State Director’s Report

MO Realtors Business Conference, September 2019

Opening General Session – Featured a motivational speaker who promoted the value of diversity among personalities and races that make up the real estate industry and the power we have as an industry and a united group. He focused on how our identity as a group and our diversity allows us to have larger, broader ideas and plans. He capped off his talk by showing that we have One Voice makes us One Team. “One Voice?” “One Team!”

Reception afterwards gave everyone a chance to connect and network. Because the reception was just outside the doors of the meeting, people stayed and made a lot of connections.

Professional Development Output Group – I serve as Vice Chair.

GRI Program – Currently being driven by content provided by Van Ed, a Task Force was given approval to begin structuring a higher octane series of Live GRI Courses much more in-depth in the GRI modules. The goal is to beef up the instruction so that GRI in Missouri provides much more value to the enrollees. Prior to being disbanded in 2012, a GRI Designation was almost a guaranteed jump in enrollees business. The Van Ed content is much less value driven.

Webinars – MO Realtors have put on 3 webinars that have received decent reviews. However, the overall concept is to build a library of Agent driven videos that Agents can use to help build their businesses. More work to do there.

C2EX – “Commitment 2 Excellence” is a NAR Program of self-assessment designed to shore up an Agent’s knowledge and provide quicker access to specific business development tools available at NAR. MO Realtors has added “Cruise to Excellence.” All MO Realtors who earn C2EX Certification by December 31st will have their names thrown into a hat to win a $2,500 Travel Voucher toward a cruise of their choosing! - I earned the certification before the Business Conference as I challenged everyone in the Ouput Group to reach it by that meeting.

Residential Forms Committee –

Changes proposed and passed for 2020 –

A new stand-alone Wire Fraud Advisory form

An Additional Signatures Page when there are more parties to either a Contract For Sale or Listing Agreement (Buyer’s Agency included), that would be attached to the document.

Contract For Sale – Adding Solar Systems to the laundry list of what conveys automatically.

Removed “Waiver of Inspections.” Deemed unnecessary.

Final Walkthrough Form updated to better match all other MR forms – formatting, mainly.

Possession Before & After forms – Admonishment for their effectiveness strengthened.

Kick Out Notice – Adding the option for Buyers to Waive the Sale Of Other Property contingency unilaterally (restrictions of ability to close still apply).

Seller’s Disclosure – More information requested & available to disclose Special Assessments, TIF & other assessments (ie; Solar Energy lien).

Annual Meeting & Awards – A number of awards were handed out. Among them, NMCAR received an award for … I can’t remember. I believe for percent of participation. And ReeceNichols was awarded a $500 Office party for participating in RPAC. !

Emerging Issues Forum – This one baffled me a bit. It was a panel of 3 real estate search engines, Realtor.com, Zillow and Homesnap, and Terry Moore, the MREC Executive Director. Homesnap (if I have the correct name) is brand new and, reportedly, an open, Broker Driven portal for Brokers to provide whatever amount of information they choose to provide. The idea is that Brokers control the content and the organization will Not attempt to sell advertising back to the Brokers/Agents in order to get leads. Leads will go directly to the Listing Agents & Brokers.

I was a bit baffled because we just had a panel of search engines about 2 meetings ago. Both times the discussion became pretty much a complaint session where the audience complained to individual panelists about that product’s shortcomings. Although Terry Moore answered a few questions, he was certainly out of place compared to the rest of the panel.

Installation Banquet –

An incredible event. Jeff Kester from Springfield was installed as the MO Realtors President for 2020. It as a ton of fun. Salesperson of the Year was Tammi Tucker from Branson and Realtor of the Year was Lynn Farrell from Lake of the Ozarks. Both are excellent, deserving Realtors.

Board Of Directors Meeting –

Probably the shortest meeting ever. An update on a bill being discussed to specifically determine who should be kept out of the industry. The concept is for the State to decide who should be denied a license rather than leave it up to the MREC, which is more subjective. Called “Fresh Start,” the goal is to define what grounds would constitute Denial of a license.

Missouri Realtors is in their new, very cramped, temporary offices. The relocation/building project is ongoing. Nothing definite as of now.

Respectully Submitted,

Stephen M Kenny

Director