



Dedicated to the American Dream

IN THE NEWS

The banner for the September Business Conference features a large blue background with the text "September BUSINESS CONFERENCE" in white. Below this, it says "9/25 - 9/27 Missouri REALTORS". On the right side, there is a video player showing a man in a suit (Jeff Kester) speaking at a podium. The video player has a red play button overlay. Below the video, a blue bar contains the text "JEFF KESTER 2019 PRESIDENT-ELECT".

This year's [September Business Conference](#) (SBC) will take place at the [University Plaza Hotel & Convention Center](#) in Springfield, MO.

Join us Wednesday for [Commercial/Economic/Global Day](#), followed by the Opening General Session that afternoon. We will end the day with a Brewery Tour hosted by the Women's Council of REALTORS®.

Thursday is packed with governance meetings and educational opportunities. Thursday evening, join fellow Missouri REALTORS® for [Inaugural Night](#) as we install 2020 Missouri REALTORS® President Jeff Kester, and 2020 Women's Council of REALTORS® President Lin Van Meter. We'll wrap the week up with the Board of Director's meeting Friday morning.

To learn more, [view the full conference schedule](#). In addition, be sure to check out 2019 President-Elect Jeff Kester's video, above!

Online registration will close Sunday, September 22 at midnight.

REGISTER NOW!



We are excited to share Missouri REALTOR® and naval officer Mark Solomon is a finalist for the National Association of REALTORS® [2019 Good Neighbor Awards](#)! Mark was recognized as Missouri REALTORS® 2017 Good Neighbor Award recipient for his work with [Veterans Community Project](#); a nonprofit founded to eliminate veteran homelessness through “tiny house” development. Congratulations on this national honor, Mark!

To learn more regarding Mark's achievements, and to vote for Mark as your favorite finalist, visit REALTOR® Magazine's, "[Easing the Path to Civilian Life.](#)"

SOCK IT TO ME!

Get your REALTOR® Socks Today!

2019 Leadership Academy
Class Project



The 2019 Leadership Academy class is excited to share their class project with you – MISSOURI REALTORS® SOCKS!

These branded socks are available in red or blue and are just \$15/pair. But hurry, the price goes up to \$18/pair on September 25! When purchasing the socks, you can choose to pick them up at the Missouri REALTORS® headquarters in Columbia, at the upcoming

September Business Conference, or even have them shipped to you! Order as many pairs as you'd like.

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!](#)



Continuing our partnership with the University of Missouri, Missouri REALTORS® Communications Team members, Cara Harmon and Tristan Asbury, recently joined MU in welcoming 1,500 international students to campus during the International Welcome Picnic. #YouAreWelcomeHere



Enhance your skills.

Empower your future.

C2EX
COMMITMENT TO EXCELLENCE

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REALTOR

www.C2EX.realtor

A central graphic features a white sailboat on a yellow background, surrounded by various blue circular icons representing different professional and personal skills: a brain, a speech bubble, a gear, a gavel, a book, a handshake, a laptop, and a house.

Cruise to Excellence with Missouri REALTORS®

Complete the National Association of REALTORS® Commitment to Excellence (C2EX) by December 31, 2019, for a chance to win a \$2,500 travel voucher!* [See all details](#).

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



If you or someone you know would like to learn more about the Missouri First-Time Homebuyer Savings Account program, visit MissouriFirstHome.com. In addition, 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.

*Please direct all savings account inquiries to your local financial institution.



September is REALTOR® Safety Month!

As a REALTOR®, it is important to have a personal safety protocol in place that you use every day with every client; especially when meeting with new clients or sharing information online. To learn how you can get started, or to simply update your current safety protocol, [check out these safety resources](#).

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](#).

EVENTS



Industrial Hemp Impacts to Real Estate

Missouri REALTORS® Land Institute is pleased to invite you to [Industrial Hemp - Impacts to Real Estate](#). This course will take place during the September Business Conference on September 24, from 1:00 - 5:00 pm, at the University Plaza Hotel & Convention Center in Springfield, MO.

This course summarizes the history of cannabis use, prohibition and legalization, and examines, in detail, the impacts to property brokerage, disclosure, opportunities, and pitfalls of industrial hemp regarding all types of real estate and property management.

***This course is approved for 3 hours of Missouri Real Estate and 4 hours Appraisal CE credit.*

For additional information, contact Robert Campbell, Director of Risk Management, at 573-445-8400, ext. 1220, or by email at robert@morealtor.com.

[REGISTER NOW!](#)



Join instructors Donny Allen and Janet Rodriguez Judd for [Real Estate Safety Matters: Safe Business = Smart Business](#) during the September Business Conference on September 25, from 1:00 - 4:00 pm.

This course will instill safety awareness and habits as second nature so real estate professionals, as well as their clients and customers, know how to avert or respond to dangerous situations and avoid harm as they practice their profession.

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

For additional information, contact Kim Moriarity, Manager of Professional Development & Risk Management, at 573-445-8400, ext. 1180, or by email at kim@morealtor.com.

REGISTER NOW!



Led by instructor Nate Johnson, [GRI 102: Finance & Inspection](#) will take place during the September Business Conference on September 25, from 8:00 am - 12:00 pm.

This course will touch on:

- How the primary and secondary mortgage markets operate
- Requirements and rules regarding VA Loans and FHA-Insured Loans
- Basic calculations for fixed and adjustable-rate mortgages
- Preparing a client for the three stages of the mortgage loan process
- The credit scoring system

***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 & Risk Management, at 573-445-8400, ext. 1180, or by email at kim@morealtor.com.

REGISTER NOW!

ADVOCACY



Play ball! Friday, September 13 will be the last day to participate in the 2019 [RPAC All-Star Office Challenge](#). Remember, as a Local Board/Association, you can get a Local President's Cup credit if you help the Regional Advocacy Coordinators set up office visits.

Offices, be sure to post a picture with your All-Star baseballs to the [Missouri REALTORS® Facebook page](#) using the hashtag #MOREaltparty. By doing this, your office could win a drawing for one of the following cash prizes!

Large Office: \$1,000 - Medium Office: \$500 - Small Office: \$100

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!



REALTORS® BEING LGBTQ ALLIES

MONDAY, OCTOBER 7, 2019

This event is an opportunity to understand how an LGBTQ ally works to support and advocate for the rights of the LGBTQ community.

For additional information, contact Karen Dunn at 314-576-0033, or by email at kdunn@stlouisrealtors.com. Register online at stlouisrealtors.com.

FEATURED MEMBER



This month we are shining our Member Spotlight on Ricky L. Hopkins, Sr., a REALTOR® with A-List REALTORS® in St. Louis, Missouri.

Serving as Vice Chairman and Chairman of Community Engagement for St. Louis REALTORS®, Ricky has led the charge in recruiting fellow REALTORS® to volunteer for Big Rebuild Day; a day focused on building low-income communities in the St. Louis area.

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

FEATURED AFFILIATE



This month's featured affiliate is [WACO Title Company](#). Founded in 1885, WACO Title is a leading closing and title company in Arkansas & Missouri, with over 20 offices spread between the two states. They are "Best Practices Certified" and are proud to say they have the most professional, competent and customer-focused staff of title and closing professionals you will find anywhere.

To learn more, contact area manager Sandi Zwingle by phone at 417-893-2510, or by email at szwingle@WacoTitle.com.



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