

2024

Sponsor & Exhibitor Opportunities





Missouri REALTORS® is the leading organization providing essential resources to advance the role of REALTORS® in real estate transactions and safeguard Missouri real property rights.

Why partner with Missouri REALTORS®?

- PROMOTE YOUR PRODUCT OR SERVICE
- GET YOUR BRAND IN FRONT OF REALTORS®
- FACE TO FACE INTERACTION
- DEMONSTRATE INDUSTRY SUPPORT



Our association includes 25,000+ members and has represented REALTORS® in Missouri for more than 80 years.



Our members sold over 82,500 homes in 2022 and produced over \$23 billion in dollar volume.



With more than 25,000 members, Missouri REALTORS® is the largest trade association in Missouri. As a leading state-wide organization, Missouri REALTORS® strives to advance the role of REALTORS® in real estate transactions as well as safeguard real property rights.

Missouri REALTORS® wants to help your organization gain exposure.

We invite you to take advantage of our many partnership opportunities that take place throughout the year. This is a great opportunity for your brand to be visible at various events across the state as well as through media platforms that are accessible to REALTORS® daily.

Included in this document is our 2024 event line-up and sponsorship and exhibitor opportunities. For questions, or to learn more, please contact me at (573)445-8400 x1250 or maria@morealtor.com.

We sincerely appreciate your consideration, and hope that partnering with Missouri REALTORS® is a part of your organization's future!

Enthusiastically,



Maria R. Davis, CMP
Director, Meetings and Partner Relations
Missouri REALTORS®

2024 Conferences and Events

WINTER BUSINESS CONFERENCE

January 16 – 18, 2024

ST. LOUIS UNION STATION HOTEL / [ST. LOUIS](#)

INAUGURAL NIGHT for Derek Schriewer *(RE/MAX Results, Washington, MO)*

January 17, 2024

ST. LOUIS UNION STATION HOTEL / [ST. LOUIS](#)

SPRING BUSINESS CONFERENCE

April 23 – 25, 2024

KANSAS CITY MARRIOTT DOWNTOWN / [KANSAS CITY](#)

ANNUAL RPAC AUCTION

April 24, 2024

KANSAS CITY MARRIOTT DOWNTOWN / [KANSAS CITY](#)

AE WORKSHOP

July 25 – 26, 2024

CAMDEN ON THE LAKE / [LAKE OZARKS](#)

FALL BUSINESS CONFERENCE

September 24 – 26, 2024

HILTON BRANSON CONVENTION CENTER / [BRANSON](#)

2024 ANNUAL OPPORTUNITIES

GOLD SPONSOR

\$8,000

- Podium recognition during Board of Directors meeting at all three business conferences
- Two skirted exhibit tables during all three business conferences
(maximum of 4 booth personnel per event)
- Opportunity to participate in panel discussion or other speaking opportunity during one business conference
- Sponsor ribbons on name badges during business conferences
- Full page ad in all three business conference printed programs
- Logo in sponsor section of all three business conference printed programs
- Logo on all three business conference websites
- Complimentary tickets for 5 to the Inaugural Night event in January
(each ticket includes dinner and 2 drink tickets)
- Reserved seating close to the stage at Inaugural Night
- Logo in the Inaugural Night printed program



2024 ANNUAL OPPORTUNITIES

SILVER SPONSOR

\$6,000

- Podium recognition during Board of Directors meeting at all three business conferences
- One skirted exhibit table at all three business conferences
(maximum of 2 booth personnel per event)
- Opportunity to participate in panel discussion or other speaking opportunity during one business conference
- Sponsor ribbons on name badges during all three business conferences
- Half page ad in all three business conference printed programs
- Logo in sponsor section of all three business conference printed programs
- Logo on all three business conference websites
- Complimentary tickets for 3 to the Inaugural Night event in January
(each ticket includes dinner and 2 drink tickets)
- Reserved seating close to the stage at Inaugural Night
- Logo in the Inaugural Night printed program



2024 ANNUAL OPPORTUNITIES

BRONZE SPONSOR

\$4,500

- Podium recognition during Board of Directors meeting at all three business conferences
- One skirted exhibit table at all three business conferences
(maximum of 2 booth personnel per event)
- Sponsor ribbons on name badges during all three business conferences
- Half page ad in all three business conference printed programs
- Logo in sponsor section of all three business conference printed programs
- Logo on all three business conference websites



2024 Annual Business Conferences

SPONSORSHIP OPPORTUNITIES

WINTER BUSINESS CONFERENCE JAN 16 - 18 / ST. LOUIS
SPRING BUSINESS CONFERENCE APRIL 23 - 25 / KANSAS CITY
FALL BUSINESS CONFERENCE SEPT 24 - 26 / BRANSON

Sponsorships of \$1,000 or more:

- 1 skirted exhibit table *(includes lunch)*
- Logo on conference website & program
- Sponsor ribbons on name badges
- Recognition on event signage

Sponsorships of \$999 or less:

- Logo on conference website & program
- Sponsor ribbons on name badges
- 1 complimentary affiliate registration
(does not apply to ad purchases)

BREAKFAST SPONSOR

\$1,500

COFFEE BREAK SPONSOR

\$1,200

CONFERENCE BAG SPONSOR

\$2,500 - *Exclusive*

Includes logo on bag and registration kiosk

PHONE CHARGER TOWER

\$2,100 - *Exclusive*

Includes logo and/or company video

LUNCH AND LEARN

\$1,900

Includes presentation (verbal or video)

HOTEL KEY CARD SPONSOR

\$1,500 - *Exclusive*

Includes logo on registration kiosk

CONFERENCE GIVEAWAY SPONSOR

\$1,000

WELLNESS SPONSOR (Winter and Fall)

\$900 - *Exclusive*

INTERNET SPONSOR

\$1,000

GRAND PRIZE SPONSOR

\$600 - *Exclusive*

CONFERENCE PROGRAM SPONSOR

\$1,000

Includes full page ad

REGISTRATION KIOSK SPONSOR

\$800 for 1 conference

\$1,400 for 2 conferences*

\$2,000 for 3 conferences*

**Includes exhibit table for ONE conference only*

Advertise in our Business Conference Programs!

\$900 Inside Front Cover (7.5x10")

\$800 Outside Back Cover (7.5x10")

\$600 Full Page (7.5x10")

\$350 Half Page (7.5x5")

All ads are printed in full color.

NOTE: Any affiliate promoting a product or service at a business conference must be a registered exhibitor/sponsor or current Missouri REALTORS® State Affiliate Member. If not, a \$250 registration fee will apply. This fee includes one State Affiliate Membership valid through December of the current year.

Want To Customize Your Sponsorship? Contact Maria R. Davis, CMP Director of Meetings and Partner Relations
maria@morealtor.com | (573) 445-8400, ext.1250 | Missouri REALTORS® | 100 E. High Street | Jefferson City, Missouri 65101

2024 Annual Business Conferences

EXHIBITOR OPPORTUNITIES

WINTER BUSINESS CONFERENCE

Be an Exhibitor for only

\$800*

*Includes 2 Affiliate
Conference Registrations*

Exhibit Hours:

Tues 1:00pm-4:00pm

Wed 8:00am-4:00pm

SPRING BUSINESS CONFERENCE

Be an Exhibitor for only

\$800*

*Includes 2 Affiliate
Conference Registrations*

Exhibit Hours:

Tues 1:00pm-4:00pm

Wed 8:00am-4:00pm

FALL BUSINESS CONFERENCE

Be an Exhibitor for only

\$800*

*Includes 2 Affiliate
Conference Registrations*

Exhibit Hours:

Tues 1:00pm-4:00pm

Wed 8:00am-4:00pm

EXHIBIT BOOTH

- Company name listed in exhibitor card, conference program and event website
- Affiliate conference registrations (2)
- Skirted table (1), chairs (2), and internet access (*electricity prices vary based on need*)
- Boxed lunches (2) on Wednesday

**Starting with 3rd booth staff, a \$75 fee will apply per person*

EXHIBIT HOURS*

Exhibit booths must be staffed during exhibit hours

- Set-up: Tuesday 8am-1pm
- Exhibit hours: Tuesday 1pm-6pm / Wednesday 8am-4pm (*Teardown immediately follows*)

**Hours are subject to change.*

EXHIBITOR SOLICITATION

Only organizations that are official exhibitors may solicit or distribute materials.

Advertising, soliciting, or material distribution is only permitted within reserved booth space.

FOOD & BEVERAGES

Any food or beverage service from any Exhibitor Booth must be ordered from the venue.

CANCELLATION POLICY

We understand your plans could change.

In order to receive a full refund, please cancel in writing 30 days prior to the conference.

No refunds will be granted for any cancellations within 29 days or less to the conference.

NOTE: Any affiliate promoting a product or service at a business conference must be a registered exhibitor or current Missouri REALTORS® State Affiliate Member. If not, a \$250 registration fee will apply. This fee includes one State Affiliate Membership valid through December of the current year.



2024 AE Workshop (FOR LOCAL BOARD/ASSOCIATION EXECUTIVES & STAFF)

July 29 - 30 | Camden on the Lake, Lake of the Ozarks

SPONSORSHIP OPPORTUNITIES

WELCOME RECEPTION SPONSOR

\$800

- Logo on event signage and schedule
- Logo on reception signage

DINNER SPONSOR

\$1,200

- Logo on event signage and schedule
- Logo on dinner signage

BREAKFAST OR LUNCH SPONSOR

\$700

- Logo on event signage and schedule
- Logo on breakfast or lunch signage

SPEAKER SPONSOR

\$1,500

- Logo on event signage and schedule

RAFFLE PRIZE SPONSOR

\$200 or in-kind item(s) valued at \$200

- Logo on event signage and schedule

EVENT THEME SPONSOR

\$500

- Logo on event signage and schedule
- Flyer on chair during meeting

All Sponsorships include:

- Logo in workshop agenda
- Sponsor ribbons on name badges
- Marketing flyer/item on chairs
- Complimentary retreat registration

Sponsorships of \$1,000+ include 1 complimentary Missouri REALTORS® Affiliate Membership!

NOTE: Any affiliate promoting a product or service at the AE Regional Workshop must be a registered sponsor or current Missouri REALTORS® State Affiliate Member. If not, a \$250 registration fee will apply. This fee includes one State Affiliate Membership valid through December of the current year.

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Inaugural Night 2024

January 17 | St. Louis Union Station

SPONSORSHIP OPPORTUNITIES

GOLD SPONSOR \$8,000

- Inaugural Night tickets (10) with reserved seating close to stage
- Full page congratulatory ad in program
- Podium acknowledgement
- Logo on screen and in program

SILVER SPONSOR \$6,500

- Inaugural Night tickets (6) with reserved seating close to stage
- Full page congratulatory ad in program
- Podium acknowledgement
- Logo on screen and in program

BRONZE SPONSOR \$5,000

- Inaugural Night tickets (4) with reserved seating close to stage
- Full page congratulatory ad in program
- Podium acknowledgement
- Logo on screen and in program

EVENT SOUVENIR SPONSOR \$3,000

- Inaugural Night ticket (3)
- Full page congratulatory ad in program

TABLE WINE SPONSOR \$1,500

- Inaugural Night tickets (2)

ENTERTAINMENT SPONSOR \$1,900

- Inaugural Night tickets (2)
- Logo on entertainment signage
- Full page congratulatory ad in program

AQUARIUM (SHARK WALL) SPONSOR \$1,800

- Inaugural Night tickets (2)

AQUARIUM (OTTER WALL) SPONSOR \$1,800

- Inaugural Night tickets (2)

BAR SPONSOR \$2,500

- Inaugural Night tickets (3)
- Logo on bar signage
- Full page congratulatory ad in program

PRINTED PROGRAM SPONSOR \$1,200

- Inaugural Night ticket (2)
- Full page congratulatory ad in program

DESSERT SPONSOR \$1,200

- Inaugural Night ticket (2)

TABLE CENTERPIECE SPONSOR \$1,200

- Inaugural Night ticket (2)

ICE SCULPTURE SPONSOR \$1,800

- Inaugural Night tickets (2)
- Logo on ice sculpture signage

COCKTAIL NAPKIN SPONSOR \$1,200

- Inaugural Night tickets (2)
- Logo on cocktail napkins

EVENT DECOR SPONSOR \$1,500

- Inaugural Night tickets (2)

NEIGHBOR SPONSOR \$500-\$999

- Name in event program

FRIEND SPONSOR \$100-\$499

- Name in event program

PROGRAM ADVERTISING

Congratulatory message with logo.
All ads include 1 Inaugural Night ticket

\$800 Inside Front Cover (5x8")

\$800 Outside Back Cover (5x8")

\$700 Inside Back Cover (5x8")

\$600 Interior Full Page (5x8")

Inaugural Night 2025

January 21 | The Loews Kansas City Hotel, Kansas City

SPONSORSHIP OPPORTUNITIES

GOLD SPONSOR \$8,000

- Inaugural Night tickets (8) with reserved seating close to stage
- Full page congratulatory ad in program
- Podium acknowledgement
- Logo on screen and in program

SILVER SPONSOR \$6,500

- Inaugural Night tickets (5) with reserved seating close to stage
- Full page congratulatory ad in program
- Podium acknowledgement
- Logo on screen and in program

BRONZE SPONSOR \$5,000

- Inaugural Night tickets (3) with reserved seating close to stage
- Full page congratulatory ad in program
- Podium acknowledgement
- Logo on screen and in program

EVENT SOUVENIR SPONSOR \$3,000

- Inaugural Night ticket (2)
- Full page congratulatory ad in program

TABLE WINE SPONSOR \$1,500

- Inaugural Night tickets (1)

ENTERTAINMENT SPONSOR \$1,900

- Inaugural Night tickets (1)
- Logo on entertainment signage
- Full page congratulatory ad in program

BAR SPONSOR \$2,500

- Inaugural Night tickets (2)
- Logo on bar signage
- Full page congratulatory ad in program

PRINTED PROGRAM SPONSOR \$1,200

- Inaugural Night ticket (1)
- Full page congratulatory ad in program

DESSERT SPONSOR \$1,200

- Inaugural Night ticket (1)

TABLE CENTERPIECE SPONSOR \$1,200

- Inaugural Night ticket (1)

ICE SCULPTURE SPONSOR \$1,800

- Inaugural Night tickets (1)
- Logo on ice sculpture signage

COCKTAIL NAPKIN SPONSOR \$1,200

- Inaugural Night tickets (1)
- Logo on cocktail napkins

EVENT DECOR SPONSOR \$1,500

- Inaugural Night tickets (1)

NEIGHBOR SPONSOR \$500-\$999

- Name in event program

FRIEND SPONSOR \$100-\$499

- Name in event program

PROGRAM ADVERTISING

Congratulatory message with logo.
All ads include 1 Inaugural Night ticket

\$800 Inside Front Cover (5x8")

\$800 Outside Back Cover (5x8")

\$800 Inside Back Cover (5x8")

\$700 Interior Full Page (5x8")



The Missouri REALTORS® Good Neighbor Award was established in 2011. This program has become one of the most prominent annual awards bestowed upon Missouri REALTORS® members. The winner receives a grant toward his or her charity and state-wide publicity. They are honored during the Board of Directors meeting at the Missouri REALTORS® Winter Business Conference, a gathering of more than 400 Missouri REALTORS®.

\$2,500 - Exclusive **SOLD!** **SPONSORSHIP INCLUDES**

- Inclusion of the sponsor as a VIP judge for the selection process. After the GNA Committee reviews all applicants and submits their top 2-3 candidates, the VIP judges select the winner. VIP Judges include sponsor, current Missouri REALTORS® State President, and any past National GNA winners.
- Sponsor presents Good Neighbor Award to recipient at the Winter Business Conference.
- 12 months of editorial and advertising exposure in 2024: from the first call for entries in February to the culmination of the awards presentation in January 2025.
- Sponsor logo on all promotion materials, the award application, social media posts promoting the award, the presentation of the award, and on the large check the winner receives.
- One skirted exhibit table at all three business conferences held in January, April and September.

PAST WINNERS

2022 – Bob Robinson
Local Area Needs Initiative (LANI)
Lake Ozark

2021 – Sundy Whiteside
St. Louis Association of Community Organizations (SLACO) and St. Louis Vacancy Collaborative

2020 – Dennis Curtin
Mimi's Pantry
Kansas City

2019 – Susie Gale
Kyle's Gift
Kansas City

For more information on this award and how the nomination and selection process works, visit missourirealtor.org

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2024 Sponsor/Exhibitor COMMITMENT FORM



Contact Name: _____

Company Name: _____ Website: _____

Physical Address: _____

Phone: _____ Email: _____

Event Name(s): _____

Event Date(s): _____

Sponsorship and/or Exhibitor Description	Price
Amount Due	\$

If your sponsorship includes booth space, please list names of up to (2) booth personnel.

Note: starting with the 3rd booth personnel, a \$75 fee applies per person.

Booth Personnel #1: _____ Dietary Restrictions: _____

Booth Personnel #2: _____ Dietary Restrictions: _____

Electricity needed in booth? ☐ Yes ☐ No

☐ Yes, we will donate a Raffle Item! Description: _____

☐ Check (Payable to Missouri REALTORS®) ☐ Credit Card (Payment link will be emailed to the above email address)

Email your high res logo (.ai or .eps file preferred) and website link to maria@morealtor.com

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Inaugural Night Sponsorship

COMMITMENT FORM



Contact Name: _____

Company Name: _____ Website: _____

Physical Address: _____

Phone: _____ Email: _____

Event Date: ☐ 2024 (St. Louis, January 17, 2024) OR ☐ 2025 (Kansas City, January 21, 2025)

Sponsorship Description	Price
Amount Due	\$

☐ Check (Payable to Missouri REALTORS®) ☐ Credit Card (Payment link will be emailed to the above email address)

Email your high res logo (.ai or .eps file preferred) and website link to maria@morealtor.com



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Sponsor/Exhibitor

LOGO & AD GUIDELINES

Thank you for being a Missouri REALTORS® Sponsor or Exhibitor!
We are excited to partner with you and want to make sure that your organization is well represented and that your logo and/or ad looks great in our event materials.

As a Sponsor, your logo will appear on the Business Conference website, printed program and event materials and signage.

As an Exhibitor, your logo will appear on our Business Conference website.

PLEASE FOLLOW THE GUIDELINES BELOW TO ENSURE QUALITY STANDARDS.

Questions? Contact Cara Harmon, Vice President, Communications and Member Services
cara@morealtor.com or (573) 445-8600 ext. 1170

Sponsor Logo

- For print materials — high resolution vector PDF, EPS or AI file format required
- Website you would like linked to your logo

Exhibitor Logo

- For online only — at least 200 pixels wide
JPG, PNG, PDF, EPS or AI file formats accepted
- Website you would like linked to your logo

Business Conference Program Ad

- Full Page size 7.5x10"
- Half Page size 7.5x5"
- Please submit high-resolution print-ready file
PDF or JPG

Inaugural Night Program Ad

- Full Page size 5x8"
- Half Page size 5x3.75"
- Please submit high-resolution print-ready file
PDF or JPG



As a Missouri REALTORS® Sponsor or Exhibitor, you may use the Missouri REALTORS® logo to co-brand your materials or promote your event participation. For usage standards and to download a logo visit missourirealtor.org/about/missouri-realtors-logo

Frequently Asked Questions



Who can participate as a Sponsor or Exhibitor?

Any company or entity that provides a product or service to assist Missouri REALTORS® in the success of their day-to-day operations can participate.

Is a Local Board Affiliate membership the same as a State Affiliate membership and vice-versa?

Local and State Affiliate memberships are two different programs. Membership in one does not include membership for the other. Please contact the Local Board/Association for membership information. For State Affiliate membership, visit www.missourirealtor.org.

I am a Local Board Affiliate. Can I attend the state conferences?

Yes, there are three options:

1. Sign up as a State Affiliate member of Missouri REALTORS® and attend the conference for free
2. Sign up as a Sponsor/Exhibitor for the Business Conference and attend for free
3. Pay a \$250 conference registration fee which includes a State Affiliate membership (*valid through December of current year*)

I am a State Affiliate Member in good standing. Can I attend the conference even if I am not sponsoring or exhibiting?

Yes, you can attend the conferences on a complimentary basis just like any Missouri REALTOR® member.

How many members attend the conference?

On average, 400 members attend our Business Conferences.

How many exhibits are there in the Business Conference?

There are between 20–30 exhibitor booths at each conference. It depends on space available at the venue. It's a small tradeshow, which our exhibitors love, as they get a lot of booth traffic.

What does a booth package include?

One 6ft skirted table, two chairs, Wi-Fi, electricity (*must be ordered at least one week prior to conference*), and two boxed lunches on Wednesday.

How many people will be allowed to staff a booth?

Up to two people will be allowed in a booth. Starting with 3rd booth staff, a \$75 fee will apply per person

Do you accept all forms of payment?

Yes, we accept checks, credit card, cash, and in-kind payments (*with prior discussion*).

Can you customize a sponsorship?

Yes, we are open to exploring ideas that meet your individual marketing goals and budget.

What are the exhibit hours?

Exhibit hours run a half-day on Tuesday and a whole day on Wednesday.

Will the conference accommodate any special needs/dietary requirements?

Yes, please email maria@morealtor.com at least 2 weeks prior to the conference.

When is the deadline to cancel my sponsorship and/or booth for a full refund?

All cancellations must be communicated in writing at least 30 days prior to the conference.

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Thank you for your continued support!

2025 Conferences and Events

WINTER BUSINESS CONFERENCE

January 20 – 22, 2025

THE LOEWS KANSAS CITY HOTEL / [KANSAS CITY](#)

INAUGURAL NIGHT for Bobbi Howe *(RE/MAX Professionals, St. Joseph)*

January 21, 2025

THE LOEWS KANSAS CITY HOTEL / [KANSAS CITY](#)

SPRING BUSINESS CONFERENCE

April 29 – May 1, 2025

HOLIDAY INN EXECUTIVE CENTER / [COLUMBIA](#)

ANNUAL RPAC AUCTION

April 30, 2025

HOLIDAY INN EXECUTIVE CENTER / [COLUMBIA](#)

AE WORKSHOP

2025 TBD

FALL BUSINESS CONFERENCE

September 2025 TBD

