



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



On behalf of Missouri REALTORS® throughout the state, we would like to express our appreciation of 2020 President Jeff Kester for his service to our association. Jeff's continued passion and dedication to the real estate industry affirms the American Dream of homeownership remains a reality.

Missouri REALTORS® would also like to thank the [Leadership Team](#) for their continued efforts to lead and advance our association into the future. As their respective terms of service come to an end, and their new journey begins, we would like to wish them the best.



The 2020 REALTORS® Conference & Expo recently concluded and Missouri REALTORS® have a lot to be proud of! The theme for this year's event was 'Find Your R' with key topics being Renew, Restore, and Revive! Throughout the event, several Missouri REALTORS® were recognized for their contributions to the real estate industry. NAR also made history with the REALTORS® commitment to Fair Housing.

To view all highlights, visit my [recent blog post](#).

Sincerely,

John M. Sebree
CEO, Missouri REALTORS®



'That's Who We R' T-Shirt

Check out the 2020 Leadership Academy's class project – *Missouri 'That's Who We R'* t-shirts! **These one-of-a-kind custom T's are available in gray crew neck and are just \$15/shirt.** When purchasing a shirt, you can choose to pick them up at the Missouri REALTORS® headquarters in Columbia or have them shipped to you. [Order as many as you'd like!](#)



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



Client Appreciation This Holiday Season

As the year winds down and we celebrate the holidays, we know you are keeping your clients top of mind. Now is the perfect time to show some appreciation to the people who continue to make your REALTOR® dreams a reality. We have gathered some ideas from our very own Missouri REALTOR® community that may help you plan your end-of-year client appreciation.

- Send a small, thoughtful gift.

- Drop something heartfelt off at their front door.
- Support a local business by gifting clients gift cards or locally purchased goods.
- Get innovative and host a virtual or socially distanced appreciation event.

The opportunities are endless! For more specific ideas, [check out our recent blog post](#). And make sure to take some pictures of whatever you do to show your client appreciation, post on social media and tag Missouri REALTORS®.

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.

PROFESSIONAL DEVELOPMENT

CONGRATULATIONS!

2020 GRADUATE, REALTOR® INSTITUTE (GRI) RECIPIENTS

Congratulations to all in taking this important step to increase your professionalism and business success!



Felicia Attebery
Columbia



Christy Beilsmith
St. Louis



Rebecca Chandler
Tri-Lakes



Leslie Ellison
St. Louis



Lucy Feicht
St. Louis



Blake Fisher
Ozark Gateway



Terri Gilgour
Kansas City



William Klein
St. Charles



Ben Kostichka
St. Charles



Michele Pooler
Newton-McDonald
Counties



Taquila Reed
St. Louis



Forrest Stodghill
Ozark Gateway



Tim Turner
Columbia



Blake Werner
Jefferson City Area



Kimberly Wheeler
Tri-Lakes

Missouri REALTORS® would like to recognize the following members who recently completed their [Graduate, REALTOR® Institute](#) (GRI) designation. This certification allows members to stand out to prospective home buyers and sellers as a REALTOR® who has gained in-depth knowledge of technical subjects as well as the fundamentals of real estate.

For information on obtaining your GRI designation or additional professional development opportunities, contact Kim Moriarity, Manager of Professional Development and Risk Management, at kim@morealtor.com.

ADVOCACY

Missouri REALTOR[®] PARTY★

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 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.

APPLY TODAY



Over \$21,000 was raised during Missouri REALTORS[®] final RPAC Auction of the year. The Missouri REALTOR[®] Party appreciates the continued support from its investors as

they promote the American Dream of homeownership while protecting member's businesses!

REALTOR® PARTY

CORPORATE ALLY PROGRAM



Now, more than ever, it is extremely important that we work together to safeguard the future of real estate in our state, and across America. To learn how you can play a key role in these efforts, consider investing in the [Corporate Ally Program](#) – a political advocacy program designed to highlight issues that matter most to REALTORS®.

FEATURED MEMBER



This month, we are shining the Member Spotlight on Tenesia Looney.

Tenesia, from Keys Realty Group, Inc., is an essential member of the Kansas City community. She emphasizes and promotes diversity, equity and inclusion in all of her work. Her goal is to make the American Dream of homeownership accessible to everyone.

Tenesia runs workshops and seminars about real estate, volunteers at the local elementary school and organizes drives and dinners to support community members in need. She also hosts the bi-annual Kansas City Bus Tour and Home Show, an event that has housed 100 brand new homeowners and counting.

We celebrate Tenesia Looney for her commitment to the real estate industry, to her community and to a brighter future of accessible and equitable homeownership in Missouri. Check out Tenesia's [Member Spotlight blog](#) for more details.

FEATURED AFFILIATE



This month's featured affiliate is [Gold Star Home Warranty](#). Locally owned and operated, Gold Star Home Warranty's #1 goal is to make the home warranty experience as pleasant as possible for everyone involved.

To learn more, contact Jayme Dickey by phone at (816) 642-6800, or by email at jayme@goldstarhw.com.



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