

February 2007

Volume 3, Issue 1



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Metropolitan St. Louis Women's Council of Realtors

**The Ten Stupid Things
Really Smart REALTORS® Do
to Mess up Their Lives**

General Membership Meeting

**March 1, 2007
11:30—3:00**

**Terry Watson
National &
International
Speaker**

Terry's the "real thing." Still active in sales, Terry refuses to teach the traditional fare of yesteryears ago. He started his own family real estate business from scratch, Terry knows sales inside and out.

Terry is nationally and internationally known as an exceptional speaker. He is often the featured speaker for NATIONAL ASSOCIATION OF REALTORS® Annual and Midyear meetings and has taught several seminars overseas.

Terry Consistently & passionately delivers high-energy, interactive, & FUN programs. That's why students want him to come back – again and again.

To reserve your seat, contact:

PATRICE PUPILLO-FLESHMAN
Chair, Reservations/Hospitality

by 10 a.m. Tuesday,

February 27, 2006 or via email:

patrice.fleshman@gmacm.com, or

patrice.fleshman@charter.net or

call 314.812.4233.

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February Meeting Recap

Are you at risk in your daily business activities? Are you protecting yourself from potential criminals who would harm you? Commander A.J. Gwynn of the *Southern Crime Prevention Task Force*, asked Women's Council members and guests those very questions at our meeting on February 1.

While revealing sobering crime statistics and giving excerpts from personal interviews with convicted criminals, Mr. Gwynn emphasized that knowledge and prevention can keep all of us safer. He cautioned listeners to meet unknown customers at offices, make a copy of customer's drivers license and leave with someone at your

office before showing properties, be alert when entering and touring homes, put 911 on speed dial, never park where you can be blocked, and more. He demonstrated some of the protective tools available and generally increased our awareness of potential hazards.





President's Message

If you were asked what you want most in 2007, what would it be? Would success in your business be at the top of your list? If you answered "yes", you are in good company. All of us in the real estate industry are working towards success at varying levels.

Women's Council is available to help you achieve your business goals. Far from just a luncheon club, we want to be a business resource center for you. We can do that in several ways:

1. Provide a place where you gather monthly to network with other industry professionals and promote your particular business skills

- 2. Provide quality speakers to uplift, encourage, and educate you
- 3. Provide opportunities to develop leadership skills and encouragement to participate in your local Board
- 4. Give you a referral base that can grow your sales volume.

Good business is built on quality relationships, and you can find those with us. It's all about return on investment.

Give us some time and commitment and, in return, receive the support and services you need to grow and develop. If you have already achieved your success, think about mentoring those who are just beginning.

We promote personal success, professional influence and contributions to the community. You have a place—I hope to see you in it!

Best regards,
Jan Thomas, ABR
2007 President, Metropolitan St. Louis Chapter

Upcoming Meetings

March 8 Professional Standards Seminar, Capitol Plaza Hotel, Jefferson City. Contact Chris Woods at cwoods@stlrealtors.com

March 22 Educational Expo, St. Louis Association of REALTORS, 10:00 a.m.--2:00 p.m.

April 11 WCR State Meeting, Ritz Carleton, St. Louis, 8:00 a.m.—noon. MAR CE course "Legal Issues and Your Business". 2:00-5:00

April 19 WCR Joint meeting with St. Louis, St. Charles, and Jefferson County chapters. Ramada Inn at I-55 and Lindbergh

May 3 WCR General Membership Meeting, Sheraton Westport Chalet. Speaker Sharon Scott Moyer. Networking 11:00, Lunch 11:45

WCR Golf Tournament

Wednesday May 9, 2007

**Forest Park Golf Course
St. Louis, Missouri**



Registration and Box Lunch at 11:00am - Shotgun start 12:00 noon
All golfers should be checked in and ready to play by 11:30
Dinner and awards immediately following play

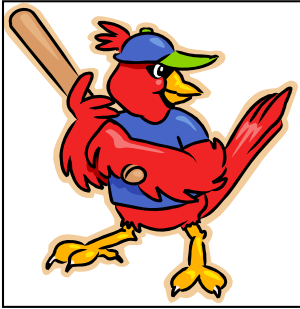
- \$ 85.00 per person
- \$ 340.00 per foursome
- \$ 25.00 Don't play golf? Join us for activities, Dinner, Silent Auction

\$85 includes box lunch, goodie bag, 18 holes of golf & cart, 2 drink tickets, awards program, dinner, door prizes and lots of FUN, FUN, FUN !

Sponsorships Still Available for Holes and Contests

Contact:
Steve Wyatt, Golf Chair, 314.220.9911, stevewyatt@kw.com, or
Maria West, Ways & Means Chair, 314.775.2745, mariawest@kw.com





WCR WINS WITH NEW MEMBERS- YOU MAY WIN CARDINAL TICKETS

WCR Committees

Ambassador and Affiliate Patrice Pupillo-Fleshman

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314-226-4009 or 314-812-4233
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While the St. Louis Cardinals are hard at work in Jupiter, Florida, preparing for another great season in St. Louis, Shelly Clark and Cardinal Surveying have stepped up to the plate to sponsor The Metropolitan St. Louis WCR Chapter Realtor Membership Contest. The Membership Committee has just announced the action plan for the contest which will run until March 21, 2007. Each time you sponsor a new Realtor

member, your name will be "caught" in a drawing. The more Realtor members that you sponsor, the more chances you have for the tickets. The contest winner will be announced at the April Membership Meeting.

Time is of essence in this contest. We are prepared to e-mail, fax or mail an application to you or your prospective member today. Your contacts for membership are Beale

Lilly Luebben, VP Membership, HMS Home Warranty, 314-406-3241, blilly@HMSnational.com or Jane Martin, Membership Chair, Coldwell Banker Gundaker, 314-808-5610, jmartin130@charter.net.

ARE YOU READY to help make our chapter the largest chapter in the state again this year? It will take a lot of team work.

Business/Technology Tip

Changes Due to New Daylight Savings Time

Due to the 2005 Energy Policy Act, the start and end dates for Daylight Savings time change this year, and there is a impact to Windows and Microsoft Office Outlook. The actual dates change to March 11, 2007 and November 4, 2007.

Changing the starting and ending dates of DST requires an update to Windows and Outlook. If you have an IT staff, it's most likely being taken care of by them. If not, there is both a Windows update to be downloaded, followed by an Outlook update. If you use a Windows-based PDA, there is an update to your PDA once you've done the first two.

Use this link: office.microsoft.com for more information about updating your Windows, Outlook, and PDA.





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