



### *Why a newsletter?*

As REALTORS® we tend to dedicate our full time to our clients, with very little to no time to become involved in our Local, State and National Associations. This newsletter is our own version of the famous Morning Brew in a monthly edition. You will receive via email the latest updates from our Southwest Kansas Board of REALTORS®, KAR & NAR. From important conference dates to tips on how to enter the correct room count in our MLS, this newsletter will help you become more confident in your career while promoting the involvement of all our members in our associations.

### *KAR Capitol Conference Update*

Did you know February is our time to shine at our state's capitol? "The Conference included a REALTOR® Rally at the Capitol where over 100 members gathered to listen to Legislative Leadership highlight current topics before going to meet with their respective Senators and Representatives."-KAR  
Three of our members were present in Topeka, KS and met with our Representative Shannon Francis. If Real Estate is Your Profession, Then Politics is Your Business!



### *KAR Value Proposition*

"KAR updated its Value Proposition with a focus on strength and empowerment – "Your REALTOR® membership empowers you to be the most credible voice in an ever-changing profession. Together, we are REALTORS® across Kansas who work together as a strong force for the consumer and the profession through: Laws and regulatory work that impact Kansas real estate • Professional training and leadership development • On-demand technology support for your business You are part of our strength at the Kansas Association of REALTORS®".-KAR





### Member Spotlight...

Gary L. Classen, owner and Broker of Heritage Real Estate Group, Inc has been a REALTOR® for over 25 years. He has a heart of gold who always goes above and beyond for all those he loves.

He is actively involved in the First Southern Baptist Church and the Southwest Kansas Board of Realtors. He has served as president several times and enjoys being involved with International Pancake Day.

Classen, is a member who truly wears the brand with pride and always has a lending hand for all. He strides with humility and class.

Next time you see him tell him thank you for all he does for our board, and all those around us.



Conference Dates

**2023 NAR Region 9 Conference**

February 25-27 Lawrence, Kansas

**2023 NAR Broker Summit**

April 17-18 Kansas City, Missouri

**2023 NAR Legislative Meetings**

May 6-11 Washington, D.C



### Who is Kenny Parcell?

Kenny Parcell is our 2023 NAR President; I have had the pleasure to meet him more than once in person. He is truly a remarkable man, and REALTOR®.

While attending the Inaugural Gala at NAR NXT '22 I took into heart the five L's he lives by and I believe we as members all should, they are as followed:

**LEGACY:** ALWAYS LEAVE THINGS BETTER THAN THEY WERE.

**LAUGH:** IN LIFE IT IS IMPORTANT TO LAUGH AND SMILE OFTEN.

**LOVE:** ALWAYS LOVE PEOPLE NO MATTER WHAT AND LOOK FOR PEOPLE TO LOVE.

**LEARN:** ALWAYS PUSH YOURSELF TO BE BETTER TODAY THAN YOU WERE YESTERDAY AND BETTER TOMORROW THAN YOU WERE TODAY.

**LEAD:** THE BEST LEADERS ARE THE BEST LISTENERS.

Most presidents from local, state to national have a theme for their year, Parcell's theme is RIDING WITH THE BRAND. As members we are the brand this means our kindness, compassion and dedication to our communities is important and we should all take pride in helping others with an open heart.

For more information, please visit: [www.nar.realtor/riding](http://www.nar.realtor/riding)

**SWKSBBOR MONTHLY MEETING  
MARCH 8TH LOCATION TBA**

SPEAKERS INCLUDE:  
**TREY COCKING**, CITY MANAGER OF EMPORIA  
**JAMIE SAUDER**, 2023 KAR FIRST VICE PRESIDENT/TREASURER

### REALTOR® Health Focus

Below are 7 tips on how to take care of yourself to be the best you can be.

1. Declutter your inbox.
2. Practice mindfulness. (Quiet Time)
3. Take breaks from social media.
4. It's okay to set your phone on "Do Not Disturb."
5. Focus on 30 mins a day of physical activity.
6. Create a budget.
7. Find a new hobby.

**"The greatest wealth is health."-Virgil**



### Tip of the month

Loss of smell is a symptom of COVID; however, if all your senses are working conduct a smell test before you list a property. As agents one of our duties is to be honest with our clients, if the house smells, tell them. When a property has a strong foul or even slight unpleasant smell it could potentially cost sellers a buyer. Let's talk to our clients on how a deep clean in their home before the first showing can make a difference.

**Cleaning Tip:**

In a bowl set out some lemon halves to help with the neutralization of lingering odors.

