

up coming Events

May 6, 2004

Joint Membership Meeting

11:30 a.m.—2:00 p.m.

Doubletree Hotel-
Overland Park, KS

June 3, 2004

Governing Board Meeting

10:30-11:15

Finnigan's Hall -NKC

June 3, 2004

General Membership Meeting

11:30-1:00

Finnigan's Hall-NKC

Guest Speaker-TBD

Wacky Golf

TBD

September 2, 2004

Treasure Island

Paradise and More in 2004

2004 Business Fair

women's council Mission

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



HAVE YOU HUGGED YOUR FAVORITE AFFILIATE TODAY?



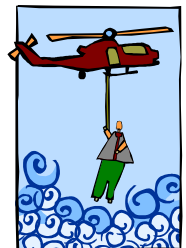
Where but at WCR do our affiliates have an open forum and exchange of information available? The business model is changing in real estate and the day of a free flowing interaction between agents and vendors is drawing to a close. Our organization is built and survives with the support of our affiliates. As a WCR member, you must try to utilize our affiliates goods and services when ever possible. Ultimately our clients have the last say in services, which impact their transaction, let's make sure they understand their options.

As an agent you may give out the names of a number of vendors for each of the related services in a real estate transaction. How many of those cards are our WCR affiliates? Do you have a number of business cards of those WCR affiliates you wish to recommend to clients? Don't wait for the affiliate to come up to you, seek them out, get to know them and their services.

Affiliates; why wouldn't I have a number of your cards? Please don't make the mistake that because I met you today, I'm using you tomorrow. It's not a membership right for affiliates to be used exclusively by REALTOR members. We want to use you, earn our business and we will be loyal. Teamwork is a cornerstone of WCR and all of us must work together for the best result on the client's behalf.

A plea from the President: Affiliates bring a guest REALTOR to each meeting, they will thank you for great information and friendships they build. REALTORS; get the very best for your practice and clients, use our affiliates. I can't count the numbers of times a WCR affiliate has saved this agents bacon!!!

Mike Rush





Affiliates and Realtors...Hands Joined Together

President

Mike Rush

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President-elect

Carole Harris

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VP, Membership

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Treasurer

Barbara Snyder

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Past President

Yvonne Parker

Reece and Nichols Realtors
816-587-4411

A final thought:

The good thing about being young is that you are not experienced enough to know you cannot possibly do the things the things you are doing.

— Gene Brown

I started in the warranty business back in November of 1997, and attended my first WCR meeting the very next month. I was told by my company that it would be worth my while in joining this organization because "those ladies will teach you a lot".

I came into the organization with the belief that "this is something I just need to do" for growing my business". That "belief" changed very quickly into a "lifestyle of learning". My WCR friends taught me very quickly that if you are not educated in the field that you represent, you have no knowledge and therefore, need education. Through WCR and the many educational programs that WCR puts on, I am now an instructor in risk management tools. I manage 4 marketing reps and oversee 5 states. Without the encouragement of its members, I would still be looking for what the organization and its members could do for me, instead of what I could do for them.

One very important thing that I've learned from WCR is that we are all here to help make each other successful. We can do that with offering education, offering encouragement, networking not only for business but for friends, and helping one another get through a rough spot. WCR is more than just a luncheon once a month, it's a lifestyle.

Sunshine Coady
2-10 Homebuyers Warranty

*I joined WCR Northland
About five years ago.
When asked to be a board
member
I just could not say no.*

*I really had a good time
Getting acquainted with you
all.
Even went to MAR conferences
Each and every fall.*

*I became involved.
I had a lot to do.
Was voted Affiliate of the Year
Back in 2002.*

*I took a break the next year.
Didn't feel the need to be
A member of this WCR
But was very wrong, indeed.*

*The only thing I have to say
is use the affiliates that pay
their dues.
The ones who work hard for
the organization
And the ones who do for you.*

*Take a moment to recognize
that we are here to assist.
So when you have some business,
Bring it to those on the list.*

*The list meaning your WCR
roster;
The people who make up this
group.
Keep us in your businesses
And we'll do the same for
you.*

**By: Laurie Arbuthnot
First American Title**



Lori Laurence
The Real Estate Book

Why I joined WCR.

The reason I joined WCR was I was looking for an organization to network with more people in the real estate business. Lyn Check with Re/Max and Deb Smith with Commonwealth recommended WCR as a great place to network with people in the real estate business.

A plus for joining is the speakers at the meetings. The speakers have been educational for my personal life and my business knowledge. I would recommend any one involved in real estate transactions to join WCR.

Dale Falck - Home Loan Consultant
Countrywide Home Loans

GRI Courses in 2004

KC Metro WCR Chapter, 2004 GRI co-sponsor for MAR. Classes will be held at Blue Springs Hall McCarter Education Center.

GRI 401 July 30 Land More Listings
-Instructor John Hamilton

GRI 403 Sept. Financing For Every Buyer
-Instructor Paula Long

Kansas City Schedule

GRI 407 April 29 Stay Out of Court
-Instructor Bruce Aydt

GRI 404 Sept. New Home Construction
-Instructor Gee Dunsten

GRI 405 April 30 Play Your Proper Role
-Instructor Bruce Aydt

GRI schedules are available. Forms available from Lynn Banks, WCR – GRI Administrator 816-373-9292 or 816-830-8231 or go online to www.missourirealtor.org

GRI 402 July 29 Buyers Prospecting Through Closing
-Instructor John Mayfield

Who do you know that needs to be added to this list of new members???? Put your thinking caps on...next month would be a great time to bring them as a guest!



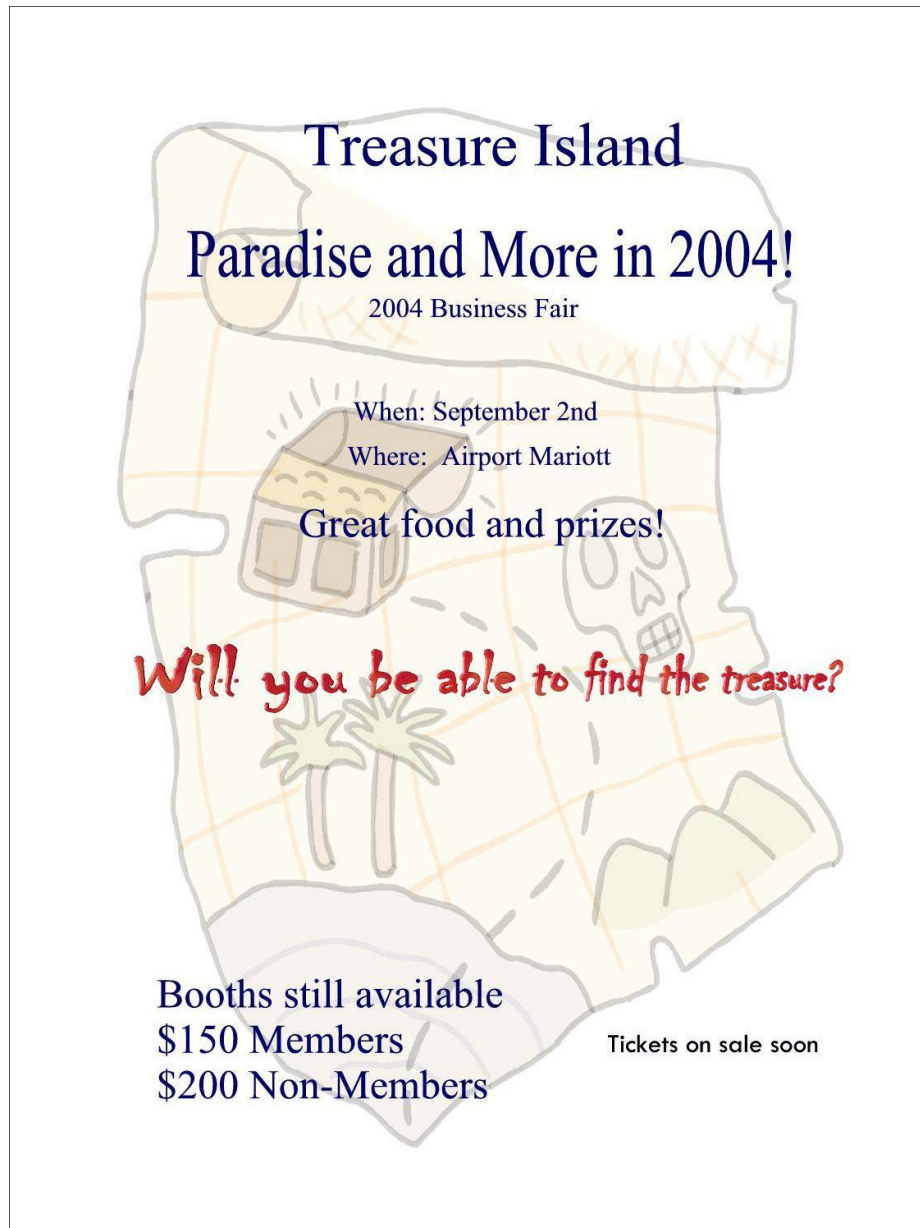
Each year there are four Missouri Association of Realtors meetings throughout the state. In conjunction with these meetings the Women's Council of Realtors also meet, usually on the first day. The second of these meetings for 2004 was held in Springfield March 29 through April 1.

State WCR President Elizabeth Mendenhall presided over the meeting. She spoke at length about Realtor issues including landfills, development and referrals. But mostly she wanted to encourage involvement. Get involved with your community. If that means joining a group or running for office, just do it (to paraphrase Nike). When we go to National meetings we are always amazed by Texas. They go to great lengths to show solidarity and be noticed by wearing brightly colored, sequined vests in red, white and blue. After discussion we decided to purchase a patch with scenes relating to Missouri (ie: cattle drive, Pony Express, the Arch, etc.) to be worn on a navy blazer. If we can't out-do Texas we will at least be tasteful. (It beats wearing mule ears on our heads)

This year is the anniversary of 40 years for MAR and 25 years for our chapter. The third yearly meeting will be held at the Lake of the Ozarks June 22 through 24. Each chapter will have a booth as a "hospitality room" where we will showcase our chapter and celebrate our 40th Anniversary. You may attend by signing up at www.wcra.org. For more information contact LCPE Carole Harris.

The next meeting is the National Mid-Year Meeting in Washington, DC in May. If you are interested in attending please contact our president Mike Rush for more information.

Let these sponsors know how much you appreciate them!!!

A hand-drawn style poster for a business fair. The background is a yellowish parchment with a grid pattern. At the top, the text 'Treasure Island' is written in a blue serif font. Below it, 'Paradise and More in 2004!' is written in a larger blue serif font, followed by '2004 Business Fair' in a smaller blue serif font. In the center, there is a drawing of a treasure chest with a skull and crossbones on its lid. To the right of the chest is a skull. Below the chest, the text 'Great food and prizes!' is written in a blue serif font. In the middle of the poster, the question 'Will you be able to find the treasure?' is written in a red, cursive font. At the bottom left, the text 'Booths still available' is written in a blue serif font, followed by '\$150 Members' and '\$200 Non-Members' in the same font. At the bottom right, the text 'Tickets on sale soon' is written in a smaller blue serif font. There are also some palm trees and a small island drawing at the bottom of the map.

Treasure Island

Paradise and More in 2004!

2004 Business Fair

When: September 2nd

Where: Airport Marriott

Great food and prizes!

Will you be able to find the treasure?

Booths still available

\$150 Members

\$200 Non-Members

Tickets on sale soon