

Missouri Realtors January Business Conference

Director's Report

January 23-25, 2019

Branson, MO.

The January Conference was held at Cheateau on the Lake in Branson MO. It had a stellar turn out. 295 attended, with over 100 first timers. We took over that hotel.

Advocacy Action Output Group

Chair: Evren Senot

Vice Chair: Kenney Hubble

. This output group is to provide guidance & support within the framework of the Strategic Advocacy Plan to promote political activism at the state/local level. A very nice First-Time Home Buyer flyer. This is the product of last September conference. It is a Home-Buyers saving account. Annual contributions are up to \$3200. For married couples and \$1600. For all other filers. Tax deductions are capped at contribution totals of up to \$1600. For married couples and \$800.00 for all other filers, making that ½ of contributions is tax deductible

Realtors Party Mobile Alerts 300 degree away from goal. 20% response rate call to action. 20% subscribers to Realtor Party. Text "Realtor" to 30644.

Realtors Days update begins February 5th, 2019. 16 Local boards/ associations have signed up. Realtors Days created the First Time Homebuyers last year. Now look we have this amazing hand-out.

Professional Development Output

Chair: LaNora Kay

Vice Chair: Steve Kenny

GRI was up-dated. There are approximately 40 students in the current class. The instructor is John Mayfield who is available on line to answer questions. John volunteered to provide his services again. He also will move forward with communications input. He had 4-5 to assist him. Van ed is the GRI vendor. 9 out of 16 are in class. The other 7 are on line. 101 class is submitted to MREC. Hoping to offer it at the April Business Conference. 826 course enrollment. MREC no longer approves instructors. We will need to adopt a screening process. With 9 classes in the classroom, the other 7 must be accesses on line.

C2ex is a new class offered. It is an on-line Commitment to Excellence. If completed by 12/31/2019 you will be entered into a drawing for a \$2500. Travel Voucher towards a great cruise. Drawing will be held at the January Business conference 2020.

There is a 100% RPAC challenge. Suggestions include 1). Host a Phone- A friend event. 2). Host a RPAC on line auction. 3). Schedule a RPAC Presentation with Advocacy chair person. 4). Be a major investor.

Consumer Output

Chair- Jon Hulsizer

Vice Chair Tina Siebert

1). Implementation to get into schools. (high schools) is the first objective. Later down the road will be colleges.

2). They are working on a demo to present to the students. This way is will be consistant throughout the state. This demo will ready by the end of the school year .

3). Next will be the recruitment of realtors to implement it by next year. It will be a 3-5 day course for realtors.

4). The 50 minute demo purpose is to explain the purpose of home ownership. Also the process of buying, the finanical end. It will be full of references.

5). This demo will go out to private and public schools state wide. They already have this list.

Emerging Issues Forum

1). Foster a culture of Kindness.

2). Build a stronger leadership. (realtor party).

3). Increase broker participation.

4). Culivate geographic, ethnicity diversity. To continue impacting issues.

Directors Meeting

Motions 1 through 9 were all approved.

Elections were for 2020 Treasurer. 3 were running for this position.

1). John Mayfield

2). Sean Moore

3). Andrea Sheridan

John Mayfield was the winner

NAR Director

Also 3 were running:

1). Isabelle Jimenez Walker

2). Sharon Keating

3). Derek Schriewer

Derek Schriewer was the winner.

They also spoke about the Good Neighbor award.

Tandy Bressler was nominated for Her Youth Volunteer Program.

The winner was One City.

Jessa Bennett
state Director