

May 2007

Volume 3, Issue 4

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Metropolitan St. Louis Women's Council of Realtors

New I-64 Reconstruction Project and the Latest Revisions

June 7, 2007
11:45—1:30

Linda Wilson
MODOT Representative &
Rep. from Gateway
Constructors

Is the new highway 64
impacting your business?

Sellers wanting to sell to
avoid the perceived
construction hassles?
Buyers cautious to buy
near the work zones?

Never fear! Come join us
for a presentation that will
answer many of those
questions.

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. Tuesday, June 5th
with Patrice Pupillo-
Fleshman by email:
patrice.fleshman@gmacm.
com or call: 314-812-4233

**Thanks to our sponsor of
this event**

National City Mortgage

May Meeting Recap

When you hear the word
“tension”, you probably
think of another familiar
word—stress. But did you
know that “tension” is a
factor in why we buy
homes or make decisions
for other changes?

May's featured speaker,
Sharon Scott-Moyer of
MasterStream, gave us a
fact-packed overview of
how sales tension works to

move customers to the
point of purchase,
including insights about
change as the central
activity of the human
experience, and control as
the goal of every change.
Ms. Scott-Moyer revealed
that tension is the critical
ingredient which deter-
mines what changes will
be made and when these
changes will take place.
Using slides to illustrate

her points, Ms. Scott-
Moyer condensed an
afternoon seminar into a
two hour class as a special
benefit for Metropolitan St.
Louis Women's Council.
Many remember Ms. Scott-
Moyer's January 2006
Women's Council program
on Networking as out-
standing, and once again
she provided helpful
information to apply in daily
life.

President's Message

Attending a National meeting of Women's Council of REALTORS®, especially when it is in Washington, D. C., is an exciting event! Jeannine Clontz, Letty DeMay and I represented our chapter at last week's mid-year conference, which also coincided with the National Association of REALTORS®' mid-year meeting in Washington. It was an honor to be there among women from all over the country who are exemplary leaders and model entrepreneurs.

I am always amazed at the new ideas I get from these women and the learning that takes place when we share information. I am also amazed at how well our chapter does with its organization and programs offered to members when compared to others!

Elsewhere in this newsletter you will find the details of the awards received, and I am extremely proud of our chapter and the work done for these by all the members and

leaders of 2006. A special thanks to Sharon Wynn, 2006 local chapter president, and her governing board and committee members who made our distinction possible!

Summer often provides an opportunity to add some social activities to the work schedule. Please contact the St. Louis Association of REALTORS® to add your name to the list of attendees at the RPAC Auction to be held the evening of June 7 at the Chesterfield Doubletree. It is a time to enjoy food and friends, shop the auction items for special treats, and above all to support the efforts of our association to raise money for political action. What goes on in our state and national legislatures affects us all, whether it involves bills for small business insurance, loan reform, or any of the many issues that touch our daily lives.

I hope to see many of you at our June 7 luncheon meeting to learn more about the local highway construction scene, and at our

July 5 luncheon where St. Louis Association President Dennis Norman will be our guest speaker.

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

Upcoming Meetings

June 7 WCR General Membership Meeting, Sheraton Westport Chalet. Topic: MO-DOT Highway 40 Under Construction. Networking 11:00, Lunch 11:45

July 5 WCR General Membership Meeting SLAR President, Dennis Norman, Speaking

August 5 WCR General Membership Meeting Paul Prince, MARIS

September 6 WCR General Membership Meeting To be Announced

WCR Golf Tournament Huge Success!

Wednesday May 9, 2007

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



Our Chapter Wins Again!



On May 18, 2007, the National Women's Council of REALTORS® held its Annual Awards Banquet at the Capital Hilton Hotel in Washington, D. C. Awards were presented to the Chapters across the country achieving outstanding success with their 2006 Business Plan Compliance, Recruitment, and Member Retention. Chapters were judged within categories determined by the number of their members.

This year the Metropolitan St. Louis chapter fell into the MEGA chapter category, and within that category was awarded a **Gold Level Award for Chapter Excellence**, achieving over 200 points with its activities throughout the year 2006! Congratulations to Local Chapter President for 2006 Sharon Wynn and all the members and leaders for the year who worked so hard to make this award possible! St. Louis also won **Gold Level for 2005** in the LARGE chapter category under the leadership of Barb Keathley!

Adding to the excitement of the evening, the State of Missouri was awarded, for the second year in a row, **2006 State Chapter of the Year in the MEGA chapter category** with over 80% of the State's chapters receiving either a silver or gold excellence award!! Missouri definitely made its presence known again this year as those who attended the meeting accepted the awards on behalf of our members!

WCR Committees

Ambassador and Affiliate

Patrice Pupillo-Fleshman
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 patrice.fleshman@gmacm.com
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Awards, awards. Confused? Looking for more information to understand how these awards are won?

Check out the **Awards** section on the new WCR website

www.wcrstl.org



Our Past Presidents

Violet Roehrig	1971 & 1972
Vivian Osborne	1973
Patricia Weber	1974
Margaret Schewe	1975
Katherine Boles	1976
Emily Koch	1977
Georgia Cooke	1978
Gerry Steiner	1979
Marcella Loncaric	1980
Joan M. Bayer	1981
Cheryl Bomar	1982
Jan Birner	1983
Ellen O'Brien	1984
Mary McBride	1985
June Ayd	1986
Susan Thornbergy	1987
Cliff Moerschell	1988

Martha Loveridge	1989
Sandi Martin	1990
Brenda Wilmes	1991
Letty DeMay	1992
Marlene Hufmann	1993
Pat Blaisdell	1994
Laura Davis	1995
Audrey Wilkicki	1996
Judy Smalley	1997
Jane Martin	1998
Betty J. Finn	1999
Mary Lawton	2000
Karen Drayton-Fowlkes	2001
Karen Wolters	2002
Shirley Belt	2003
Janis Hammerschmidt	2004
Barb Keathley	2005
Sharon Wynn	2006

Women's Council of Realtors—A Great Find!

"Women's Council has been a great find for me. Not only does it get me connected with REALTORS (my niche), but building relationships with everyone through my volunteer efforts has been an added bonus. I truly LOVE the great speakers we've had this year, and what great insights it offers me on how to provide better services to fulfill the needs of REALTORS."

Jeannine Clontz
 Accurate Business Services
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Jeannine@Accbizsvcs.com
<http://www.Accbizsvcs.com>

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

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and affiliates


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Maureen Cunningham
314.972.1111



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