication to volunteer service. This program was modeled after [REALTOR® Magazine's Good Neighbor Awards.](#)

The winner of the annual Missouri Good Neighbor Award receives \$2,500 for his or her charity, as well as statewide recognition.

**The Good Neighbor Award nomination deadline is September 1, 2020.**

**APPLY TODAY**

## PROFESSIONAL DEVELOPMENT

### 1031 Like-Kind Exchange Webinar

In collaboration with St. Louis REALTORS®, and the Kansas City Regional Association of REALTORS®, Missouri REALTORS® is hosting an online discussion on the benefits of "Becoming a 1031 Exchange Expert to Grow Your Business". This webinar will take place Tuesday, August 18 from 10:00 - 11:00 am.

This program is designed to help commercial members further develop their commercial real estate business and help advise clients by utilizing a 1031 Exchange with a Delaware Statutory Trust.

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

**REGISTER NOW!**

## ADVOCACY

Three-year terms for the following RPAC-MO Trustees will expire on December 31, 2020: Letty DeMay, Leann Green, Jordan Salisbury, Dave Soto, and Cass Williams.

Qualified RPAC-MO contributors are strongly encouraged to submit a nomination form for a position. Qualifications for Trustees are as follows:

1) *They must be an RPAC Major Investor and strive to be a President's Circle Member.*

2) They shall produce evidence that within the ten years preceding their election, they have been a member of the Board of Directors of the Missouri REALTORS® and a member of one of the political or legislative committees/output groups of the Association.

**Nomination forms must be submitted no later than September 3, 2020.**

**APPLY TODAY**

## RISK MANAGEMENT



In this most recent version of [Keeping It Legal](#), Missouri REALTORS® legal counsel Steve Graham and Robert Campbell discuss why efficiently and safely navigating the inspection process is key to any real estate transaction.

*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 MEMBER



This month we are shining our Member Spotlight on Shanna Hall, a member of St. Louis REALTORS®. In addition to her service at the local, state, and national level, Shanna enjoys volunteering her time at Chapel for the Exceptional and Peter & Paul Community Services.

Learn more about Shanna by visiting this month's [Member Spotlight!](#)

## FEATURED AFFILIATE



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