

July 2007

Volume 4, Issue 5



2007 Officers	
President	Jan Thomas Realty Executives West County
President Elect	Maria West Keller-Williams Realty Southwest
VP of Membership	Beale Lilly-Leubben HMS
Treasurer	David Fook RE/MAX Gold III
Secretary	Jeannine Clontz Accurate Business Ser- vices

Metropolitan St. Louis Women's Council of REALTORS®

August 2 The Future of MLS

Next Meeting—September 6

August 2, 2007
11:45—1:30

Speakers Dennis Norman, SLAR President & Paul Prince, MARIS "The Future of MLS"

Time:
11:00 a.m. Networking

11:45 a.m. Lunch, followed by the program

Place:
Sheraton Lakeside Chalet, Westport Plaza

Cost: \$15 for Reserved Lunches
\$20 For Reserved Guests

\$25 for Walk-ins

Space is limited; make your reservations by 10 a.m. Monday, July 30th with Patrice Pupillo-Fleshman by email: patrice.fleshman@ctxmort.com or call: 314-812-5499

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Business Expo

October 17, 2007
The Ameristar Casino
12 p.m.—6 p.m.
1260 South Main Street
St. Charles, MO 63301

- Networking
- Fun
- Extensive Advertising
- Fun

Join Us !

As an Exhibitor, you receive:

- One draped table in a 12'X10' or 16'X10' booth space
- Two chairs
- Prime booth location available
- Complimentary 1/4 page ad in our program
- Your company name displayed on signage at the EXPO Entrance
- Your company name

listed in upcoming WCR newsletter

For more information on attending or being an exhibitor, contact:
Letty DeMay, Expo Chair
314-324-5257
LDemay@aol.com

President's Message



I hope that you are having a wonderful summer! We have had some beautiful weather lately—the kind of days that make you glad to be alive and living in St. Louis!

I am glad to be a member of Metropolitan St. Louis's chapter of the Women's Council of REALTORS®! It is such an enhancement to my real estate business: I am constantly meeting new people to expand my resources for sales transactions; I am working closely with people who really are determined to make real estate a Profession; I am developing leadership skills; and I am constantly learning from our speakers ways to enhance my skills in pursuit of a successful business. And if those pluses were not enough, I have found many friends and developed relationships that make my life richer.

We need you, our chapter members and prospects, to be glad about Women's Council, too! It takes many dedicated hands spending volunteer hours to keep our chapter running. I want to especially thank all of you who work tirelessly to make our general meetings successful and who contribute the time and skills necessary to

keep us "running" as an organization.

I appreciate all of you who contribute in any way, and I would like to recognize these people especially this month:

Maria West, who contributes hours towards helping me with chapter duties and towards training to be your President next year.

Beale Luebben and Jane Martin, who promote, record, and encourage our membership tirelessly.

Jeannine Clontz, who takes the huge job of recording minutes at Board Meetings and makes sense of the process and who keeps volunteering to do more than her job requires.

David Fook, who keeps our treasury and reports regularly.

Sharon Wynn, who has faithfully participated in all our projects and committees and continues to contribute much as past President.

Barb Keathley, who not only is a State Women's Council Governor, but devotes time and energy towards working on a budget for us.

Letty DeMay and Mary McBride, past presidents of our chapter who continue to stay involved to mentor and guide us and

show us that Women's Council has long-term benefits!

Patrice Pupillo-Fleshman, who has organized and managed our Hospitality/Registration for the past two years and has made us the envy of other chapters with her systems and innovative ideas.

These are just a few of the many of you who contribute their time regularly. I will mention more of you next month.

Thanks to you all, and I hope that you will remember to promote Women's Council as you go about the business of your Business!

Best Regards,

Jan Thomas,
2007 Local Chapter President
Metropolitan St. Louis

Regional Conference August 16-17

St Charles, St. Louis and Jefferson County Women's Council of Realtors In conjunction with our Regional Conference

Presents:

Performance Management Network Class
"Harnessing the Power"

Presented by:
Ms. Peli Meyer

August 17, 2007
Embassy Suites
St. Charles, MO 63303
Registration begins at 8:15 on Aug 17th
Class starts at 9:00am – 4:30pm with a one hour lunch
To Register, call Leah Petras, 314-324-6601

Upcoming Meetings

July 12 St. Charles WCR Speaker
Kevin Courington, Courington Law Firm, "Want to stay out of real estate jail?" Contact scwcr@msn.com

July 26 Jeff County WCR
"Roads, Codes and Toads", Speaker Richard Mehdenhal, David's Banquet Center in Pevely, MO, just off Hwy 55. Contact Mary Carter, 636-931-4555

August 2 WCR General Membership Meeting SLAR President, Dennis Norman and Paul Prince, Maris, Speaking. Networking 11:00, Lunch 11:45

September 6 WCR General Membership Meeting To be Announced

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

For Everything, Turn, Turn, Turn...

WCR Committees

Ambassador and Affiliate

Patrice Pupillo-Fleshman

GMAC Mortgage Corp.
314-226-4009 or 314-812-4233
patrice.fleshman@gmacm.com

Alissa Moore

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636-734-2325
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Sharon Summers

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314-495-5852
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Carolyn Mantia

RE/MAX Results
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carolynmantia@remax.net

Ways & Means

Maria West

Keller Williams Realty Southwest
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Like every organization on the move, the wheels of Women's Council need strong movers to keep it going! If you know of someone who is a good leader or feel that you would be interested in being an officer for 2008, please contact Sharon Wynn, 2007 Nominating Chair, today at 314-800-8344. Interviews will begin during the first week of August. Don't be shy—Women's Council needs YOU! Positions available: Secretary, Treasurer, (those two may be held by National Affiliates), Vice-President of Membership and President-Elect (must be a REALTOR®). The current President-Elect of 2007 automatically moves to President for 2008.

President Elect: Must be a National WCR member and a REALTOR®

Vice President in Charge of Membership: Must be a National WCR member and a REALTOR®

Secretary: Must be a National WCR member

Treasurer: Must be a National WCR member

The election will take place at the October WCR membership meeting, officers will be installed in November and take office January 1, 2008. Job requirements are on line at both the National and State websites, www.wcr.org or www.mowcr.org. Send your nominations to Sharon Wynn, committee chair, Sharon@TheWynningTeam.com or call 314-800-8344.

www.stlwcr.org

Technology Tip of the Month



Most REALTORS are afraid of technology because they will freeze when they see words like.jpeg, HTML, wiki and ping. Ping...what the heck is a ping? If you are in this category then don't give up yet. Technology is changing our business very rapidly and the ones who adapt will be in it for the long haul. Secretaries need to be retrained every five years or will not have the same skill set in order to keep up with the work load of a fast paced environment. Real estate is no different. In most cases it is more competitive. Blogging is a new way to drive people to your real estate website, increase loyalty with consumers, and give the author the ability to create the tone and dialogue for its readers. Since a blog is a website journal that is written in reverse chronological order then the most recent post appears at the top. Bloggers are gaining more credibility as time passes on as long as the content is timely, useful, and recurs on a regular basis. Most bloggers rely on posting text and picture to the site. Text is ancient history, pictures were last year, podcasting is today, and video is the future. Ready to be different? Use video.

Contributed by Doug Devitre. Check out www.retechtraining.com.

empower^{ing} Members

Women's
Council of REALTORS®
Region III Conference
August 16 and 17, 2007
St. Charles, Missouri

Increase your Personal and Professional Potential
Return to your chapter with new skills to enhance member benefits
Great Speakers—Excellent Networking Opportunities
Share Your Great Ideas

Schedule of Events

August 16

- 2:00 Judy Moses, 2007 National President Women's Council of REALTORS®
3:00 Mary Alice Vinson and Her Team—Recruiting and Retention
4:00 Mike Scalise—"The Secret" to Empowerment
5:00–6:00 Networking
6:30 Dinner in Old St. Charles

August 17

- 9:00 Cynthia Shafer, Regional Vice President, Florida
10 Empowering Members
11 John Mayfield—Communication Skills

8:15 PMN Class Check In

9:00 PMN Class: "Harnessing the Power"
Taught by Pili Meyer

Noon

All Attendees Lunch Together
Judy Moses, 2007 National Women's Council President

Be prepared for surprise "Leaders" teaching other skills.

Registered Attendees are Eligible for Drawings:

2—\$150 PMN Scholarships
Terry Watson Presentation
Camera
Thumb Disc
And more...

Sponsors:

Great River Habitat Alliance
Missouri Association of REALTORS®
St. Louis Women's Council Chapter
St. Charles County Association of REALTORS®
St. Charles County Association of REALTORS®
Affiliates

Women's Council of REALTORS®—A Business Resource Center



Business Partners Wanted

Metropolitan St. Louis Women's Council needs \$ponsors to work with the chapter to promote and serve our membership! For your contributions, you can receive many benefits, including:

- Signage at our General Meetings
- Signage at all fund raising events
- Special Sponsor name badges
- Opportunities to greet attendees personally at the door
- Promotional materials on each table
- Leading the Pledge of Allegiance at the meeting
- Promotional advertising the month prior to the meeting
- Listing in Member Handbook and EXPO program



You can be a sponsor at \$100 to \$500 levels, and more! Why not make Women's Council a part of your advertising budget? Visit www.wcr.com today and click on Opportunities to participate!

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

RE/MAX
AN INDEPENDENT MEMBER BROKER

Carolyn Mantia
BROKER/COACH

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OFFICE: 314-894-8775
FAX: 314-894-4358

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www.pulaskibankstl.com/pennyanddave.html

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Jan Thomas
REALTY EXECUTIVES WEST COUNTY

Connecting the Pieces

Women's Council of REALTORS

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