

August 2007

Volume 4, Issue 6



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 Metropolitan St. Louis Women's Council of REALTORS®

September 6
Charlie A. Dooley, County Executive
What's the Buzz in St. Louis County?
Bee the First to Know!
 Sponsored by
CTX Mortgage and Letty DeMay, RealtyNet DeMay

September 6, 2007

by the program

Charlie A. Dooley,
St. Louis County
Executive

Place:
 Sheraton Lakeside Chalet,
 Westport Plaza

Time:
 11:00 a.m. Networking
 11:45 a.m. Lunch, followed

Cost: \$15 for Reserved
 Lunches
 \$20 For Reserved Guests
 \$25 for Walk-ins

Space is limited; make
 your reservations by 10
a.m. Tuesday, September
4 with Patrice Pupillo-
 Fleshman by email:
 patrice.fleshman@ctxmort.
 com or
 call: 314-822-5499

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August 2 Meeting Bingo Winners!

Last month we did BINGO with important upcoming dates. The winners, Ginny Hughes with Coldwell Banker Premier and Bonnie Audrain with ReMax Gold III each received a \$25 QT Gas Card, courtesy of Shelly Clark with Cardinal Surveying. Both Ginny and Bonnie were able to get each date on their game board filled!

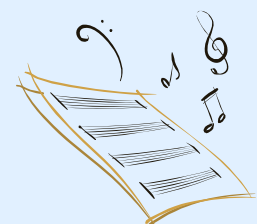
The purpose of this networking activity was to get everyone up and moving, meeting new people and visiting with

fellow realtors and affiliates. The Real Estate Industry is one that thrives on the relationships we have and make. Women's Council of Realtors is here to foster such an environment. That is why we do networking activities and poker chip seating. **Get out of your comfort zone! Sit by someone new, talk with someone you don't know, learn from each other and be ready to make relationships that will help you and your business.**

Our networking activity for

September will be describing yourself by the title of a song. Are you "Easy like Sunday morning" or "Solid as a Rock"? Try to be unique and come prepared with your personal song title!

Shelly
 The Cardinal Surveying
 Team



President's Message

A big thanks to all of you who attended the Regional Meeting of Women's Council last week in St. Charles! Our chapter had 11 members plus one guest attend the Thursday sessions, and some who attended were not officers or committee chairs! I was very please to see us well-represented there!

Meeting other Women's Council members from across the state and region is always good, and we were able to make new friends and get to know others for possible business referrals.

National President Judy Moses participated heavily in the event, giving not only the keynote address, but her expertise on panels and her presence at all the sessions. Our chapter presented her with our gift, chosen by Sharon Summers, of a beautiful book detailing the building of the Arch. She was very pleased with the gift, and seemed quite interested in reading all about it. She even promised Barb Keathley to make a return trip and ride to the top!

Sessions were geared to personal achievement, such as Mike Scalise and his presentation on The Secret of Empower-

ment, as well as John Mayfield and his exciting review of the latest technology surging through the industry. Discussions also centered on Women's Council local chapters, and how to make them better and more efficient.

I encourage all members to take advantage of opportunities to attend Regional or State meetings. It will give you a higher level of value in your membership to Women's Council!

The State Women's Council meeting is coming up in September at Tan-Tar-A in Lake of the Ozarks. Inauguration for the 2008 State officers will be held on Tuesday night, Sept. 18 at a cost of \$55. The next day, September 19, will be the Women's Council committee meetings and general session, concluding at noon. Chapter attendance is taken at all State meetings and a chapter trophy is awarded based on percentage of membership attending. To beat the usual attendance winners, we need 30 people there from our chapter. If you can work it into your schedule, please come!

My special appreciation this month goes to



Louise Wiedermann, who has faithfully published our Newsletter each month and has orchestrated the setting up and maintenance of our website, www.wcrstl.org and to Andria Wallace, who worked long and hard on our Membership Book printed and distributed earlier this year.

I would also like to give special recognition to Barb Keathley, 2007 State Governor, Local Chapter Past President 2005, and current active member serving as Budget Chair for the Governing Board this year. Thank you, Barb, for continually giving us your help and support!

Best Regards,
Jan Thomas,
2007 Local Chapter President
Metropolitan St. Louis



Upcoming Meetings

September 6 WCR General Membership Meeting Charlie A. Dooley, St. Louis County Executive

October 4 WCR General Membership Meeting Vicki Newton, News Anchor, KMOV. Media and Perceptions of the Real Estate Market.

October 17 WCR Business Expo, Ameristar Casino

November 1 WCR General Membership Meeting Tom Hughes, CEO of T. R. Hughes Construction and President of St. Louis Home Builders

December 7 WCR General Membership Meeting (to be announced)



The Ameristar Casino—October 17, 2007

At the 2007 Business Expo—NEW!!

SLAR Continuing Ed Classes

Classes to be held:

Consumer Focused Seller Services

Behave Yourself! The Code of Ethics

Watch for more details coming!

(see page 4 for details on the Expo)

Region III Conference— An Affiliate's Point of View

Anita Rezek
Real Estate Specialist Advertising
Account Executive
South Suburban Journals

WCR Committees

Ambassador and Affiliate

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314-495-5852
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Ways & Means

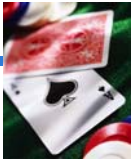
Maria West
Keller Williams Realty Southwest
314-775-2745
mariawest@kw.com

I was encouraged to attend the Women's Council of REALTORS® -Region III Conference by past and present WCR officers. I am an affiliate member who works with REALTORS® daily to find the best method to market their property and helping them to be successful. Always eager to learn new things and being a first year attendee, my goal for attending the conference was to hear the latest and greatest information about advertising and projections for the future of the Real Estate market in 2008. I had no idea I would take away so much more.

The Conference offered more than I could have imagined. I had the opportunity to hear motivating speakers on interesting subjects and to do something I rarely do – take time for myself by being in the company of successful people and those who have their eye on their dream. It was also delightful having the opportunity to meet members from different parts of the United States, hearing varied challenges, solutions and successes other than what we are familiar with in Saint Louis. Throughout the conference, there was one principle that rang true with everyone I met, their willingness to empower others and share their successes and their challenges for the betterment of others.

With every passing year, I find that I treasure the time I have to spend with empowering people more and more. I rarely find myself in the company of so many strong, wise, intelligent, articulate and powerful women at any one time as I do at WCR meetings. The Regional Conference simply expanded that experience by including members from other areas of Missouri and the United States. The camaraderie and energy was amazing and empowering. It reminded me of the common sense point for career and life success, which is simple. If you want to be successful, surround yourself with positive people.

I remember growing up and being told, but not appreciating the depth of the old saying; "You are judged by the friends you keep." I am proud to say I certainly hope that I am judged by the friends I have made at Women's Council of REALTORS®. I look forward to the next conference.



Technology Tip of the Month

Getting Rid of an Old Computer? Start by uninstalling programs and deleting as many files as you possibly can. In other words, get your old computer as cleaned up as you can make it. Empty your Inbox of messages, and your address book. From your web browser, delete your bookmarks and saved passwords. Empty the Recycle Bin at the end. Even when emptied, though, "deleted" files can be recovered. Now use a "file shredder". There is a FREE program called "Eraser", which is like a file shredder. If you run this as the last thing you do (it may run overnight), it will overwrite whatever is left on your hard drive multiple times with patterns. More information and the download can be found at www.heidi.ie/eraser.

Remember, the only guarantee that no one will recover your files is to replace the hard drive, but this is a reasonable precaution to take if your computer is going to be donated.

WCR Shirts Now Available!

If you would like to order shirts with Women's Council logo, contact David Fook at 313-369-4462, or go directly to cwill4109@aol.com to place orders with Cindy Williams. The shirts are a lime green golf shirt with Missouri State/Women's Council logo. Orders were to be placed by Aug. 17, but there is still time.



www.wcrstl.com

2007 BUSINESS EXPO REGISTRATION

WEDNESDAY, OCTOBER 17, 2007

AMERISTAR CASINO

CONTACT INFO:

12:00 NOON UNTIL 6:00 PM (SETUP: 8 AM - 11 AM)

Contact Person* _____ Title _____

Company _____ Company Phone _____

Address _____ City/State/Zip _____

Contact Person Phone _____ Contact Person Email _____

***PRINT SPONSOR NAME clearly on the line below - Sponsors Lists will be spelled as printed:**

Exhibitor/Sponsor:

EXHIBITOR CHOICES

Booth 1 ___ 2 ___ 3 ___

Electric at Booth? \$ 55 \$ _____

____ Exhibitor Booth - Premium (SPECIAL LOCATION NEAR ENTRANCE) \$400 \$ _____

BOOTH SIZE 16 x 10 INCLUDES FREE WIRELESS INTERNET AND FREE 1/4 PAGE Ad IN PROGRAM BOOK

____ Exhibitor Booth MAIN EXHIBIT AREA \$350 \$ _____

BOOTH SIZE 12 x 10 INCLUDES FREE WIRELESS INTERNET AND FREE 1/4 PAGE Ad IN PROGRAM BOOK



TO UPGRADE PROGRAM BOOK Ad TO A LARGER SIZE:

CHOOSE SIZE BELOW, **SUBTRACT \$40**, WRITE NEW Ad AMOUNT ON Ad SIZE PAYMENT LINE, **then TOTAL:**

____ Exhibitor Video Ad Space on two Registration Table Screens \$ 25 \$ _____

Your BUSINESS POWERPOINT OR VIDEO PRESENTATION RUNS ON SCREEN AT ENTRANCE

VENDOR CHOICES

____ Purchase Advertising in Program Book (at full prices below - only Exhibitors receive discount)

THIS IS ONE OF TWO "BOOKLET-STYLE" PRINT AD OPPORTUNITIES AVAILABLE

WITH THE METROPOLITAN ST. LOUIS WCR, DURING A 12-MONTH PERIOD

(MEMBERSHIP HANDBOOK, PRINTED IN APRIL, IS OUR OTHER YEARLY PUBLICATION).

Business Expo Program Book

BACK COVER	4.25" WIDTH x 7.5" HEIGHT	ONE ONLY	\$380	\$ _____
INSIDE COVERS	4.25" WIDTH x 7.5" HEIGHT	TWO ONLY	\$300	\$ _____
FULL PAGE	4.25" WIDTH x 7.5" HEIGHT	EACH	\$100	\$ _____
HALF PAGE	4.25" WIDTH x 3.5" HEIGHT	EACH	\$ 60	\$ _____
QUARTER PAGE	4.25" WIDTH x 1.5" HEIGHT	EACH	\$ 40	\$ _____
BUSINESS CARD SIZE	3.5" WIDTH x 2" HEIGHT	EACH	\$ 20	\$ _____

ADS ARE ACCEPTED SUBJECT TO APPROVAL AND IN MOST ALL FORMATS. * Ads MUST BE RECEIVED WITH EXACT SAME CONTACT INFO AS TOP OF THIS REGISTRATION FORM, SO THEY CAN BE PROOFED & PAYMENT PROCESSED, OR THE Ad RECEIVED WILL **NOT BE PRINTED**. PRINTER WILL CONTACT YOU IF FORMAT PRESENTS A PROBLEM.

TOTAL PAYMENTS: \$ _____

If payment by check,
make payable to: **WCR**

Name on Credit Card _____

Address associated with Credit Card _____

Card# _____ Exp. Date _____

Name of WCR Contact Person _____

Three Digit Code on Back of Card: _____

Signature _____

THANK YOU FOR YOUR SUPPORT!! PAYMENT MUST ACCOMPANY THIS REGISTRATION FORM - SEND BOTH TO:

LETTY DeMAY, BUSINESS EXPO CHAIR

1258 PERDIZ LANE

St. Louis, MO 63026

FAX: 636-825-2211

FOR ADDITIONAL INFO CONTACT: LETTY DeMAY 314-324-5257 OR LDEMAY@AOL.COM REV 8-1-07

News from WCR National

ANNOUNCEMENT

New Webinar Program!

"10 Easy Steps to Business Planning" with Business Coach Joeann Fosslund, PMN September 12, 2007
Noon Eastern Time 11:00 a.m. Central Time 10:00 a.m.
Mountain Time 9:00 a.m. Pacific Time and Arizona. Free to National Women's Council members only.
Click on link to register <<http://www.realtor.org/wcrwealthreg.nsf/WebinarStart?OpenForm>>
Limited to 125 registrants.

Fall Recruitment Campaign/NEW MEMBER INCENTIVE!!!!

New members who join in November or December get these last two months of 2007 free. For example, if they join in November, they get 14 months for the price of 12. What a deal! Just complete applications beginning November 1 and the free months are automatically included!

Women's Council is the 12th Largest Professional Women's Organization in the US!!!

August 2 Meeting Recap by Letty DeMay

What a great meeting! Paul Prince with MARIS spoke to us regarding the changes in the MLS, both past and present. Having lived thru most of the information covered, it was very interesting to look back and realize how far things have come. There is new information on the horizon that will make our work as REALTORS more effective. Dennis Norman, President of SLAR, also spoke, focusing more on RPAC and how becoming more politically aware has an impact on our business. Some of the new legislation that was passed this year that will change

our way of doing business in the future, starting in January with the new Title Insurance Bill.



Can't find your ad? For only \$10 per issue, you can reach our WCR members and guests! Contact Newsletter Chair, Louise Wiedermann for more information: 636-675-0226, or LW@projektek.com

To Fulfill your dream, Call the "A Team"



Penny Angers, Sr. Loan Officer
Dave Angers, Loan Officer

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St. Louis, MO 63141

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Cell: (314) 504-4038
Fax: (314) 579-7836

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www.pulaskibankstl.com/pennyanddave.html



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Women's Council of REALTORS

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