Missouri Realtors January Business Conference

Director’s Report

January 23 – 25, 2019

Branson, MO

General Session – Over 100 first-time attendees at this Business Conference. Live comments and interactive surveys were a large part of this session. Commissioners from the Missouri Real Estate Commission served as a panel and answered questions. They went over how complaints and audits are addressed and their personal impressions of being a Commissioner.

Major Donor Reception – A very relaxed networking event of those who donated at least $1,000.00 in 2018. Always a fun hour.

Risk Management Forum – The hour was dominated by Terry Moore, Executive Director of the MREC. He spoke mainly about changes made by the Commission in shopping for the next provider of Pre-License exams as that contract is up for renewal. New is a request that the provider supply a list of Learning Objectives to which Pre-License Schools can teach so that students have a better chance of passing the License Exam on the first try. He also discussed changes recommended by the Commission that will make it easier to license and pay Teams. If adopted, changes will not take place until midyear at the earliest.

Professional Development - I serve as Vice Chair. 1) Building a Missouri Realtors Webinar library. John Mayfield offered to head a group he will teach webinar technology so that Missouri Realtors can provide real world tips and techniques to new and experienced Agents & Brokers. I offered to assist in this effort. 2) The Broker Tool Kit is being handled by the Certified Real Estate Brokers (CREB) organization. The committee agreed to let them run with it and report back to our group. We will assist and facilitate as needed. 3) GRI in Missouri is up and running online. There are 862 Missouri Agents enrolled in the 3 year program. It is becoming clear that we need to step up our offering of onsite in-seat classes so that Agents can complete the 16 modules within the 3 year timeframe. Paul Dismang agreed to head a task force to screen for more instructors and MR staff will work on adding class dates and locations for more in-seat Live classes. Nine of the 16 modules are slated to be offered in person. 3) It was agreed to discontinue “The Summit,” a bi-annual 2 day event that would have been slated for 2020.

Residential Forms – The changes for 2019 seem to be going smoothly. 1) NAR has added a Standard Of Practice (SOP) effective January 1, 2019. It provides that, if requested by a Cooperating Broker, the Listing Broker/Agent must respond affirmatively that an offer was presented unless the Seller waived in writing the obligation that all written offers be presented. The Committee decided not to provide a form for providing affirmation of presentation since written affirmation can be made by any written means available (email or text) and no signature is required by the Seller. 2) A separate Wire Fraud Notice form was discussed. It was agreed to develop the form including a place for Buyer/Seller signatures. 3) In light of Solar and other special assessment agreements assumed by Sellers, the Seller’s Disclosure now has a section related to Special Assessments. This will let Buyers know if the property is subject to these additional taxes.

Candidate Forum – Candidates running for the offices of Treasurer (ultimately, President) and NAR Director for Missouri Realtors presented themselves to help the membership decide who to vote for. Three candidates were running for each office. Very interesting.

Emerging Issues Forum – A very interesting 90 minutes. A number of issues around protecting Realtors’ data and third party marketing vendors (Zillow, Realtor.com, etc) were discussed. No real resolution. Wholesaling and the value/trust of NAR were discussed.

Board Of Directors Meeting -

Tandy Bressler of Neosho was one of nine nominees for the Missouri Good Neighbor Award for her work heading up the Neosho Youth Volunteer Program.

The Directors approved a number of expenditures. One includes money to customize a “Sticky Notes” video ad that encourages people to contact their local Realtor when buying or selling property. Another will fund a promotion to encourage Agents to complete NAR’s “Commitment to Excellence (c2ex.realtor). Called “Cruise to Excellence,” those who complete it by the end of this year will be eligible for the drawing of a $2,500 travel voucher toward a cruise to be drawn next January.

“Adverse Possession” is under attack in the legislature. Directors voted to support the doctrine so that our lobbyists can advocate against legislation that would do away with the doctrine.

Directors agreed to establish a policy for selling Association owned real estate. This policy establishes who can speak for and transfer property in the name of the Association. It came as the result of the recognition that our current building is too large and inefficient for the size of our staff and activities.

Election Results - John Mayfield was elected Treasurer for 2020.

John Schreiwer was elected MR NAR Director.

Next meeting will be in April at Columbia. This meeting will be different as it will add the Capitol Conference. It was no secret that this meeting will present logistical challenges as well as being extremely busy.

Respectfully Submitted,

Stephen M Kenny, Director

January 28, 2019