



2009

**Baldwin County
Chapter**

Members & Affiliates

Baldwin County Chapter

2009 Officers



Mary Jane Owen
President



Julie Porto
President-Elect



Gwynn Peterson
Vice-President of
Membership



Brenda Schmucker
Treasurer



Sandra Darling
Secretary

The Baldwin County Chapter of Women's Council of REALTORS® would like to take this opportunity to thank the following members for their time and dedication over the years. As your past presidents, these women worked tirelessly to provide the chapter with leadership and a sense of direction. They dedicated themselves to the highest service for the public and the real estate industry. **Thank you for everything!**

YEAR	PRESIDENT
1995	Lorena Gregorius
1996	Lorena Gregorius
1997	Lorena Gregorius
1998	Paige Thatcher
1999	Carol Jones
2000	Sylvia Stewart
2001	Sylvia Stewart
2002	Becky Bennett/Ginny Stopa
2003	Ginny Stopa
2004	Jane Bostrom
2005	Mary L. Nevitt
2006	Mary L. Nevitt
2007	Jennifer Meriam
2008	Mary Jane Owen
2009	Mary Jane Owen
2010	

Other Board Members:

Elaine Diehl, Chaplain

Angela Hays, Affiliate Membership Chairman

A special thanks goes to Pinkie Brown for being our President-Elect for 2008 and the first part of 2009. May success always follow you!

Mission of the Women's Council of REALTORS®

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

Women's Council of REALTORS® Vision Statement

Through our influence as successful business professionals, women will effect positive change in the profession and in the broader community.

Women's Council of REALTORS® Long-term Goals

- To be the source of education and business tools focused on the needs of women REALTOR® entrepreneurs at all stages of development.
- To be a dynamic, accessible network, linking resources and member expertise to drive business success.
- To build, support and promote strong leaders for the industry and the broader community who are advocates for property rights and homeownership.
- To be the voice for the achievement and impact of women in real estate.
- To be sought after as a partner with other organizations to advance common objectives.
- To be a network of strong chapters that consistently deliver value and provide a collaborative, trusted, welcoming environment in which members can achieve their business goals.
- To be a magnet for career-focused REALTORS® with diverse backgrounds and a high level of professionalism.
- To be a strong organization with the resources and infrastructure necessary to fulfill our mission and realize our vision.

Women's Council of REALTORS® Core Values

The Power of Relationships

Success in business today is achieved through positive, productive relationships. The Women's Council of REALTORS® provides an environment of collaboration in which members can form, build and maximize relationships for business and personal success. When members share their time, talent and experience, the entire industry is advanced.

Professional Credibility

Members of the Women's Council of REALTORS® are established career professionals. We operate based on a shared value system of integrity, respect, consistency and a commitment to excellence and continuous development.

Diversity

The membership experience is enriched through the celebration of an active outreach to the full diversity of our industry. At the same time, the strength of the organization lies in what unites us all - our shared values.

Participation

Active participation increases membership value. Participation in the Women's Council of REALTORS® is the opportunity to contribute to change, and to be changed, personally and professionally.

Success

Success in business brings credibility, influence and greater opportunity. For women, especially, wealth creation through business success also leads to long-term financial security, greater independence, and more quality of life choices.

Influence

Positive change will come from the greater inclusion of the women's perspective in positions of influence in the real estate industry and in the broader community.

CALENDAR OF EVENTS

<p>January 8th</p> <p>The Tide Is Out! What's Happening with Mortgages, PMI, Qualifying Requirements, etc.?</p>	<p>July</p> <p>NO MEETING Enjoy your summer!</p>
<p>February 12th</p> <p>Tax Strategies for Realtors in 2009 & "Hearts of WCR Chocolate Parade"</p>	<p>August 13th</p> <p>WCR Networking Scavenger Hunt "Understanding Business Styles & Personalities"</p>
<p>March 12th</p> <p>The Importance of Technology & A Web Presence in Today's Market</p>	<p>September 10th</p> <p>WCR Fundraiser & Benefit for Breast Cancer Awareness</p>
<p>April 9th</p> <p>Insurance – The Big Question for AL Owners & "WCR Easter Basket Auction"</p>	<p>October 8th</p> <p>Personal Safety for Realtors "Tips on how to Stay Safe" (Baldwin County Sheriff's Dept)</p>
<p>May 14th</p> <p>"Lifestyles of Baldwin County" WCR Fashion Show & Member Social</p>	<p>November 12th</p> <p>Business Planning Take your business in the right direction!</p>
<p>June 11th</p> <p>Cultural Diversity – "Marketing in a Changing Environment" Members Roundtable</p>	<p>December 10th</p> <p>New Officer Installation & Award's Celebration Affiliate Appreciation Breakfast</p>

2009 WCR SPONSORS

Membership in WCR is a great way to network with people in the real estate business and related fields, obtain the latest information about our local real estate market and concerns, make new friends and have fun. All men and women with an interest in the real estate business are welcome as members and encouraged to join.

Please thank and support the following businesses for their participation as a 2009 Sponsor for the Baldwin County Chapter of the Women's Council of Realtors®. **WE APPRECIATE YOU!**

Platinum Sponsor

(Donation of \$500.00 or more)

- Baldwin County Sewer Service, LLC
- RBC Bank – Brenda Schmucker

Gold Sponsor

(Donation of \$250.00 or more)

- Keller Williams Realty -Alabama Gulf Coast

Silver Sponsor

(Donation of \$100.00 or more)

- Benchmark Homes
- Gooden Homes
- HMC
- Spoutin' Out
- Worthy Insurance

Professional and Personal Development:

From meetings and educational sessions at the local level to our national training programs, acclaimed professional and personal development curricula are a big benefit of your membership, helping you develop new skills, discover new business opportunities and stay on the cutting edge of the profession.



The Performance Management Network is a next-generation REALTOR® designation built from the ground up to bring you the real-world skills, the know-how and the tools that will keep your business out front and on top of an evolving market. PMN is a REALTOR® designation that combines skills based training and a thriving referral network.

PMN designation requirements include the completion of at least three (3) PMN courses of which one is NAR's "At Home with Diversity®". The At Home with Diversity® course teaches you to transact business in culturally competent ways. In today's housing market, where client profiles are changing rapidly, earning the confidence of a potential homebuyer is more complex than it used to be. In addition to the above course, you may choose from the following:

- Effective Negotiating for Real Estate Professionals
- Networking and Referral Systems
- The Business of Your Business: People, Planning, Money and Management
- Harnessing the Power: Skills Based Performance Management

To get more information and a list of course schedules, go to www.WCR.org. On the following pages you will see the Women's Council of REALTORS® Mission, Vision, Long-term goals and Core Values.

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Home • Auto • Business • Life

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Renee P. Smith
Agent





Our Mission:

We are a membership of Real Estate professionals creating business opportunities, developing skills for the future and achieving our individual potential for **SUCCESS**.

Our Long Term Goals!

- To be a catalyst for individual growth and achievement through our local chapter.
- To be an important source of information, education and business contacts that REALTORS® need to develop relevant skills.
- To be a strong, active chapter that delivers significant value for the time and talent members contribute.

Are You Ready?

- To plug into the power of your profession?
- To tap into training, news and information that will keep you on top of a profession that's changing every day?
- To join the top individuals in the profession for networking opportunities you can use to take your business higher than ever before?

We feel a strong group is a powerful group; and we all know there is strength in numbers. As a strong group, we can make our voices heard. As a powerful group, we can make things happen. As a large group, we will become an infinite pool of resources from which to draw strength, inspiration and knowledge.

WELCOME TO WCR!

Be active and get involved...meet, learn from and do business with our valuable network of members.

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