



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



Missouri REALTORS®
CHIEF EXECUTIVE OFFICER

Breanna Vanstrom

Missouri REALTORS® Announces Hire of CEO

We are excited to announce Breanna Vanstrom has been appointed to serve as the next Chief Executive Officer of Missouri REALTORS®.

"Breanna brings experience, creativity, and a forward-thinking perspective that will position Missouri REALTORS® membership for success," said Missouri REALTORS® President John Mayfield. "I have great confidence in Breanna to guide the organization forward."

Vanstrom will join Missouri REALTORS® as CEO, effective May 16.

LEARN MORE



For many of us, the National Association of REALTORS® Legislative Meeting is our favorite conference of the year. If you have never participated, we invite you to join us! This year's meetings will take place May 1-6 in National Harbor, MD.

To view a full schedule of events and register, visit the [2022 REALTORS® Legislative Meetings event page](#).



We pride ourselves on being a mission-driven organization. In our fast-paced, evolving industry we must be willing to adjust and embrace change to ensure we are able to meet future needs. This proactive approach means we are always looking for volunteers to help us achieve our goals and ensure Missourians have the right to homeownership.

The application deadline to serve as a leader within Missouri REALTORS® governance structure is May 13, 2022. *(Members can join an Output Group at any time.)*

APPLY TODAY

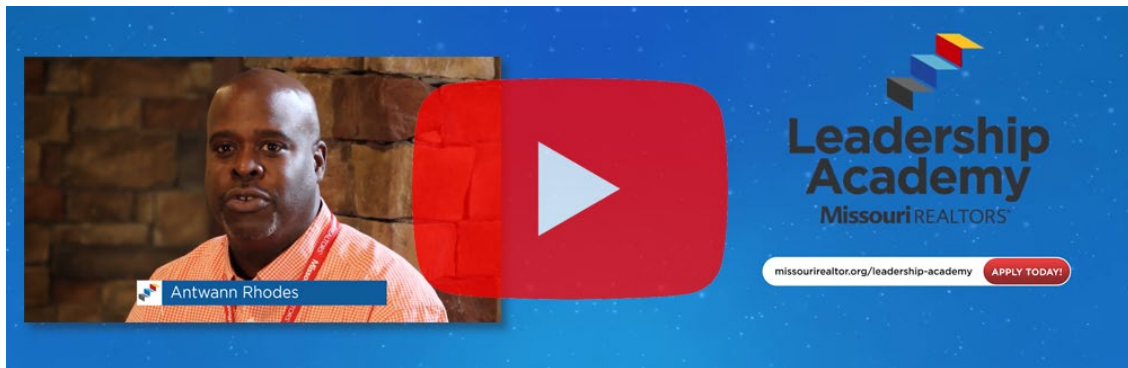


**ANNUAL AWARDS AND APPLICATIONS ARE LIVE
NOMINATE A MISSOURI REALTOR® TODAY!**



The deadline to apply for our Missouri REALTOR® of the Year award is **May 1**.

To learn more about Missouri REALTORS® awards, view past recipients, and access nomination forms, visit our [Awards and Applications page](#). Additional award deadlines vary between June 1 and September 1, 2022.



Apply Today for Missouri REALTORS® 2022-2023 Leadership Academy Class!

Missouri REALTORS® Leadership Academy creates leaders who go on to do big things in our industry and within our communities. Will this be your year? Learn more about the Leadership Academy program [click the 'Play' button above] and submit your application today!

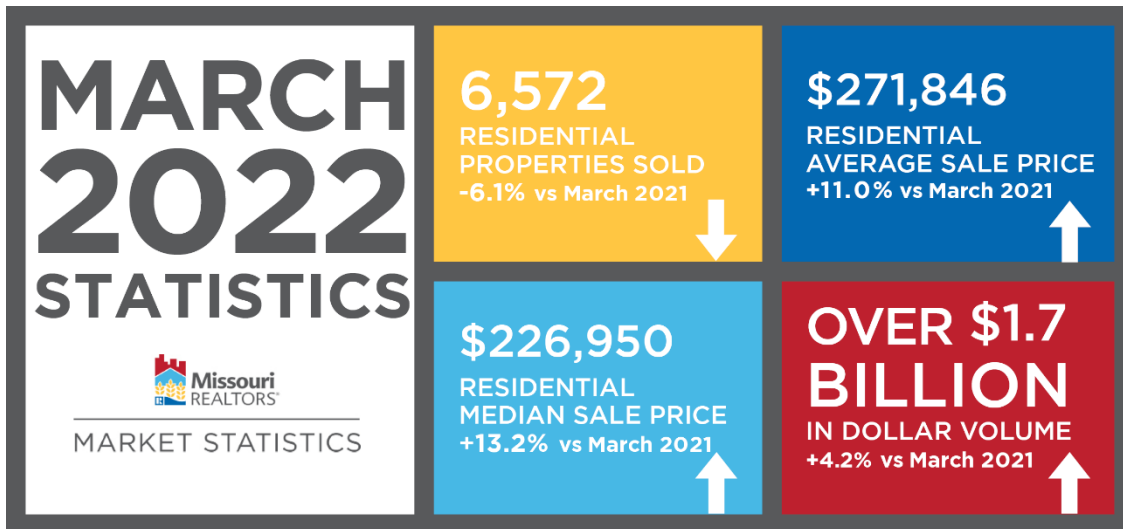
APPLY TODAY

The deadline to apply is May 6, 2022.



Do you constantly find yourself thinking about work when you're with your family, and family while you're at work? Tune in to Episode 15 of the Missouri REALTORS® Podcast as business coach Mary Kutheis speaks with Missouri REALTORS® President John Mayfield on time management and how to best harness your skillsets to become a more productive business owner and family member.

[Episode 15: Minutes Matter | Are You Making the Most of Each Day?](#)



Missouri real estate saw a slight decrease in the number of homes sold compared to the same period last year; however, sales prices continue to rise.

To review statewide market statistics for March, including the entire first quarter of 2022, watch the most recent edition of [Missouri REALTORS® Market Statistics](#).



MEMBER SPOTLIGHT

Beth Franklin

Kansas City Regional Association of REALTORS®

This month, we are shining our Member Spotlight on Beth Franklin.

Beth Franklin, from Keller Williams Platinum Partners in Lee's Summit, consistently gives back to her community. Beth has served on the advisory council for the Salvation Army of Independence since 2010, serving as chair of the council from 2018 to 2019. She also serves on the Development Committee which focuses on raising funds for general operations.

To learn more about Beth, including additional organizations she is active in, visit her [Member Spotlight blog](#)!



April is Fair Housing Month, and we need you. One of the best ways to move the needle on expanding equal access to housing is by tapping into the incredible reach of the REALTOR® Party.

Visit [Making Unfair Housing History](#) to view a checklist of ways to get involved, inspired, and informed, so you can assist in expanding homeownership by building diverse, inclusive communities.



TechHelpline
your tech support team

**FRIENDLY COMPUTER EXPERTS
AVAILABLE TO ALL MEMBERS**



Don't forget you have access to unlimited tech support at no additional cost to you! Think of Tech Helpline as your technology advocate. Their support team can help you with everything from setting up your smart home devices to troubleshooting issues with your laptop, tablet, or smartphone, providing basic social media guidance, and more! Call as many times as you need.

Learn more about this FREE resource, and others, by visiting our [Member Benefits page](#).

REALTOR® SAFETY TIP

Learn more at missourirealtor.org/safety

If you have not yet done so, consider signing up for fraud alerts. Fraud alerts automatically notify creditors to contact you before opening new accounts or making changes to your existing accounts.

For additional safety resources, visit our dedicated [REALTOR® Safety page](#).



Spring Clean Your Marketing

Spring is in the air, which means warmer weather and a busy real estate market. It also implies some major cleaning – but this year we challenge you to focus on your marketing material rather than your home. Refreshing your marketing strategy from time to time is important for your business, and it allows you to flex your creativity.

[Take a look at a few ideas](#) on how to spring into the season with your best foot forward!

ADVOCACY



Missouri REALTORS® is pleased to share over 200 REALTORS® from 19 Local Boards/Associations throughout the state attended the annual REALTOR® Days events in Jefferson City. REALTOR® Days are small group visits to the capitol every Tuesday and Wednesday from February through March. These visits provide an opportunity for REALTORS® and association leaders to come together and communicate with elected officials.

Throughout this session, legislators heard directly from REALTOR® members on issues important to the real estate industry and how current and proposed legislation will impact their district. 2022 legislative priorities include a ban on Eviction Moratoriums, support for legislation that would prohibit restrictive covenants, the opposition to any changes to current statutes related to Low-Income Housing Tax Credits, and support for adopting MONA (Missouri Nondiscrimination Act). Missouri REALTORS® continues to urge the General Assembly to extend protection against discrimination in employment, housing, and public accommodations to all.

You can learn more about Missouri REALTORS® 2022 legislative priorities by visiting [REALTOR® Days & Legislative Visit Resources](#).

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.

FEATURED AFFILIATE



This month's featured affiliate is [UPKEEP](#). Not known as your typical home warranty, UPKEEP provides a routine home service plan and maintenance program with a full home warranty. Because UPKEEP maintains your home's major systems and appliances, they don't deny claims for lack of maintenance.

To learn more, contact business development manager Taylor Kita by phone at (636) 387-7331, or by email at taylor@upkeep.homes.

A few fun facts about Taylor! Not only is she a fan of the Tennessee Titans and St. Louis Cardinals, Taylor also loves to paint and is the lead singer in a band.



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