As your 2020 President, I'd like to personally invite you to attend this year's Capitol Conference and April Business Conference, April 22-24 in Jefferson City and Columbia. Learn more about what you can look forward to, including a schedule of events, in my most recent blog.

Jeff Kester
2020 President, Missouri REALTORS®
Missouri REALTORS® April Business Conference will take place April 22-24 in Columbia.

Join us Wednesday, April 22 for the 40th Annual Capitol Conference where REALTORS® from across the state will converge on our State’s Capitol. This is an opportunity to meet with elected officials and encourage lawmakers to protect the American Dream of Homeownership.

Thursday is 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, and make plans to attend! Online conference registration closes Sunday, April 19 at midnight.

REGISTER NOW!

The application process to serve as a leader within our Missouri REALTORS® 2021 O2 governance structure is now open! Get all the details and find the links to apply in my latest blog.

You can also apply in person at THE LANDING Lounge during our upcoming April Business Conference, April 22-24, in Columbia. The deadline to apply for all leadership positions is May 1, 2020.
Missouri REALTORS® is now accepting applications for the 2020-2021 Leadership Academy Class.

Missouri REALTORS® Leadership Academy creates leaders who go on to do big things in our industry and within our communities. Will this be your year? Find out more about the Leadership Academy program [watch video] and submit your application today!

APPLY TODAY

The deadline to apply is Friday, April 3.
Missouri’s real estate market saw a slight increase in the number of homes sold and total dollar volume compared to January 2019. To review statewide market statistics, watch the most recent edition of Missouri REALTORS® Market Statistics.

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

- REALTOR® of the Year
- REALTOR® Salesperson of the Year
- Bruce Aydt Code of Ethics Leadership Award
- Honor Society
- 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.

Real Estate Photography 101

A picture is worth 1,000 words, especially in real estate. Property photos can make or break an online listing. For that reason, some REALTORS® prefer to hire professionals while others opt to take the photos themselves.

Learn how other Missouri REALTORS® approach photography within their business.

Connecting Smart Growth and Health | Workshop
Join REALTORS® from across the state as they discuss Smart Growth principles, outline ways health and land use are connected, and highlight consumer community preferences and how health can be a major selling advantage.

This event will take place at Washington University in St. Louis, March 10 from 9:30 am – 1:00 pm. Following this workshop, you are invited to attend the St. Louis National Walking Summit, hosted by America Walks.

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!

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**

March 30, 2020
Deadline for broker type licensees to submit applications for non-preapproved course credit (ICE forms).

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.

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.
The Missouri REALTOR® Party is seeking State Political Coordinators to serve as liaisons to members of the Missouri General Assembly. State Political Coordinators advocate for Missouri REALTORS® 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.

This month we are shining our Member Spotlight on Gerrie Moore, REALTOR® with the Gerrie Moore Group in Branson, Mo. Gerrie founded Jeans for Teens; a non-profit dedicated to providing new pairs of jeans to children who need them most.

Learn more about what Gerrie has been up to by visiting this month’s Member Spotlight!
This month's featured affiliate is From Your Friends Relationship Marketing. Focused on helping REALTORS® build referrals and repeat business, From Your Friends Relationship Marketing prides itself on the uniqueness of their offerings.

To learn more, contact Brian J. Achey by phone at 719-235-5084, or by email at brian@fromyourfriends.com.