

Women's Council of REALTORS®

Monterey Peninsula Chapter
www.wcrmonterey.org

Women's Council of REALTORS®

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WCRBLOGS.COM

California members of the Women's Council of Realtors are participating in a new blog network that combines content at a single Web site from bloggers throughout the state.

The new portal, at WCRblogs.com, is the latest in a series of aggregated blog sites planned by Domus Consulting Group and Realivent, A company that offers tools for collaboration and marketing. The new WCRblogs.com site has 12 members so far. Our very own 2006 President, Kim DiBenedetto and 2008 President, Kathleen Hendricks are members already.

OTHER WCR EVENTS

for more detail visit: www.wcr.org
Mega-Networking Summit II, April 4-6, 2008, St. Charles Convention Center, St. Charles, MO

WCR's Midyear Meeting, May 15-18, 2008, Capital Hilton, Washington, D.C.

Influential Women Summit, July 11-13, 2008, Marriott Boston Long Wharf, Boston, MA



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SCHEDULE OF PROGRAMS, 2008

April 11 – Power of Women
Meet the Influential and Active Women in our Community Breakfast at Tehama

May 9 – Green Building
Discuss new incentives for remodeling and new construction. Joint meeting with Santa Cruz Chapter Lunch at Embassy Suites

June 20 – Dueling Attorneys
Lunch at Marriot

July 11 – Diversity/Compliance
Report from members of the community about changing demographics in our community
Location – TBA

August 14 – Business Forum
Multiple chapters
Location – TBA

September – Fashion Show
See your friends/colleagues strut their stuff in the hippest fall fashions
Embassy Suites
Date - TBA

October 10 – Affordable Housing Update
Breakfast, location – TBA

November 14 – 2009 Board Installation
Lunch, location – TBA

December – Holiday Party
Date and location – TBA

WCR MISSION STATEMENT:

“We are a network of successful REALTORS® empowering women to exercise their potential as entrepreneurs and industry leaders.”

NOTE FROM OUR PRESIDENT

We are well into our year with some educational and fun events. Our joint meeting with MCAR on February 11th, “The Breakfast of Champions”, was a huge success. There were plenty of great questions, thanks to Micah Fox our moderator, and a few laughs and teasing between our champions. This type of event provides a wealth of information to our membership and allows us to learn and grow from the successes and mistakes of others.

Hurry and register for our “Power of Women” Business Resource breakfast April 11th set at the beautiful Tehama property (seating will be limited). In May our first ever Green Building Business Resource meeting. This will be a joint meeting with the Santa Cruz chapter of WCR. This is not only a great opportunity to learn more about green building, which may very well become increasingly mandated, but also to meet other WCR members for networking.

Finally, I would like to share with you some information about Women's Council of Realtors. Please feel free to browse the website to learn more and find tools to help you with your business.

WCR National Statistics – www.wcr.org
Total membership: 17,900
Our ranking among 700 U.S. Women's Professional Organizations: 12th

Local chapters: 301
Three largest states: California (2,797)– Florida (2,755)– Texas (1,819)

Average age among members: 54
Average experience in real estate: 18 years
Average WCR Member's income from real estate vs. all full-time Realtors 2.258621

Number of WCR Members who annually refer business to another WCR Member: 9,600

Cheers,
Kathleen



STRATEGIC PARTNERS

Many thanks to the following sponsors, your generosity is greatly appreciated.

JANUARY: Princeton Capital, Carrie Thomas
Pacific Home Lending, Doug Lanzaro
FEBRUARY: Chicago Title, Monterey
MARCH: Keller Williams, Frank Gallagher

SOLID AS A ROCK

In every successful organization there are volunteers who consistently work behind the scenes to make things happen. For several years now, Women's Council has had the good fortune to have a programs chair who has quietly and brilliantly put together informative, creative and apropos business meetings. This dedicated Realtor, Christine Monteith, with the Jones Group, has kept the committee focused, relevant and challenged to bring great speakers and ideas to our membership.

This year Christine shares the role with another, but she continues, largely unheralded, to gather the pieces and details of this most important part of our organization. We look always for additional members to help this committee; please contact any board member if you are interested in joining this vital group. You will be joining ranks with one of the best and most shining members of Women's Council.

Thank you Christine, for all you do!

MEMBERSHIP CORNER

Please welcome the new members to WCR Monterey Chapter:

NATIONAL MEMBERS:

Lucie Campos, Coldwell Banker, Del Monte
Judy Hartwell, John Saar Properties, Carmel
Antone Duncan, Coldwell Banker, Carmel
Sam Piffero, Keller Williams, Carmel
Dean Provence, Shankle Real Estate, Monterey

LOCAL AFFILIATES:

Carrie Dalton, Wachovia Mortgage, Monterey
Susan Clark, Stewart Title Company, Carmel
Diane Sagenkahn, Staging Designed to Sell
Nancy Taylor, Taylor'd Home Staging

2008

BOARD & COMMITTEE MEMBERS

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kathleen@kathleenhendricks.com

President-Elect 2008

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Reservations & Attendance Chair

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hdaunt@treehousemortgage.com

Finance & Budget Chair

Kim DiBenedetto
kdibenedetto@apr.com

Financial Audit Committee

Jane Durant-Jones
jane@coastalmortgagecenter.com

Nomination Committee

Karen Calley
karen_calley@redshift.com

Battered Women's Shelter Liaison

Tina Carpenter
tina.carpenter@sothebysrealty.com

Publicity Chair

Linda Buckhout
linda@lindabuckhout.com

Advisory Committee: (Past Presidents)

Susan Clark 2002,
Arlene Beesley 2003,
Linda Dorris 2004,
Linda Shepard 2005,
Kim DiBenedetto 2006,
and Karen Calley 2007

SUMMARY OF EVENTS

Many thanks to Judie Profeta for making it possible for the 2007 Holiday Party to be held at 103 Via Del Milagro in Pasadera. What a beautiful setting to gather together for holiday cheer with friends and colleagues. The food was stellar, everyone shared home made goodies and Linda Dorris made a delicious turkey and ham. The event was well attended.

We auctioned off a few items left over from the September

The February Business Resource Meeting...

Breakfast of Champions was co-hosted by WCR Monterey Chapter and MCAR. We wish to acknowledge their outstanding sales record and professionalism. The honorees shared their techniques that led them to their success. Thank you all for your participation.

I really enjoyed the March Business Resource Meeting with featured speaker, Terrence Garguil, of "Making Stories". His dynamic presence and entertaining delivery illustrates how making stories can connect with a listener. In a short time, Terrence gave the members valuable insights on how to make a connection to potential sellers during listing presentations or buyers at open houses or floor calls. The key is to create a story that gives something of yourself that will spark interest in the listener to open up to you. By listening to your seller or buyer and their stories, you can gather information or give information that will have impact. His talk was so helpful that at my

Our local chapter was represented at the State Chapter Meeting in Indian Wells by Kathleen Hendricks, our 2008 Chapter President; Arleen Hardenstein, 2008 Secretary; and myself, Inge Kessler, 2008 President-Elect. We had a great adventure driving to the California desert, where we stayed at the new home of Carrie Thomas. We were the beneficiaries of her hospitality and we all 'bonded' over dinner.

Some of the highlights of the conference were:

- Cicily Tippery's presentation titled "Making money with REOs" which was an eye opener for most of us.
- Dynamic speaker Maxine Jennings, 2001 WCR National President, and her stirring delivery of "Stand and Deliver".
- Observations by Bill Brown, 2008 CAR President

Fashion Show and made approximately \$1000 to add to our education fund. That night WCR presented checks to the representatives from both the Shelter Outreach Plus and YWCA for \$3434.60. And thanks to the generosity of our members we were able to give a substantial amount of gift cards to both shelters as well.

But best of all, everyone was in high spirits and there was much good will and cheer.

Tim Allen, Mike Jashinski, William Smith, Bill Phillips, Kathleen Jackson, Lucie Campos, Bobbie Ehrenpreis, John Saar, Ben Heinrich, Maureen Mason, Susan Lubin-Brownlie, Noe Renteria and Sharon Gedryn

To view pictures from this event please visit our website: www.wcrmonterey.org

open house on Saturday, I had a couple ask me to meet them to list their home because they liked how I told the story about the home that I was showing.

Christine Monteith
The Jones Group



- The "breakout" sessions, which re-confirmed what a tremendous force WCR members are, and their commitment to sharing ideas.

Attending the installation dinner for Jeri Jorgenson, the 2008 State Chapter President was very festive, and after the scrumptious dinner, we danced the night away. Our own Dean Provence, 2008 MCAR President, had a bevy of female dancers vying for a chance to be his dance partner. We all had a great time and came away with new relationships, great memories, and lots of new ideas...

