

January 30, 2005
Volume 1, Issue 1



**February 3, 2005
General Membership
Meeting**

11:30AM-1:30PM

Finnigan's Hall

Brad Barker

Career Education Systems

"Recent Changes You
Should Know"

**March 3, 2005
General Membership
Meeting**

11:30 AM.—1:30 PM

Finnigan's Hall

Guest Speaker: Brad Korn,

Keller- Williams Realtors

"All About Agency"

**April 5-7, 2005
WCR- MAR Meeting
Hyatt Regency Hotel
Kansas City, MO**

**April 14, 2005
General Membership
Meeting**

11:30AM 01:30PM

Finnigan's Hall

William Quitmeier,

Quitmeier-Martching Law

"Legal Horror Stories"



Dear Friends

When I was a little girl it seemed like it took forever for my birthday or Christmas to come. As I grew up time began to move faster accordingly. It just seems like yesterday that I began my term as president-elect. Now this is it. I have to put all the stuff I learned in the past two years to work for me.

I am a "hands-on" person and delegating was a foreign word to me until I went to Leadership Academy. I learned that if you were surrounded by the right people the job would get done. And, there is something to be said about giving a job to a busy person; it will get done. My Governing Board is bright, clever, hard working, innovative and smart as they come. Most are volunteers, all are friends. We made no changes in our budget for 2005, although we had some deficits last year. Instead we are all going to work harder and smarter. This year we won't be doing anything "new and different". We aren't going to "change your world" with our chapter, we are going to make it run smoother. We are going to say what we mean and mean what we say. We won't make WCR different, we will make it better with your help. In January we had 63 in attendance. Can we go for 65 in February?

Nothing is carved in stone. This is your chapter. If you have an idea for a program, call Jana Orem. If you want to bring in a new member call Lyn Cheek. Want to help with check-in call Sandy Stuckey. If you are interested in helping with our meetings call Linda Cone. All of their contact information can found elsewhere in this newsletter. We have Governing Board meetings at 10:30 on the day of the meetings. You are all welcome to come and see what is going on. I value your input and will consider all suggestions.

Thank you for being a part of this organization that I know and love. I hope this year we can all grow and have a lot of fun.

Carole Harris

WHERE TO GO AND WHEN

Regional and National Meetings are open to all members whether Realtors or Affiliates. If you have ever wondered what we do at them take a day off and join us at the Hyatt in April. I think you will be surprised and pleased at what goes on. This is one of the few times you can attend in your home area and save the cost of a hotel although we do get a special rate from MAR. For more information go to www.wcrmissouri.org.

April 5-7

WCR/MAR
Quarterly Meeting
Kansas City, MO- Hyatt Regency

May 9-14

WCR/NAR
Mid-Year Meeting
Washington, DC

June 14-16

WCR/MAR
Quarterly Meeting
St. Louis, MO

July 15-17

WCR Region II Meeting
Chicago, IL

September 27-30

WCR/MAR
Annual Conference
Tan-Tar-A, Lake of the Ozarks

October 26-31

WCR/NAR
Annual Conference
San Francisco, CA

YOUR 2005 OFFICERS

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We are a community of real estate professionals creating business opportunities, developing skills for the future and achieving our individual potential for success.

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Fair Housing, Every Day

We have all been there. We begin working with a client who has a cultural background different from ours and feel challenged. Sometimes with respect to communication, sometimes with respect to perceptions, but nearly always with respect to developing the trust and confidence necessary to any successful home-buying process.

For me, a big step forward came when I discovered a book called *Kiss, Bow, or Shake Hands: How to Do Business in Sixty Countries* by Terri Morrison, et al (Adams Media, 1995). In some cultures only men shake hands with other men. In others, they do not introduce their wives. In some cultures men may kiss men, women may kiss women, but men and women may not kiss in public. American slang and gestures are insulting in some cultures.

One of the reasons I think it is important for us as real estate professionals to be culturally sensitive C in addition to remaining successful in an ever-diversifying marketplace C is that it is a short step from insensitivity to discrimination. While I believe we've made progress with Fair Housing, discrimination remains a serious issue.

Educating ourselves to deal effectively with all sorts of people is the best antidote I know when it comes to neutralizing the poison of discrimination. Sensitivity practiced every day not only helps us training ourselves to see where fairness ends and discrimination begins. It also role models and, one hopes, coaches others to do the same.

If we make cultural awareness and sensitivity a priority in our business, every day, fair housing can but follow.

SURPRISING HELP FOR LANDOWNERS

Our speaker for January was Teona Harris, District Manager for the Clinton County Soil and Water Conservation District. Such a huge title for such a tiny person. Platte County also falls under her care. Mrs. Harris spoke about the programs available to land owners through her office and you don't have to be a farmer to utilize these programs. For example, you could have monetary help from her office to put in terraces, plant a ground cover to attract wild life, plant trees for a windbreak and even put in and stock a pond. Trees may be obtained from her department at a nominal cost for decorative purposed too.

This was a repeat performance for Teona who has had this position for nine years. Not only was she knowledgeable but very funny in her delivery. She lives in Lathrop, MO and has two little boys. She is also married to Carole Harris's son Brian.

She may be reached at: teona.harris@mo.nacdnet.net

Be Safe & Sell Homes

By *Bobbie Nelson*

As REALTORS® begin the busy time of the year, it's good to be reminded of the safety factors involved in the business. As cars, vacant homes and the open road often serve as the REALTOR®'s "office," agents must be aware and alert to signs and take the proper precautions to ensure that they stay out of harm's way. The following are some tips and techniques for safety.

Professional Dress. The way we dress sends a message—be sure it's a message of business. Leave expensive jewelry at home and your purse locked in the trunk.

Floor Calls. Find out as much as possible from prospects on the phone, such as their addresses, full names, phone numbers and where they work. Ask a range of questions and listen carefully. Never give your home phone or address to callers.

First-time Meetings. Always have your first client meeting at your office. Perform an office screening and take in information regarding all personal information for the client. Photocopy the client's ID card(s) for his or her client file.

Appointments. For each appointment, notify your office in advance of the location and when you plan to return. To maintain control of the situation, always take your car on showings and park it where it cannot be blocked and lock all doors. Do not ride in client cars, and never show homes at night.

Open Houses. Try not to do open houses alone. Keep the front door open. If the home is vacant, arrange to carry your cell phone at all times. Never leave house keys in the door. Arrive early, and unlock all doors leading to the outside. Let the guest lead the way. If you follow, you are less likely to be cornered or grabbed from behind.

Late-night Hours. It is sometimes impossible to get all your work done, in which cases you may choose to work late. If you have client meetings while you are alone in the office, have the lights on in other areas and a radio on in distance to give the idea that someone else might be in the office.

Animals. If an animal is present, you enter a home at your own risk—especially if the owner is not present. It is, after all, the animal's home, and it will protect it—a challenge for even the best animals. Animals left at home should be left in a secure area of the house, and listing agents should list the names of the animals on the listing or at the least warn that the animals are there. No agent or client should be caught off guard.

Emergency Code. Your office should have a code that any agent can call to alert the office if you are in danger. If this code is used, it should alert anyone at the office to send help immediately. Do not let the eagerness of selling or buying a home cause you to put yourself at risk. Have a safe and prosperous selling season.

RSVP to SANDY STUCKEY at: lighthouse-travel@uniteone.net or 816-628-5654

Name _____ phone:

Company _____

Guests: _____
