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PO Box 222292 | Carmel, CA 93922
wcrmpc@yahoo.com
www.wcrmonterey.org

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*Each member is responsible for updating
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Monterey Peninsula Chapter
www.wcrmonterey.org

2010 PROGRAM SCHEDULE

APRIL 14

Forum V- Multi Chapter Networking
Event "The Changing Face Of Real Estate-
Celebrating Diversity" with Margo Wheeler
Willis, 2010 National President-Elect and
Barbara Safran, 2010 California State Presi-
dent Women's Council of REALTORS

MAY 7

Industry Forecast/Hospitality, Ag, Homeland
Security

JUNE 4

Trend Breakers in Business

JUNE 7-8

WCR State Chapter Meeting, Sacramento,
CA

JUNE 9-12

CAR Meetings, Sacramento, CA

JULY 9

Superintendants of Monterey Peninsula
Schools

July 31

August 2WCR Leadership Academy for
Chapter Presidents, Chicago, IL

AUGUST 20

Assistants - Virtual and Beyond

SEPTEMBER 16

Fashion Show

OCTOBER 3-4

WCR State Chapter Meeting, Anaheim, CA

OCTOBER 5-9

CAR Meetings, Anaheim, CA

OCTOBER 15

Business Planning-How to Create an Effec-
tive Business Plan

NOVEMBER 3-7

WCR National Conference, New Orleans,
LA

NOVEMBER 3-8

NAR Realtors Conference/Expo, New Or-
leans, LA

NOVEMBER 12

Cultural Diversity 11:28 AM Installation

DECEMBER 9

Holiday Party

*All dates are not set. Subject to speakers
availability.*

**This program list is subject to change.*

NOTE FROM OUR PRESIDENT

Dear Members,

As we enter Spring, the glorious season of renewal, let us take a moment to notice and celebrate as flowers and trees blossom around us. I am thrilled to announce that the results are in!! Monterey Peninsula Chapter is the recipient of a Gold Award for 2009. Thanks to Past President, Noni McVey, her Board and Committee members as well as all of the supportive volunteers, affiliates and sponsors who made it happen. As we near the end of the first quarter of 2010, I'm pleased to report that we have held three outstanding Business Resource Meetings. We started the year in January with "Economic Forecast" presented by Jeff Davi, California's State Real Estate Commissioner. Jeff was both entertaining and informative. In February we held "Survival Skills-How to Survive in Today's Market" with a panel of some of our top local Realtors. Most of us went away with a "feel good" attitude and felt fortunate to be associated with such a high caliber of professional Realtors who shared some of their survival techniques. This month, thanks to Sandy Haney and her staff, we teamed up with MCAR for a very successful "Good Morning, You've been sued.... Now What?" We had a distinguished panel that included a Judge, Attorney and Commercial Broker/Expert Witness. As was the case in each of these meetings, the content and interest was so well received that we could have gone on with Q&A's much longer than time allowed.

In February, along with three other Board Members from our chapter, I attended the State Chapter meeting and installation in Indian Wells. Our 2010 State President, Barbara Safran and her leadership team made a very positive impression on all of us. Women's Council is all about networking, growing, leadership, learning and extending that helping hand to our fellow professionals. If you haven't already done so, check out our new web site at www.wcrmonterey.org. Please remember to support our advertisers and sponsors. I look forward to hearing from you with ideas or chatting with you at an upcoming event!

Very Best Regards,

Gloria Reese

WCR Monterey Peninsula President, 2010

Coldwell Banker Realty



STRATEGIC PARTNERS

Christina Helman, Property ID
Bruce McBride . BDM Home Inspections
Tom Brick, NuStart Home Inspections
Casner Exterminators
Scott Leisy, Wells Fargo Home Loan Services
Thank you for your generous support in our First quarter of 2010!

MEMBERSHIP CORNER

Please welcome the new members to WCR Monterey Chapter:

Since the first of the year the following new members have joined WCR:

Amy Salmina, Backus Properties
Steve Gorman, Steve Gorman Real Estate
Dorothee Crawford, Coldwell Banker Del Monte Realty
Melody Maddox, American Home Shield
Lesley Pretorius, Wells Fargo Home Mortgage
Jackie Balesteri, Old Republic Title
Sarah Malone, OREXCO 1031 Exchange
Debra Lombardi, Cutco Cutlery
Scot Leisy, Wells Fargo Home Mortgage
Renee Garner, Intero Real Estate
Joy Jacobs, The Jacobs Team
Irene Jones, Chicago Title Company
Lori Jakubowski, John Saar Properties

BOARD MEETINGS

The Monterey Peninsula Chapter Governing Board Meetings are open to all members and will be held the 1st Thursday of the month, unless the date conflicts with New Year's, Women's Council of Realtors National, State or Regional Meetings, CAR or NAR meetings. NOTE: There are no Business Resource Meetings in November or December, 2010. Forum 5 will be a joint 6 Chapter Meeting.

WCR MISSION STATEMENT:

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

2010 BOARD & COMMITTEE MEMBERS

President
Gloria Reese
gloria.reese@camoves.com

President-Elect 2010
Judi Hartwell
jhartwell@johnsaar.com

Secretary
Arleen Hardenstein
Arleen@ArleenHardenstein.com

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sarah.fontecchio@chase.com

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Antone Duncanantone
duncan@camoves.com

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sam@sammcleod.com
Ben Beesley
ben@benbeesley.com

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Karen_calley@redshift.com

Ways & Means Chair
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jhartwell@johnsaar.com

Hospitality Chair
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aloverealty@sbcglobal.net

Parliamentarian & Bylaws Chair
Gege Winton
gege@mbay.net

Historian & Photographer Chair
Doree Hyland
doree@doreehyland.com

Reservations & Attendance Chair
Brandt Burghall
brandt.burghall@wellsfargo.com

Finance & Budget Chair
Katie Linares
Katie.linares@camoves.com

Financial Audit Committee
Jane Durant-Jones
jdjones@mortgagenetwork.com

Nomination Committee
Noni McVey
noni@npmhomes.com

Liaison for ShelterOutreach PlusYWCA Safe House Emergency Shelter
Judi Hartwell
judi@johnsaar.com

Publicity Chair
Carrie Kuhl
carrie@mcweekly.com

Communications and Marketing Chair
Nicole Usakoff
Nicole@vistaservicing.com

Advisory Committee:
(Past Presidents)
Susan Clark 2002
Arliene Beesley 2003
Linda Dorris 2004
Linda Shepard 2005
Kim DiBenedetto 2006
Karen Calley 2007
Kathleen Hendricks 2008
Noni McVey 2009

SUMMARY OF EVENTS

To view photos of Business Resource meetings go to... www.WCRmonterey.org

ECONOMIC SUMMIT WITH CALIFORNIA REAL ESTATE COMMISSIONER JEFF DAVI



Jeff Davi with 2009 MCAR President and WCR 2009 Member of the Year Kim DiBenedetto

NEW MEMBER ORIENTATION

On February 25th the New Member Orientation was held at California Mortgage in Carmel for members who have joined since the first of the year. It was an informative orientation and the appetizers and wine made for a fun evening. Our next New Member Orientation will be in May.



New members; Debra Lombardi-Cutco Cutlery, Kathleen Randazzo- John Saar Properties, Dorothee Crawford-Coldwell Banker Del Monte Realty, and Lesley Pretorius-Wells Fargo Home Mortgage find out more of the benefits of membership with WCR Monterey

SURVIVAL SKILLS

Some of the Survival Skills that the Panel stressed:

1. Show up to work!
2. Look professional / work with intention
3. Use systems / map out your day / stick to a schedule
4. Gather information / educate /use statistics / know your market area
5. Make contacts / phone calls / get appointments to list/sell
6. Get help / hire an assistant/ delegate duties
7. Make and take time for yourself / exercise / revitalize



Judi Hartwell introduces the Survival Skills panel including Mark Bruno, Lynda Nichols, William Smith, and Pat Matuszewski



Thanks to Ben Beesley for moderating the Survival Skills panel

Special thanks to Lindy Harte and Homes & Land of Monterey County for designing, publishing and mailing the newsletter.