



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS

**Enhance
your
skills.**

**Empower
your
future.**

 www.C2EX.realtor  

Cruise to Excellence with Missouri REALTORS®

Only 62 days left to complete the National Association of REALTORS® Commitment to Excellence (C2EX) for a chance to win a \$2,500 travel voucher*! All members who complete their C2EX certification by December 31 will be invited to attend a C2EX reception at the January Business Conference. *[See all details](#).

Be an advocate for the future of our industry. Be committed to excellence. Get started today! www.C2EX.realtor



On October 14-15, Missouri REALTORS® hosted our 2020 Leadership and Advocacy Orientation Day in Columbia, Missouri. Day one began with a special lunch presentation, “Improving Missouri Elections and Supporting our Businesses,” with Missouri Secretary of State Jay Ashcroft. The afternoon consisted of state and federal legislative updates and a special presentation called "Till Death Do Us Part - How to Build Mutually Beneficial Relationships with Your Elected Officials," by guest speaker Amy Showalter.

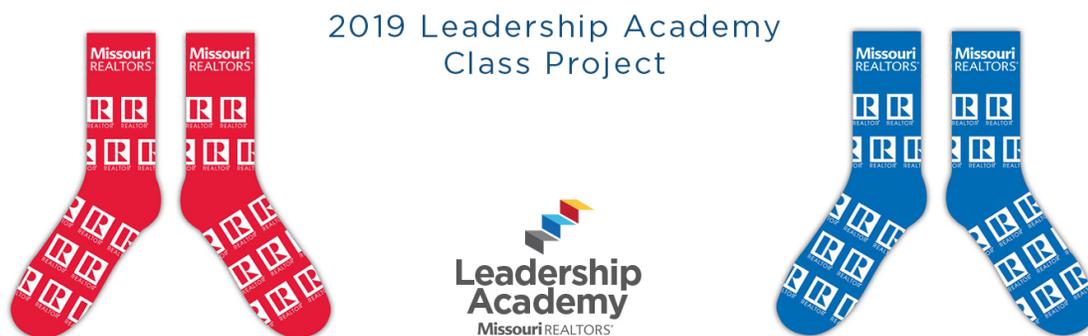
Day two kicked off with Missouri State Senator and Senate Majority Floor Leader Caleb Rowden. Senator Rowden provided a preview of the upcoming 2020 legislative session. Shortly after, Amy Showalter shared "How to Be a Motivating Leader: No-Cost Ways to Gain Loyalty, Enthusiasm, and Action." The day concluded with planning for success in 2020 and lunch with the Missouri REALTORS® Leadership Team.



The 2020 [Leadership Academy](#) class met for their first retreat, October 23-25, at The Elms in Excelsior Springs. They spent time getting to know each other with ice breakers and team-building activities. Special guest included Missouri REALTORS® 2020 President Jeff Kester, who helped the class get to know NAR and Missouri REALTORS®. The class spent Thursday discussing the requirements of a leader with Clay Staires. They will meet for their second retreat in January.

SOCK IT TO ME!

Get your REALTOR® Socks Today!



Check out the 2019 Leadership Academy class project – MISSOURI REALTORS® SOCKS!

These branded socks are available in red or blue and are just \$18/pair. When purchasing the socks, you can choose to pick them up at the Missouri REALTORS® headquarters in Columbia, or have them shipped to you! Order as many pairs as you'd like. Remember, the holidays are just around the corner!

All funds raised from the sale of the socks go towards hosting a Leadership Academy Alumni Retreat in January 2020. Don't wait, [order your socks today!](#)



Secretary of State's Office Announces Detailed Schedule of Business Filing and Payment System Closure over Thanksgiving Break

Secretary of State Jay Ashcroft announced a detailed schedule of a planned business filing and payment system closure, which will begin at 5:00 pm on Tuesday, November 26. Online and in-person transactions will resume at 8:00 am on Monday, December 2. [View additional details.](#)

All locations of the Secretary of State's office will be closed on Thanksgiving Day and the day after Thanksgiving.



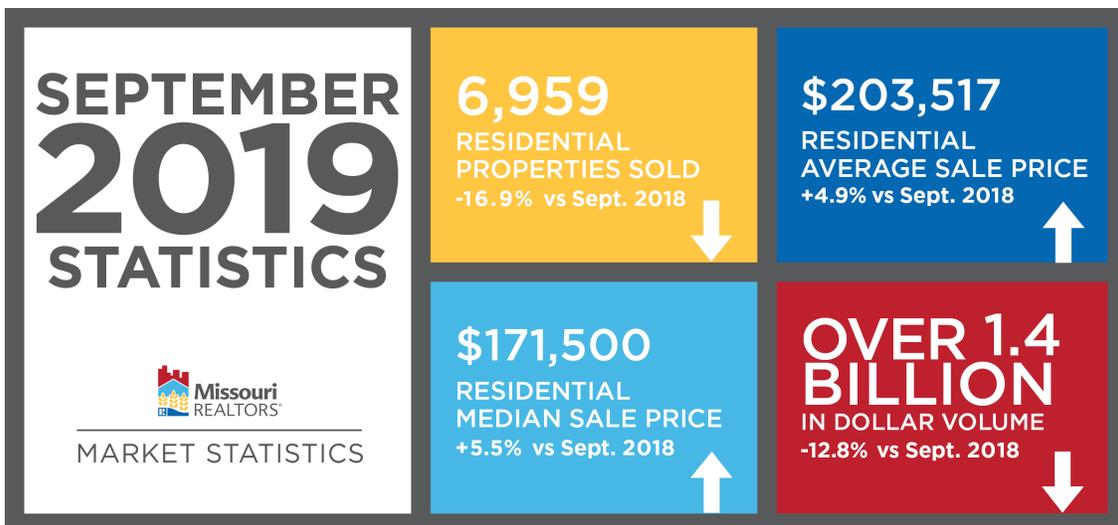
Learn more about the Missouri First-Time Homebuyer Savings Account program by visiting MissouriFirstHome.com. You will have access to a [digital toolkit](#) with shareable resources including infographics, sample email messages to both stakeholders and consumers, sample social posts, and a customizable,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



How to Keep Yourself Safe Online

REALTOR® safety is, and always will be, an important topic. The conversation often revolves around how to protect ourselves when showing a home and meeting with clients, but our online safety often gets overlooked. The unfortunate truth is there are many online scams that can harm both REALTORS® and our clients. Here are some [online realities to be aware of](#), and how you can keep yourself safe on the web.

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 the most recent edition of [Missouri REALTORS® Market Statistics](#).

RISK MANAGEMENT

Missouri REALTORS®



LEGALline

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 Vanessa Leisure, REALTOR® with Curtis & Sons, Inc., in Nevada, Missouri. As a board member of her local [Children's Center](#), Vanessa has dedicated her time to helping children in her area since moving to Vernon County in 2013.

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

FEATURED AFFILIATE



This month's featured affiliate is [Assured Mortgage Service](#). At Assured Mortgage Service, they are committed to providing clients with the highest quality home loans combined with some of the lowest mortgage rates available. Whether you are a first time home buyer,

purchasing your dream home, refinancing an outstanding loan, or consolidating debt, Assured Mortgage Services' highly experienced team of mortgage brokers can help make your dreams come true.

To learn more, contact Christine Edwards by phone at 573-855-0832, or by email at cedwards@assuredmtgs.com.



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