

NMCAR Director's Report
April 27, 2019
2019 Missouri Realtors
APRIL CAPITOL CONFERENCE & BUSINESS CONFERENCE
April 24 – 26, 2019

CAPITOL CONFERENCE –

The Capitol Conference was a huge success. We met with Rep. Ben Baker and Dirk Deaton, then joined in a group meeting with Senator Bill White, Cody Smith and a number of other Representatives.

Dan & Susan Forbes, Teresa Bennett, Shawna Whorton and I met with our Senator and Representatives to promote 3 issues currently in the legislature.

1. Low Income Housing Tax Credits – Missouri's participation in this was frozen by Gov. Greitens in 2017. Missouri Realtors (MR) is advocating its reinstatement. Our Representatives believe the program needs to be tightened up and more focused (reformed) before they will support it. Their concern is that the money reserved for this program (\$172 Million) is too large to pull off the top of state revenues without showing more value than its current structure.
2. Realtor Immunity from Liability – Three bills are being promoted to limit the liability of Realtors regarding publication of the approximate square footage of improvements on property being sold. The rise in litigation over this one item has prompted our request to be insulated from liability when relaying square footage numbers provided by third parties (the Seller or County tax records, etc). Representatives indicated they would support this issue.
3. E-Notarization – MR supports bills that would allow remote notarization of documents. There is some disagreement about how a signor would clearly and emphatically be proven to be the person portrayed on the documents. MR wants our legislators to support the legislation brought forward. Our Representatives shared the concern of proper and secure identification and generally support the concept of e-notarization.

Afterward, we were able to tour the first floor of the Governor's Mansion. We then hosted lawmakers for a "Block Party" which was actually a gorgeous outdoor reception held in gardens next to the Mansion. Unfortunately, the legislative session ran long leaving few legislators to attend our event.

BUSINESS CONFERENCE

Professional Development Output Group – I am Co-Chair of this Output Group. We agreed to research adding a YouTube channel to our program of building a Webinar Library where Agents & Brokers can get real world tips from other Agents & Brokers across the state. Potential liability issues for the Association can be addressed through disclaimer Notice users would click on. This would allow Realtors to use their phones to demonstrate or discuss a service or issue they address and upload the video for other Realtors. Hopefully, it will be a convenient way to get new ideas & tips.

The biggest discussion was about the current direction of the MR GRI program. The report of a Task Force revealed that the Program's content and delivery could

jeopardize its success because of the current delivery method. Currently, the content is preset by our contracted vendor (Van Ed) and presented by just about anybody. MR's history with GRI is that the classes provided so much value that they jump started new Agents' careers. GRI has a tremendous reputation around the state. The Task Force believes that the presentation and the content lack the robust value Agents & Brokers expect and, thus, will become less popular as time goes on. The Output Group agreed to dig deeper into these areas so that we maximize the GRI program, its delivery and its value to all who take the courses.

Residential Forms Committee – Much was said about how the group works hard and works closely together all year long to provide a good product to MR Member users. They began explaining the changes being contemplated next year and became bogged down in a discussion about who should pay for a septic system inspection and how access to the septic tank would be provided. The debate lasted over 40 minutes with nothing being decided. Very little to report.

Member Network Mission Committee – The Mission Committee hears the results of the Output Group meetings under its charge and approves &/or takes any requests to the Executive Committee for approval (usually requests for money).

1. Leadership Development (Leadership Academy) proposed a project of an Annual Leadership Academy Alumni Retreat. They requested \$6,000 which they would use to raise funds to finance year two's retreat. Their idea is to sell Realtor socks. This year's allowance of \$3,375 along with attendees paying a nominal fee would fund the first retreat proposed for January 2020.
2. I gave the report for Professional Development Output Group (outlined above).
3. I admit, I do not remember the reports of the Communications or Specialty Output Groups.

RPAC Auction – As usual, this was a highlight event. It was a lot of fun with lots of silent auction items and live auction items for sale. The most fun of this event is to witness the crazy amounts of money the items sell for. As a pledged Major Investor, I did my part and then some when I mistakenly paid \$45.00 for – a SLICE – of apple pie, which was above my \$1,000 pledge. As my “buddies” kept reminding me, “It's a fundraiser!” No Lol on that one.

DIRECTORS MEETING

This was one of the shortest Directors Meetings in history. We heard a fantastic talk by an NAR Regional Vice President. He spoke about the new television campaign (I believe the slogan is – “That's Who We R”) or something similar, revolving around the Realtor “R”. Ads are directed at our ethics by highlighting the service Realtors provide in our communities through volunteer organizations, leadership roles and charity organizations along with being industry professionals.

The Directors approved the \$6,000 request from the Leadership Development Output Group.

The MR headquarters located on Bernadette is under contract. Apparently due to modern technology and downsizing, the current building is quite a bit larger than the Association's needs. Leadership was approached earlier this year by a buyer who wants the building. Agreement was reached for the building along with all furniture to be sold May 31st with possession by the new owner July 15th. The plan is to rent until a committee appointed by the President finds a more suitable building for the Association's future needs. MR will lease a building for up to 3 years. As a result, the Directors approved up to \$100,000 for build out on the rental building to meet MR's needs and for new furniture.

There were a number of House and Senate Bills which were approved as being Supported or Opposed by the Association. This provides our lobbyist, Sam Licklider, to advocate with the Association's strength behind him.

This was a fantastic Business Conference. It was great to be there with FOUR other NMCAR members & staff.

Respectfully Submitted,

Stephen M. Kenny
Director, Newton McDonald Counties Association of Realtors