



**Missouri**  
REALTORS®

Dedicated to the American Dream

## IN THE NEWS



In 2020, it's all about the VISION! And Missouri REALTORS® demonstrate that vision when they ADVOCATE, LEAD & ENGAGE! As your 2020 President, I can't adequately express how excited I am to work with you in continuing our REALTOR® Vision this year.

Read more about what you can expect this year in my recent blog post, [It's All About the Vision!](#)

Jeff Kester  
2020 President, Missouri REALTORS®

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# Strategic Plan 2020-2022



Advocate



Lead



Engage

[Missouri REALTORS® Strategic Plan](#) is the blueprint for the next three years to assist us in achieving our new vision of being the leading organization that safeguards real property rights and provides essential resources to advance the role of REALTORS® in Missouri.

This Strategic Plan focuses on three distinct strategic objectives: ADVOCATE, LEAD & ENGAGE. We believe these words are powerful and create an emotional sense of positive progress. After reading this plan, we hope you agree and more importantly choose to be a part of its implementation.



Missouri REALTORS® will kick off the new year with the [January Business Conference](#) (JBC) at the Ameristar Casino Resort Spa in St. Charles, January 22-24.

Wednesday will begin with multiple educational opportunities, followed by the Opening General Session in the afternoon. Thursday is packed with meetings and additional educational opportunities throughout the day. Join us Thursday evening as we raise

money for the Boys and Girls Club of St. Charles County while having fun at YPN Laser Tag! We will conclude with our Board of Director's meeting on Friday.

To learn more, [view the full conference schedule](#).

REGISTER NOW!



Learn more about the Missouri First-Time Homebuyer Savings Account program by visiting [MissouriFirstHome.com](https://MissouriFirstHome.com). You will have access to a [digital toolkit](#) with shareable resources including infographics, sample email messages to both stakeholders and consumers, sample social posts, and a customizable, printable postcard.



### **Funniest Real Estate Moments**

REALTORS® have seen it all - the good, the bad, and the downright hilarious. We talked to a few Missouri REALTORS® about the funniest things they have encountered on the job, and the answers really did have us laughing out loud. [Here are a few stories from our members!](#)

## MARKET STATISTICS



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

## ADVOCACY



The Missouri REALTOR<sup>®</sup> Party is seeking State Political Coordinators to serve as liaisons to members of the Missouri General Assembly. State Political Coordinators advocate for Missouri REALTORS<sup>®</sup> policy positions on legislative issues and serve as an industry information resource to lawmakers.

If you have a relationship with your state senator or representative, or if you are interested in building a relationship, please take a moment to fill out the State Political Coordinator application.

For additional information contact Erin Hervey, Vice President of REALTOR® Party and Local Board Relations, at [erin@morealtor.com](mailto:erin@morealtor.com).

APPLY TODAY

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## PROFESSIONAL DEVELOPMENT

Led by instructor Nate Johnson, [GRI 112 Risk Management](#) will take place on Wednesday, January 8, 2020, from 9:00 am - noon, in Columbia, Mo.

Course components include federal fair housing laws and sensitivity to consumer diversity, law and obligations the Code of Ethics places on REALTORS®, how to apply the definitions of the protected classes to daily business practices, the complaint and penalty process of HUD, and much more!

*\*\*This course is approved for 3 hours of 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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Led by instructor Nate Johnson, [GRI 113: Agency & Legal Issues](#) will take place on Wednesday, January 22, 2020, from 9:00 am - noon, at the January Business Conference in St. Charles, Mo.

Course components include:

- Agency and contract issues (fraud and misrepresentation)
- Understanding liability
- Case study and how to integrate ways to mitigate risk in business practices

*\*\*This course is approved for 3 hours of 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!

## 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.

## LOCAL BOARD/ASSOCIATION HAPPENINGS

### EVENT CALENDAR



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

## FEATURED MEMBER



This month we are shining our Member Spotlight on Jenny Lorenz-Rudkin, REALTOR® with Re/MAX Boone Realty in Columbia, Mo. Jenny volunteers her time at Welcome Home in Columbia, Mo.; a non-profit veteran-centric organization that empowers homeless and at-risk veterans to return to society as productive self-supporting citizens.

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

## FEATURED AFFILIATE



This month's featured affiliate is Home Warranty, Inc. Their mission is to provide confidence and peace of mind through financial protection of the repairs and replacements required to keep your home's mechanical systems and appliances in normal operating condition. Home Warranty, Inc. prides itself on providing the best value in the home warranty industry, making their Home Protection Plan the home warranty of choice.

To learn more, contact Mark Emerick by phone at 816-223-4018, or by email at [MarkEmerick@HomeWarrantyInc.com](mailto:MarkEmerick@HomeWarrantyInc.com).

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