



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



A Fourth of July Decor Guide

Happy Fourth of July, Missouri REALTORS®! As we prepare for the weekend's outdoor barbecues, pool parties and firework shows, the pressure is on. Since a lot of us missed out on the previous year's parties due to safety precautions, we are expecting an all-American, all-out extravaganza with food, drinks and decorations to match.

To help out, [we have curated a list of some patriotic decoration ideas](#) that will leave your houseguests feeling extra proud to be an American this weekend.



[AUGUST 9-10
Lake of the Ozarks]

Diversity SUMMIT

Join us at the beautiful Lake of the Ozarks on August 9 and 10 for our Diversity Summit! Hear from keynote speaker Walter Johnson, author of *The Broken Heart of America*. We will also offer an At Home with Diversity (AHWD) course taught by Nate Johnson.

This summit will feature additional speakers and panelists, plus many networking opportunities!

**This event is FREE to all members will be offered in a hybrid format. Register to attend in-person OR virtually!*

REGISTER NOW!



Register Today for the *It's Your Move* | REALTOR® Educator Training!

The Missouri REALTORS® Educational Foundation, in collaboration with Missouri

REALTORS® and the Missouri State Teachers Association, will be hosting a FREE virtual REALTOR® educator training on **Thursday, July 15 from 2:00 – 4:00 p.m.**

This two-hour training has been designed to familiarize REALTOR® volunteers with [It's Your Move](#), an educational program designed to educate high school students on the basics of consumer credit, renting, buying, and selling a home. During this training, you will also hear from Dr. Deana Layton (MSTA) regarding adolescent minds in the classroom.

REGISTER NOW!



[Tune in to Episode 7 of the Missouri REALTORS® Podcast](#) as Consumer Education Output Chair Chris Martin discusses *It's Your Move*, and what you can expect to take away from the upcoming REALTOR® Educator Training.



Justin Barnes
Newton-McDonald



CLASS OF 2022



Angel Borgardt
Bagnell Dam



Jessica Brock
Tri-Lakes



Blake Fisher
Ozark Gateway



Ashley Hester
Columbia



Kayla Johnson
St. Louis



Pam Long
Greater Springfield



Rebecca Prohm
Pulaski County



Mike Ruzicka
Southern Gateway



Christy Serrano
Greater Springfield



Cricket Staggs
Lake Ozark



Kim Stockstill
Jefferson City Area

Missouri REALTORS® is proud to announce the Leadership Academy Class of 2022!

Through this program, emerging REALTOR® leaders are trained to exert a positive influence on the future of Missouri REALTORS®, their Local Boards/Associations, and the real estate industry as a whole.

Leadership Academy class members of 2022 will attend their first retreat this October. To learn more, visit the [Leadership Academy](#) page of our website.



Registration to attend NAR's largest annual event for both the aspiring and most successful real estate professionals throughout the country is now open!

Join us in San Diego, CA, November 12-15, for the 2021 REALTORS® Conference & Expo as we come together to share and explore key industry highlights, advancements and practical applications across the real estate industry. You can also join education, networking and trade show expo activities virtually.

[REGISTER NOW!](#)



MEMBER SPOTLIGHT

Katie Berry

St. Louis REALTORS®

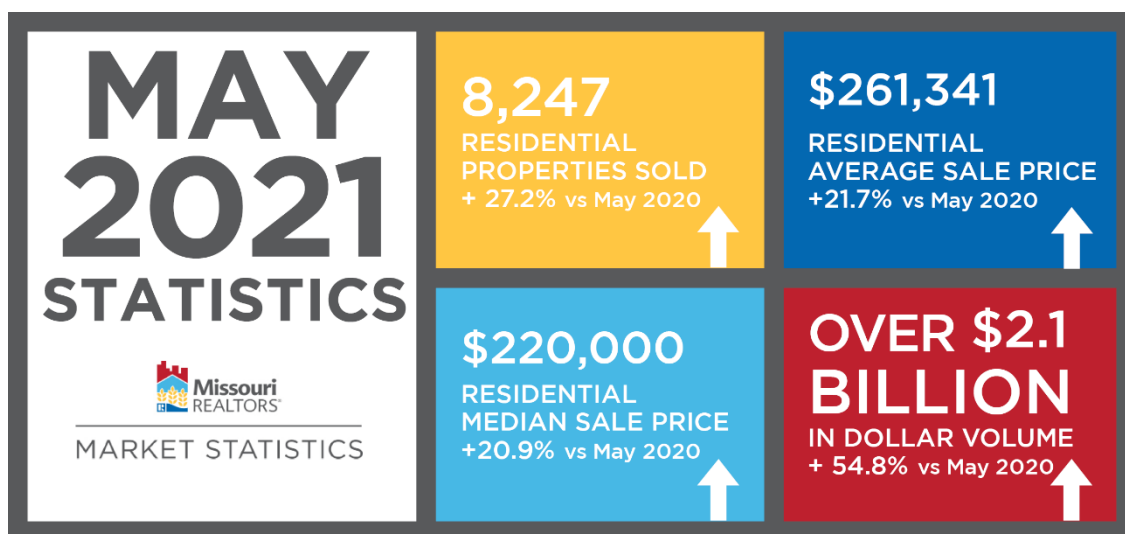
This month, we are shining the Member Spotlight on Katie Berry.

Katie, from Better Homes and Gardens RE Preferred Properties, is an industry leader at the local, state and national level. Her career path, commitment to volunteer work and professional achievements indicate her immense passion for lifting others up and moving

them to action.

We celebrate Katie for her leadership in the industry and her infectious community involvement. Thanks to years of volunteering and providing exceptional real estate service across the St. Louis area, she has connected with hundreds of St. Louis folks and inspired them to get involved with politics, with education and within their own neighborhoods

[Check out Katie's member spotlight blog](#) for more details!



Statewide market statistics for May of 2021 are in, and Missouri's housing market remains red hot. Yet again, we have seen a significant increase in residential properties sold, residential sale price and total dollar volume across the state. Consequently, the decrease in inventory and the surge in pricing and competition remain just as prevalent as they did in April.

To review statewide market statistics, watch the most recent edition of [Missouri REALTORS® Market Statistics](#).

Sellers Shield

HOME SALE LEGAL PROTECTION™

Missouri REALTORS® now have access to a **FREE** online platform, which walks home sellers step-by-step through the Seller's Property Disclosure forms.

Sellers Shield™ allows agents to:

- Quickly send up-to-date, state-approved disclosure forms to their clients.
- Monitor client progress.
- Access the electronically-signed, PDF versions of the completed documents.

Our Smart Seller Tools™:

- Make sure the seller understands the legal importance of the documents.
- Guide the seller through the forms with definitions, resources and support.
- Reduce agent liability and helps the agent meet their fiduciary duty.

Home Sale Legal Protection™ -- a \$20,000 Promise:

- Provides peace of mind from home sale legal claims.
- Costs less than a 1-hour legal consultation.
- If a seller is sued, Sellers Shield™ reviews the claim, assigns a lawyer and pays the legal bill.

To get started, [access your free account](#). For additional questions or support, contact customersuccess@sellersshield.com



TechHelpline
your tech support team

**FRIENDLY COMPUTER EXPERTS
AVAILABLE TO ALL MEMBERS**



The truth is, there are dozens of ways that Tech Helpline (a **FREE** member resource) can provide tech support. The best way to find out? Call (866) 610-8911

Here's a list of [10 things you can call Tech Helpline about](#) that you didn't know you could.



Show your Missouri REALTOR® pride with a REALTOR® license plate! By making a tax-deductible donation to the Missouri REALTORS® Educational Foundation (MREF), you are not only supporting a great foundation but a tremendous cause. REALTOR® plates are available for registered Missouri vehicles only.

[Get your personalized license plate TODAY!](#)



**ROCK
THE
C2EX
CHALLENGE**



Own your present while empowering your future with NAR's award-winning Commitment to Excellence (C2EX) program. C2EX empowers REALTORS® like you to enhance and showcase your highest level of professionalism while showing consumers you're the best in the business. Get started at www.C2EX.realtor

REALTOR® SAFETY TIP

Learn more at missourirealtor.org/safety

Share your location, your schedule, and your client's name and phone number with your office before meeting clients alone.

Find additional safety tips and resources to implement in your safety strategy by visiting missourirealtor.org/safety.

AWARDS



Missouri REALTORS® established the Brady Stevens Award in affectionate memory of longtime Joplin REALTOR® and 1963 Missouri REALTORS® President Brady Stevens. For many years, Mr. Stevens led the statewide effort to develop and promote truly professional real estate education.

This award honors graduates of the REALTOR® Institute who conduct their professional lives in the spirit of that tradition.

The Brady Stevens award application deadline is July 31, 2021.

[APPLY TODAY](#)



The Missouri REALTORS® Good Neighbor Award program was created to recognize and reward REALTORS® across the state for their dedication to volunteer service. This

program was modeled after REALTOR® Magazine's Good Neighbor Awards.

The winner of the annual Missouri Good Neighbor Award receives \$2,500 for his or her charity, as well as statewide recognition.

The Good Neighbor Award nomination deadline is September 1, 2021.

APPLY TODAY

ADVOCACY



We are Hitting the Road this Summer!

This summer, the Missouri REALTOR Party® has shifted focus to educate members on the value of RPAC and its importance through the [REALTOR® Party Roadshow](#), ultimately leading to growing the RPAC MO 100 Club, and Local Board/Association participation. We will also be hosting "Casual Dress for RPAC Success!"

To schedule a visit or learn more, please contact Erin Hervey, Vice President of REALTOR® Party and Local Board Relations, at (573) 445-8400 ext. 1110 or erin@morealtor.com.

PROFESSIONAL DEVELOPMENT

Mark your calendar! Missouri REALTORS® Professional Development Output Group will host "Stay Calm & Close the Transaction." This webinar will be led by REALTOR® Sean Moore and will take place **Thursday, August 2 from 11:00 - 11:45 a.m.**

Topics include:

- Managing Expectations
- Managing a Timeline
- Automating Communication

For additional information, contact Kim Moriarity, Manager of Professional Development and Risk Management, at kim@morealtor.com.

REGISTER NOW!



Tips
Ideas
Practices



Missouri REALTORS® Video Share Library originated from the idea that the best mentors and instructors in real estate are oftentimes fellow practicing REALTORS®. Through Missouri REALTORS® [Video Vault](#), you can find and share tips, ideas and practices to improve the business and practice of real estate across Missouri.

Learn more about Video Vault by clicking the [PLAY] button above.

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.

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 Kevin Gibbs by phone at (314) 452-2132 or by email at Kevin.gibbs@assuredmtgs.com.



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