



**Missouri**  
REALTORS®

Dedicated to the American Dream

## IN THE NEWS



As we begin a New Year, we would like to welcome Missouri REALTORS® 2021 President Janet Rodriguez Judd! Dedicated to invigorating, inspiring and investing in this Association of talented, hard-working REALTORS®, we look forward to the year ahead.



Let's Talk REAL



To learn more about Janet's vision for 2021, tune in to [Episode 1: Ideas Matter](#) of the Missouri REALTORS® Podcast. In this episode, Missouri REALTORS® CEO John Sebree and 2021 President Janet Rodriguez Judd discuss this year's theme '*Ideas Matter*' and its importance to our industry.

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The January Business Conference (JBC) is our first meeting of the year and will be our first ever hybrid conference. Hybrid means join us in-person for a socially distanced experience if you are comfortable doing so OR participate virtually via Zoom if you prefer. You get to decide! With the well-being of our members as our top priority, we feel confident we can put together a safe in-person option for this event. Masks will be required, and the promotion of acceptable social distancing will be in place.

Make plans to join us virtually or in-person in St. Louis!

*Please be advised: All Output Group meetings will take place virtually Tuesday, January 12, and Wednesday, January 13.*

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

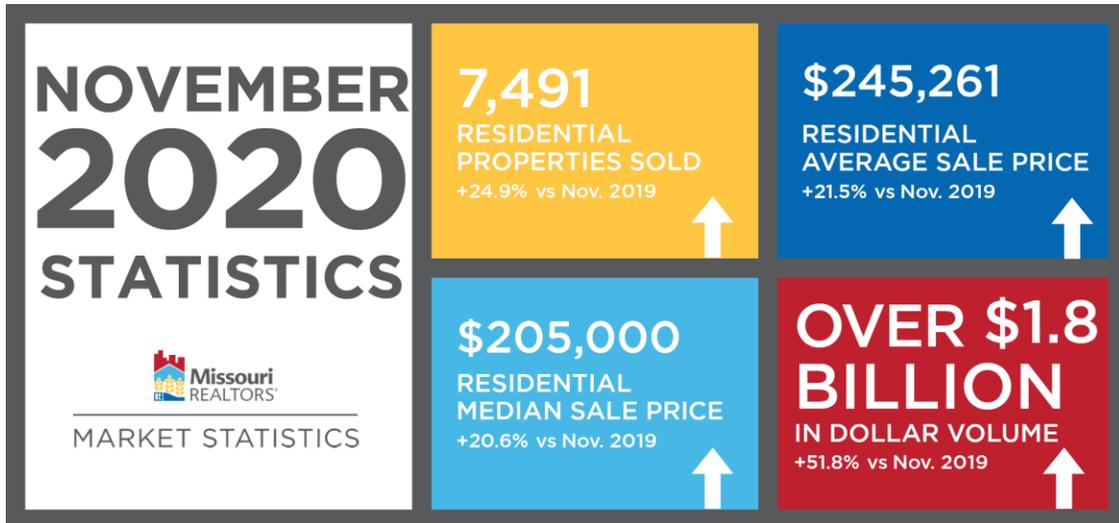
**REGISTER NOW!**

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### **President Trump Signs \$900 Billion Coronavirus Relief Bill into Law**

On December 21, 2020, Congress struck a deal on a nearly \$900 billion coronavirus relief bill for a new round of support. President Trump signed the bill on December 27, 2020. [Read a short summary of the bill](#) and the more [in-depth summary of the major provisions of that bill impacting REALTORS®](#).

Additional information regarding PPP and EDIL loans can be found by visiting the Small Business Administration (SBA) Program's [FAQs](#).



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



### REALTOR<sup>®</sup> Resolutions for the New Year

Happy New Year, REALTORS<sup>®</sup>!

You did it. You adapted and made it through one of the craziest, most unpredictable years ever. In fact, you came out on top with stronger client relationships, impressive sales and new, innovative ways of conducting virtual business. There is so much to be proud of and

we hope you take some time to reflect on your many successes from 2020.

But don't stop the momentum. If there is anything this year has taught us, it's that life as we know it can turn on a dime. There's no room for complacency in an industry as fast-paced and ever-evolving as real estate.

So, let's ensure this year is full of growing, learning, adapting and evolving. You can do this by setting some *REALTOR*<sup>®</sup> Resolutions for the New Year. These are the guiding goals and principles to make your business and 2021 a major success. [Check out our recent blog post](#) for some ideas!

## RISK MANAGEMENT



In this most recent version of [Keeping It Legal](#), Missouri REALTORS<sup>®</sup> Associate General Counsel Robert Campbell, along with the 2020 Chair of Missouri REALTORS<sup>®</sup> Residential Forms Committee, Jessica Kempf, discuss 2020 COVID-related form updates.

*LEGAL Line is a "members only" service benefit that allows Missouri REALTORS<sup>®</sup>, 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.

## ADVOCACY

# Missouri REALTOR<sup>®</sup> PARTY ★

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 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<sup>®</sup> Party and Local Board Relations, at [erin@morealtor.com](mailto:erin@morealtor.com).

APPLY TODAY

## Ever Think of Running For Office?



### *CANDIDATE TRAINING ACADEMY*



The Candidate Training Academy is a two-day event for REALTORS<sup>®</sup> and affiliates, associates, local business people, and friends—anyone interested in running for a local office that supports private property rights and homeownership. This event will take place virtually January 28-29, from 10:00 am-noon.

## WHAT YOU WILL LEARN:

The Candidate Training Academy covers seven strengths and skills for successful campaigns:

- How to concisely articulate reasons for running
- How to plan and budget for a race
- What research is helpful for a campaign and how to get it done
- The need to leverage social media
- How to raise money and what rules are in place governing what you can collect and how you can collect it
- How to ensure you have sufficient time and opportunity to make contact with voters
- How to get out the vote on election day

**The Candidate Training Academy registration deadline is January 21, 2021.** To register, email Erin Hervey, Vice President of REALTOR® Party and Local Board Relations, at [erin@morealtor.com](mailto:erin@morealtor.com). \*This event will take place via Zoom.

## FEATURED MEMBER



This month, we are shining the [Member Spotlight](#) on Larry Kolb.

Larry Kolb, from Kolb Properties, dedicates an extensive amount of his free time to serving the Jefferson City community. He is a leader, a philanthropist and an essential member of the Missouri REALTORS® family.

While some of Larry's most notable philanthropic work has been with St. Mary's Hospital of Jefferson City Foundation, he has also contributed donations and time to the Chamber of

Commerce, the City's Housing Authority Board, the Bicentennial Bridge to the Island Project, Helias Catholic High School and 4-H.

We celebrate Larry Kolb for his commitment to the real estate industry, to numerous philanthropic initiatives and a prosperous Jefferson City community. Check out his member spotlight blog for more details.

## FEATURED AFFILIATE



*Meridian Title Company*



This month's featured affiliate is [Meridian Title Company](#). Locally owned and operated, Meridian Title Company is a full-service title insurance agency and closing/escrow office licensed in the state of Missouri and serving the Springfield, Missouri, area.

To learn more, contact Louie Layton, Director of Business Development, by phone at (417) 496-0788 or by email at [louie@meridiantitlemo.com](mailto:louie@meridiantitlemo.com).



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