

Missouri Realtor's September Business Conference

Director's Report

September 09/25/19-09/27/19

Springfield, MO.

The September Conference was held at The University Plaza Hotel & Convention Center in Springfield, MO. This conference had the most attending than recent conferences. The count was 425.

The Open General Session was brought to order by President Brenda Oliver. She welcomed everyone especially the new attendees. She had a special guest share his story growing up. He was a motivational speaker. He played a few games with the audience and really got the crowd going.

Advocacy Action Output Group

Purpose: To provide guidance and support within the framework of the Strategic Advocacy Plan to promote activism at state and local level.

Chair: Evren Senol

Vice Chair: Kenney Hubble

Staff Liaison: Chris Janssen

One of the discussion topics was First Time Homebuyers Saving Accounts. Tristan Asbury, Director, Strategic Communications gave an update on the program. Missouri Realtors was selected to participate in the University of Missouri's Prestigious AdZou program for the fall semester. This is big. With this partnership, our advocacy and communications departments teamed up to assign students to this first-time homebuyers saving account as their capstone project.

Consumer Education Output Group

Chair: John Hulsizer

Vice Chair: Tina Siebert

Staff Liaison: Tristan Asbury

Purpose: To develop and implement consumer education and awareness programs in partnership and funding through the Missouri Realtors Educational Foundation.

They had an update on "It's Your Move ". This is very interesting it has to do with educating juniors and seniors in high school to know the process of buying a home. It will take them from building their credit to getting a lender, getting a real estate agent, going through inspections process all the way to the closing table. We were shown the first 45 seconds of the video. It was very well received. Very informative for that age group, especially with our short attention span these days. It was very well written. Can't wait to see the entire video and get it out to the schools. It will be on the agenda for the upcoming Missouri Teachers Association Fall Conference November 14-15.

The Women's Council of Realtors sponsored a Brewery Tour on Wednesday night. It was very fun. The bus came to our hotel and transported us. A drink ticket and finger foods were available at each stop.

The 2nd and 3rd one was just a few blocks away, so transportation was not needed, if one wanted to get some fresh air and a nice walk.

It was fun networking with other realtors. I personally met a few whom I enjoyed speaking about our areas and the real estate in our area.

Lunch and Learn

How Marijuana Industry affects Real Estate in Missouri

This meeting was interesting in that they are saying we should all get ready, it is coming. The group had a lender on conference video. He said a lot of lenders do not know how to handle a loan on a business that is going to be used for the marijuana industry. He had closed on a few and only a few lenders will take the risk. They also spoke about the risk of selling buildings that are not in regulation with the laws of where they can be located. There is no reason to be afraid to find a lender or find a building for this operation. Make sure everything is in regulation. He also stated it will get easier as it gets more popular. More lenders will be more educated.

Awards and Recognitions

During the Awards and Recognitions Clyde Hopper of Neosho ReeceNichols accepted the award for 85% or more participation for RPAC in the western medium size office drawing. Congratulations to Neosho ReeceNichols for doing a great job. With this great award, ReeceNichols was given \$500.

REALTOR of the Year- Lynn Farrell

REALTOR Salesperson of the Year-Tammie Tucker

Bruce Aydt Code of Ethics Leadership Award- Robert Bax

R. Layne Morrill Award – Judy Bateman

Richard A. Mendenhall Award- Gary Nelson

Elizabeth J. Mendenhall E# Award –Kim Cameron

Brady Stevens Award- Stephen Phillips

Directors Meeting

Motion #1 To approve the 2020 Budget as presented. Motion was approved.

Motion#2 To approve the 2020-2022 Missouri REALTORS Strategic Plan as Presented. Motion was approved.

Brenda Oliver discussed the new partnership between Missouri REALTORS and lifeline screening. You may know Lifeline as a preventive health screening service. With this member-benefit partnership where you the member will receive a localized notification via postal mail when a Lifeline Screening is taking place in your area. The first mailer is expected in December. That is a great benefit that costs MO. REALTORS nothing but saves members on important screenings.

Pres. Oliver also spoke that if you haven't already completed your C2EX that there is still time to complete it by Dec. 31 to be entered in the "Cruise to Excellence" where you will be presented a \$2500. Travel voucher. For more info visit missourirealtor.org/c2ex

Respectfully Submitted,

Teresa Bennett, Director

October 10, 2019