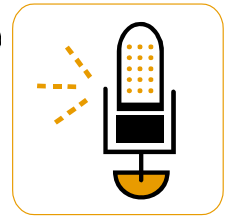


# Texas Chapter Connection

February 7, 2006  
Volume 1, Issue 1

## Women's Council of REALTORS®



## HOWDY FROM OUR PRESIDENT

### MISSION STATEMENT:

We are a community of Real Estate Professionals creating business opportunities, developing skills for the future and achieving individual potential for success.

Here we are, starting a new year with WCR. Our Local Chapter Presidents (LCPs) have attended their training in Chicago, and the Orientation in El Paso taught the basics of "The Book" to all who were able to attend. Now, meetings and programs are being planned along with fundraisers that will surpass last year's numbers. Membership goals have been set along with ideas to increase our retention. "Each one, reach one" is the battle cry across the state and nation!

If we could accomplish that goal – just think of the potential success our state and local chapters could attain. We would have more money to spend to send our leadership to state, regional and national meetings where they could take advantage of all the educational programs offered. Referrals would increase as we add to our circle of networking friends.

The programs offered around the state would focus on "notching it up" as the budget for education would increase. The level of leadership would rise as our members reach their individual potential.

Can this become a reality? Of course it can! We all need to "roll up our sleeves" and strategically plan how to accomplish these goals. Plan a Membership Orientation that will show potential and renewing members what the Women's Council of Realtors is all about. We must provide educational meetings that will improve our business. We must provide an arena for leadership growth and an atmosphere for referrals. If you know me at all, you know that I believe we must provide FUN and friendship to those who need it. We must show our members that we need them and their particular expertise to have a

successful chapter in 2006.

Remember, we need to be a trusted support system for our increasingly diverse profession. WCR will be the catalyst for individual growth and achievement through chapters that are positioned as the business resource in their Realtor communities. In 2006, we will succeed in our local WCR chapters which will help our Texas Chapter take its rightful place as #1 in the nation. Our membership goal this year is to have 1800+ members – please help make this dream come true. I challenge each and everyone of our WCR members to do their part so that **EACH ONE will REACH ONE!**

*Carol Reynolds*

Texas Chapter President  
[creynolds@elp.rr.com](mailto:creynolds@elp.rr.com)

### Individual Highlights

TREC HAPPENINGS	2
Message from 2004 Member of the Year	3
Message from the 2004 Affiliate of the Year	3
Managing WCR as a Lifestyle	4
Membership News	5
Region C Rocks!	5
Chapter Milestones	6
Upcoming Events	6



## Technology Tip

### Auto responders.

Have you ever received an e-mail message from someone telling you that they are "on vacation" or "out of the office?" This functionality can also be used to help you market listings and to differentiate yourself from your competition at listing appointments. Generically known as an "auto responder," this functionality can be used to provide information about your listings to interested parties.

Step 1: Create an informational piece on your listing, including school, shopping, historical, physical, transportation information, etc.

Step 2: Obtain an "Server Side Auto responder" from your e-mail host. Why server side? Because it is available

24/7/365.

Step 3: Load the informational piece into the Auto responder.  
Step 4: Assign an e-mail address to the auto responder such as [AddressOfTheProperty@YourDomain.com](mailto:AddressOfTheProperty@YourDomain.com)  
Step 5: Tell the seller to distribute the e-mail address to everyone they know.  
Step 6: Advertise the e-mail address in all your ads..."For more info on this property, send an e-mail to [AddressOfTheProperty@YourName.com](mailto:AddressOfTheProperty@YourName.com)

When interested parties ask for the information, you obtain their e-mail address and because they were interested in the advertised property, they may also be interested in other properties like the one to which

they responded.

Use Key Stroke Combinations to save time:

Control S - Save  
Control C - Copy  
Control X - Cut  
Control V - Paste  
Control Z - Undo

For more information on the use of e-mail in your real estate business, sign up for e-PRO today.

Saul Klein  
President, Internet Crusade  
For info on auto responders, send a blank e-mail to:  
[ARInfo@InternetCrusade.com](mailto:ARInfo@InternetCrusade.com)  
An auto responder on auto responders

## TREC HAPPENINGS

### TREC Report, December 2005

The most interesting thing to happen at this month's meeting was a motion brought by Dick Hargis, an attorney from Houston, for a client whose license had been revoked. I learned that the ONLY basis for a rehearing is if the initial proceedings had been flawed, i.e. the judge had done something wrong, the client had not been advised of their rights, etc. Since we found no fault with the initial hearing, the motion for rehearing was denied. Then a motion was presented to modify the original sentence which had been the revocation. The motion was that the licensee be placed in a probationary status for five years (the length of the community service which had not been disclosed), that written reports be made to TREC every six months by the respondent and the sponsoring broker. While the erstwhile licensee could speak, the broker could not. No NEW evidence could be presented. No NEW witnesses could be called. Mr. Hargis, an attorney of well known repute, was impassioned in his plea. TREC staff made it abundantly clear that the initial investigation had been well done and they opposed the motion for a lighter sentence. The vote was split, 3 to 3 (I opposed the lighter sentence). At a hearing, the Chairman (John Walton of Lubbock) gives the chair to one of the Attorneys on the Commission, and Mr. Thorburn, our able administrator, leaves the dais. So our attorney-chair had to cast the deciding vote. He also upheld the revocation of license. This person may immediately reapply, never fear, and bring all the character witnesses desired.

The licensee had not thought to bring counsel or sponsoring broker to the hearing. The licensee did not understand the gravity of the situation. A word to the wise: if you are up for a hearing and sincerely feel you should be vindicated, excused, forgiven, or whatever, hire an attorney and take your sponsoring broker!!

The next most useful thing to all of us was that we approved the changes that the Broker-Lawyer Committee has proposed. There are some really noticeable changes to the survey, earnest money, and option fee paragraphs. There are MANY changes, such as the effective date is now bolded so we won't be so likely to forget to date the contracts, and the initials are removed from the signature page. Hooray!! Final approval will be at the February meeting unless substantive controversy arises from your comments until then. Be sure and get these proposed changes from your broker and study them. Make comments if you feel strongly one way or another. These are living documents, you know!

We renewed the emergency rules giving relief on education to those affected by natural disasters.

Real Estate Inspectors have been trying to rewrite their Standards of Practice for some time now. At issue has been the referral fees paid by other service providers to inspectors for referrals. RESPA has now decreed that inspectors themselves are service providers. It is, therefore, assumed that an inspector may receive a fee for referring a security company, a contractor, etc. Real Estate Licensees may NOT be paid by inspectors. Work is on going on SOP. John Cahill informed us that 27 more states have begun to regulate inspections and SOP's vary widely. A problem with getting the Inspector Committee together to accomplish this needed update is that there is no compensation for their travel, no per diem, no hotel rebate. They all volunteer of their time, money, and expertise. The Attorney General was asked if they could hold teleconferences but they fall under the Open Meetings Act and their meetings must be timely posted and held in a public venue.

Our numbers continue to grow with nearly TEN THOUSAND new real estate licensees more than the same time last year. There is an increase of 800 inspectors, as well. In all, TREC oversees 144,232 licensees of one kind or another. The pre-licensure education requirements for salespersons will change on January 1, 2006 in that in order to apply, the applicant must have 150 core and 60 related (or core) for a total of 210 hours. Then, by the end of the first year, they will need to complete an additional 60 core hours. Then will then go under MCE requirements.

The Sunset Committee is at every meeting, now, like hawks looking for a meal. I hope, instead, they are hearing validation for our constant requests for more staff. The workload increases daily and we have a marvelous staff, stretched too thin. Complaints were up to 465 October from 393 in September. 373 complaints were closed but we had 1089 open at the end of the month; testimony for the need for additional staff. In FY 05, which ended August 31, a total of 29,274 transcripts were evaluated. Already in FY 06, 8679 transcripts have been evaluated; more testimony! First time pass rate is still hovering around 50% on exams taken. Renewals on-line are growing in the real estate licensee ranks but those Inspectors need to get on the stick!

Mr. Thorburn informed us that Texas Savings and Mortgage Lenders are forming a coalition with Title Personnel and Appraisers to investigate mortgage fraud, which is becoming rampant. They tell us not only is a mortgage lender usually involved, but also an appraiser, and a real estate licensee.

The TREC web site has been winning some awards, and gets over 2 million page hits a month. TREC has over one hundred thousand email addresses in its data base, which means, interestingly, that there are 39000 real estate licensees who do NOT provide email addresses. Only three in 10 licenses are renewed over the Internet while 2/3<sup>rd</sup> of original applications are sent in electronically. I cannot urge you too strongly to renew your license online and instruct your agents to do so as well. You will save TREC time and money, meaning you save the state, meaning you save yourselves!

TREC oversees real estate education providers and MCE instructors. At the end of FY0, there were 42 core education providers and 160 MCE providers. At the end of 05, there were 51 approved providers of pre-licensure education and 236 approved continuing education providers.

Finally, TREC collected \$17,999,820 in monies, kept \$3,941,577, and returned \$2,518,178 to the State of Texas General Fund! We deposited \$441,584 to the Recovery Fund, which has paid out \$9,000,000 in its 30 year existence.

I always think I don't really have anything to tell you. I just intend to tell you the "interesting" stuff. But, gosh, to me, it is ALL interesting, and I just don't know where to stop! So, now I will stop!

At your service,

**Elizabeth Leal, ABR, CRS, GRI, LTG, PMN, SRES**  
TREC Commissioner - 2003 Texas WCR Member of the Year  
El Paso Chapter  
Broker Associate, Coldwell Banker deWetter Hovious  
915.590.5148 915.820.9011 www.elizabethleal.com

## Message from 2004 Member of the Year

### Member of the Year is an Honor...

As I sat in awe of the Members of the Year that came before me - I wondered - how can they give so much of themselves, their time and talents to WCR and keep their family life, career and sanity all at the same time. WCR is an organization that one gives to - not because they are striving to reach the mark as Member of the Year, but because it is an organization so worthy of giving all that you can and then some. The honor of receiving Member of the Year is a by-product of what one gives.

Where does one start on their journey of this Member of the Year Award? It starts in your heart. The love of this organization is like the love of the industry we serve. Real estate is a most rewarding career. Where else can one affect the lives of people in such a significant way? So we start with the love of people. Then we get involved in WCR to expand our love for people and to continue our education as well as to network with like-minded and spirited

people. WCR members are knowledge based individuals who yearn for more and their experiences are valuable and the best part of WCR is the members are willing to share all that they have and know with any other member.

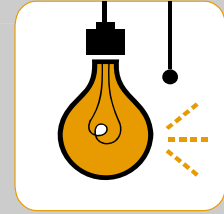
Along the way - people ask - what can we do to help? What can we do to help you with your committee? Or to become a local, state officer or oh my - gosh a national officer. And, it is primarily due to their involvement in your membership that you give all you can to the organization that gives to you. All of the sudden because you are who you are - you are escalated for a moment in time when you are the honoree as the Member of the Year. Personally this has been a pinnacle of my career. However, I want to give due credit as I did not go it alone or without help from a lot of members. Those who offer the most assistance to us are our mentors our peers and Affiliates. If I started naming names the Newsletter committee would leave out my article! You know who you are as I have verbalized my thanks

and gratitude to you repeatedly. Without their hard work and dedication to make things happen in our organization absolutely nothing would happen.

Hand in hand with Member of the Year now comes Affiliate of the Year. These dedicated individuals are hard working, dedicated and giving of their time and talent and it has truly been an honor for me to be associated with David Burton 2004 Affiliate of the Year!

May each of you aspire to give more to WCR Texas Chapter so it may assist you in going further in the organization than you ever dreamed possible. The benefits far out way the sacrifice of your time. Dedication and commitment to WCR will add to your bottom line in referrals, knowledge and a deeper understanding and appreciation of our members, your membership.

As always,  
**Marti Patinson**  
[Marti@MartIP.com](mailto:Marti@MartIP.com)  
 2004 WCR TX Member of the Year



### TEXAS STATE MEMBERS OF THE YEAR

**2004**  
**MARTI PATINSON-SUGAR LAND**  
 2003  
 ELIZABETH LEAL-EL PASO  
 2002  
 JO ANN STEVENS-MISSOURI CITY  
 2001  
 SANDY MILLER-SAN ANTONIO  
 2000  
 PAT FARRELL-SAN ANTONIO  
 1999  
 CAROLYN WYCKOFF-Granite Shoals  
 1998  
 FRANKIE JEFFERSON-Houston  
 1997  
 DAPHNE HAMILTON-EI Paso  
 1996  
 KATHERINE SPEAIRS-EI Paso  
 1995  
 MARILYN BURT-Houston  
 1994  
 KATHY STONE  
 1993  
 KAY PRYOR  
 1992  
 DOROTHY "DOT" BEARD  
 1991  
 "PETEY" PARKER - FITE  
 1990  
 KATHREN T. COLEMAN  
 1989  
 VIRGINIA E. COOK  
 1988  
 JOAN DEAL  
 1986  
 ROSANNA J. SUMNER  
 1985  
 FLORENCE "POSIE" WILLIS  
 1984  
 VENELL Mc QUATTERS  
 1983  
 DELLA DUNN WIESEN  
 1982  
 BETH CARTER  
 1981  
 BESSIE LYNN EVANS  
 1980  
 LORRAINE FRANZ  
 1979  
 AMATINE CHEEVES  
 1978  
 EMMADEAN BERRY  
 1977  
 VERA Mc CARTY  
 1976  
 MARY C. GAY

### TEXAS STATE PAST AFFILIATES OF THE YEAR

Patty Haug-Georgetown  
 2001  
 Hilda Garcia-San Antonio  
 2002  
 Rita Santamaria-Houston  
 2003  
 Carol Reynolds-EI Paso  
 2004  
**David Burton-Austin**

## Message from 2004 Affiliate of the Year

### Affiliates the other members...

When you honor people, you are of course, giving a form of recognizing to the people being honored. But, in a very real sense, it is the rest of us who are being honored by their presence, participation and by their contribution to the organization. It is true that honors and awards like these not only recognize individual excellence but recognize the examples set by the people being honored in the value we attach to the activity of volunteerism. And I know I speak for all who have been honored by these accolades in saying that as we celebrate our public service, we celebrate the public service of the many affiliate members who are proud to be able to say that they are members of the Women's Council of Realtors.

We all know that the success of our organization depends in part on those who get their pictures taken. But it depends equally on those who commit selfishly and work behind the scenes. In 2000 WCR Texas chapter began recognizing its affiliate members who stood out in their service and contributions on the state level.

What an honor to stand in the company of the past recipients. It truly means so much to have the REALTOR® members, that we serve next to and stand proudly with, recognize the contributions and hard work of the affiliate members.

WCR members are willing to share their knowledge and experience and all it takes to receive these lessons is a time

commitment. WCR provides its members education, leads, business referrals and even a few jobs. All you have to do is get involved. WCR is not unlike the favorite teacher from your past who said "I will help you. Not do it for you". Like anything in life you get out of it what you're willing to put in; with WCR putting in a little time and energy can change your life.

The 2005 WCR Affiliate of the Year Recipient recognized the importance of service early on she... (To be continued at Mid-Year Meeting in Austin)

By:  
**David Burton**  
 2004 WCR Texas Chapter  
 Affiliate of Year  
 360training  
[david.burton@360training.com](mailto:david.burton@360training.com)



*“Share your vision  
and goals with your  
team....”*



## **MANAGING W.C.R. AS A LIFESTYLE**

Valuable advice to the members from an immediate past local chapter president...

As Women's Council of Realtors' 2005 President, I served on five Texas Association of Realtors' committees, Regional T.A.R. Representative for region 15, N.A.R. Director, realtor of the year committee for the Austin Board and also awards committee, and I had a record year for sales in real estate. Now that was an opportunity! In other words, as Austin's 2005 Chapter President, I can testify to what it took to juggle my volunteerism, business, and personal life.

The first key element for achieving this task is to develop or have a very positive attitude. As one moves forward thru the W.C.R. year, adversities will occur. You need to lead and remember that not all great minds think alike. There will be time when you will wake up in the middle of the night or morning and ask yourself why you volunteered. This is very normal and there is no prescription or over the counter pill to take for this thought. Get use to it! I feel the key to balancing your volunteerism is good planning and not deviating too much from that plan. Steady personal business and a supportive family are both catalysis for having a great year. Your year should begin with good planning and it is important to have a vision with goals setup up for your year. Once they are in place do not deviate too much from them. This will allow you to keep focus on reaching your goals for the year. In other words, do not

add anymore task than are already planned unless they contribute what you already have in place. Share your vision and goals with your team...absolutely be clear on a regular basis of what these are. Get to know your team. Their likes and dislikes. This becomes important when juggling all your tasks throughout the year. Create partnership with them and you will be surprised how many obstacles can be overcome with you bonding with them. As a leader, be up front and honest. If there is something you are not sure of, tell them you will get an answer shortly and I mean shortly. Do not wait till the next meeting. E-mail is great! Your team will like your promptness to take care of their questions. W.C.R. provides great support from your State President, Governor, District V.P. and past presidents that will mentor you. Use them! Do not be proud; they can become a great mentor and a valuable asset to you personally and professionally. W.C.R. takes time, but balance your business so as not to suffer at the end of your year financially. Do W.C.R. a little every day and work hard on your business every day. Those two go hand in hand! I have found that my Board work, T.A.R. and W.C.R. all have opportunities in common. They all work to provide realtors opportunities to network and I do take advantage of the networking for referrals.

Why not? You spend your money and time at these events; you better make the best of this time business wise. For me, it has paid off and it will for you. Just keep that business mind about yourself. This becomes another part of balance. Family life can become challenging. Since most of us take our volunteerism home with us, our spouses have to hear about our day...whether they like it or not. Be kind to your spouse about how much information you share with them. Most perceived issues will usually and remarkably go away, so do not burden them too much. If possible, invite them to one of your functions. They will not only enjoy what you contribute to W.C.R. but have a much better understanding of what we are all about when you come home at night. Finally, take care of your health...do I need to say more? Have a Great Year!

**Joe R. Stewart**  
CRS, ABR, GRI

*WCR Austin Chapter  
Past President*

Realty World of Westlake  
512-330-9292 direct  
goodmove4u@aol.com

## Membership News

At the end of 2005 many of you went to get the mail and discovered a letter from WCR National asking you to renew your membership for 2006. Since you are reading this article most of you probably did the same thing I did and immediately paid your invoice and sent it off to National. I could never think of not being a member of WCR. Think about this! Is this how all your members feel? As your members set out to make their business plans for 2006 did it include WCR? It is all of our jobs to make sure it did!

I know that many of your chapters are hard at work working on your membership goals you have set for 2006. I have spoken too many of you and I am proud to say that we have some amazing goals set this year that I just know we are going to exceed. We need to remember though that

membership is not only about recruiting new members but also about touching the ones we already have and reminding them of all the benefits of WCR. We need them to feel as passionately about this organization as we do, so we need to show them how we fit into their business plan. Now is the time to take action! Remember that the end of the first quarter is the drop date for renewal.

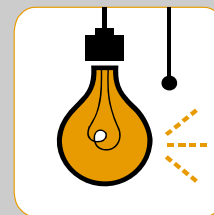
Have each of you reached out to a WCR member today? As our very own National President, Gail Harnett, said "Each One Reach One." May I challenge each of you to call or write a member in your chapter and let them know how much you appreciate their membership. We all get busy and it is easy to forget that we need to reach every one of our members. May you be the one to start

this chain reaction in your chapter.

Our Membership Committee Meeting is set for February 10<sup>th</sup> at 2 p.m. at the Hyatt Hotel. I would like to ask each of you to join the membership team for 2006 as we set out to "Rally the Troops." We will be unveiling our 2006 Membership Campaign along with what exciting prizes could be awarded to your chapter for both membership retention and new members. Be there to hear the news!

If you ever have any questions about membership please do not hesitate to give me a call at 214-987-3131

**Ronda Husselman**  
Business Development  
**North American  
Title Company**  
Dallas Chapter WCR  
8100 Lomo Alto, Suite 100  
Dallas, Texas 75225  
214-987-3131



*National President, Gail*

*Harnett, said "Each One*

*Reach One." May I*

*challenge each of you to*

*call or write a member in*

*your chapter and let them*

*know how much you*

*appreciate their*

*membership."*

## AREA C ROCKS ATTENDEES!

January 26 was a rockin' day for 270 attendees, at the District Meeting for Area C, held in Houston. State President Carol Reynolds set the tone, singing "We will, we will ROCK YOU!", and congratulated Area C on a very successful planned & executed event!

All of our State Officers were in attendance & offered some great inspiration & information for everyone there. Speaker Kathie Turner delivered a very inspiring program, encouraging everyone to "never abandon your talent or surrender your dream".

The Area C Chapters involved managed to obtain 8 advertisers so that everyone attended the meeting for FREE, MEMBERS & GUESTS (what a great way to help with recruiting)! At least 25 door prizes were given, and goody bags were also given to everyone attending. The 50/50 winner got over \$350!

The combined efforts of the LCP's & Chapters in Area C really came together for the meeting. The attendance was nothing less than awesome, thanks to the hard work of all of the Chapters involved. Offering the meeting FREE definitely

required a group effort to pull it all together.

What an unbelievable event & a great day for WCR Houston area!

### LCPs Area C

Bay Area - Bob Trask  
Ft Bend - Christine Roberts  
Golden Triangle - Dana Johnson  
Greater W Houston - Anita Reed  
Houston - Kenya Burrell  
Houston 1960 - Deborah Spangler  
Lake Houston - Michael Clapp  
Montgomery County - Sharon Eddings

**Sharon Eddings**  
LCP Montgomery County Chapter  
[seddings@cox.net](mailto:seddings@cox.net)

## 2006 LEADERSHIP



President

**Carol Reynolds**  
GRI, LTG, PMN  
Edco Properties  
9831 Monaco  
El Paso, TX 79925  
Phone: 915-637-1637  
[creynolds@elp.rr.com](mailto:creynolds@elp.rr.com)



President-Elect

**Linda Sheinall**  
LTG, PMN  
Coldwell Banker United  
4920 Seawall Blvd. Ste. A  
Galveston, TX 77551  
Office 409-740-4040  
[Galveston@ColdwellBanker.com](mailto:Galveston@ColdwellBanker.com)



Secretary

**MaryAnn Jeffers**  
CRS, GRI, LTG, ePro, PMN  
Waterfield Financial Corp/Century21  
Manor Realty  
110 Cortes Dr.  
Universal City, TX 78148  
Office: 877-456-4629  
[maryje@waterfield.com](mailto:maryje@waterfield.com)



Immediate Past  
President

**Charlene Lambert**  
ABR, CRS, GRI, LTG  
Coldwell Banker United  
2170 Buckthorne Place #100  
The Woodlands, TX 77380  
Phone: 281-363-2500  
[Charlene@LambertTeam.com](mailto:Charlene@LambertTeam.com)

**We're on the Web!**

[www.WCRTexasChapter.org](http://www.WCRTexasChapter.org)

## ARTICLES AND NEWS NEEDED...

If you would like to contribute an article, have a topic you would like for us to feature or if you have any news to be included PLEASE take the time to email it to me. We would like to have a great variety.

### WCR TEXAS CHAPTER NEWSLETTER CHAIR

**Shannon Harris**

TopGuns Realty on Lake Conroe  
Montgomery County Chapter  
18420 HWY 105 West  
Montgomery, Tx. 77356  
**936-441-6808 mobile**  
[Shannon@ShannonHarris.com](mailto:Shannon@ShannonHarris.com)

Printing provided by:



**David Burton**  
[david.burton@360training.com](mailto:david.burton@360training.com)  
Phone: 512-507-6382

### CELEBRATING MILESTONES THIS YEAR...

**5 yrs. old**

- DFW Metro Chapter

**20 yrs. old**

- FT. Bend County Chapter  
- Henderson County Chapter  
- Midland Chapter

**25 Years Old**

- Brownsville Chapter  
- San Jacinto Chapter

**45 Years Old**

- Ft. Worth Chapter

... OLDER & WISER

## Upcoming Events

- **February 10-11, 2006 TAR/WCR Spring Meetings in Austin** -WCR Education Courses- WCR Governing Board & General Meetings
- **May 18-21, 2006- NAR/WCR Mid-Year Meetings in WASHINGTON, D.C.** at the Capitol Hilton Hotel
- **July 13-16, 2006- WCR Tri-Regional Conference(Regions I, VII & IX),Myrtle Beach, SC**
- **August 4-6, 2006- WCR Leadership Academy in Chicago- LCP's-Elect ONLY**
- **September 13-14, 2006- TAR/WCR Fall Meetings in Arlington**
- **October 18-22, 2006- WCR State Leadership Orientation**, for all Local Chapter Officers & Committee Chairs, Location TBA
- **November 8-12, 2006 - NAR/WCR National Conference in New Orleans**, (Location tentatively scheduled) at the New Orleans Marriott