

April Business Conference:

April 27, 2018

First meeting I went to was the Property Management section. This meeting started with the discussion of service animals vs emotion comfort animals. The ADA guidelines are different than HUD guidelines. They will be asking congress at the DC NAR conference to clarify for realtors what documentation is required from the owners of the pets and to enforce penalties on those who use false documents.

Next we discussed changes on the Property Management Agreement (form MSC1000). There are new riders for Multiple Properties (PMG-1001R), Property Management Agreement Termination Notice (PMG-1000N) and Notice of Change in Management (PMG-1002N). We also went through the agreement to reword and also deleted certain words to make the form clearer to read. Overall this was a very productive meeting, look forward to seeing the new changes.

The second meeting I attended was Leadership Development. The committee discussed Leadership application process to go through the program. The program trains people in leadership skills and to positively network as a Realtor. There are five retreats so cost can add up. There are scholarships available, your local Board could help fund you, or you would pay all yourself. The local Board will have to co-sign the application. Not sure if this is a good idea right now for our Board but is something to think about. There is more about it to read on line under Missouri Realtors-Leadership Academy.

The third meeting I went to was Professional Development. First discussed was Designations, in particular GRI. They will possibly offer during these Business Conferences throughout the year a class each time to go towards your GRI and CE credit. It was brought up the younger agents are not really interested in getting all the designations anymore, it's becoming obsolete. They would like to see more education classes and videos available. They are going to pass that one video a month on different topics will be available for webinar or on you-tube for Realtors through the landing. Agents will be able to make suggestions on what they are interested in. Some ideas were learning about Instagram, FSBO's, how to grow your business ect. I really like the idea of being able to make suggestions on things I would like to learn more on. Overall a good session to sit in on.

I really enjoyed the opportunity to attend the April Conference, meeting other Realtors from around the state and learning how the whole process works. Thanks to our NMCAR Board for letting me attend.

Susan Forbes

A handwritten signature in black ink, appearing to read "Susan Forbes". The signature is fluid and cursive, with the first name "Susan" written in a larger, more prominent script than the last name "Forbes".