



MISSION STATEMENT: We are a network of successful Realtors empowering women to exercise their potential as entrepreneurs and industry leaders.

You can download the new WCR logo at www.wcr.org



Florence Terrell, 2006 Member of the Year, Tosses Hat in the Ring for National office

"So I come before you today to tell you a little bit about me personally and how I really appreciate the opportunities afforded me through my membership in WCR."

Born and raised in New Orleans, Louisiana with six brothers and one sister, I learned to negotiate with my siblings to get chores done, to get the last piece of my favorite cake, and to convince my sister to quietly open the door for me when I stayed out past my curfew.

I believe leadership positions were a part of the plan for me. All through school, I served on the student council and different committees. Joining Women's Council of REALTORS® changed the course of my life. As I gradually became involved, my effectiveness as a REALTOR® and now, owner of a company, has steadily increased. And after serving in several leadership positions, my capacities as a leader began developing beyond my expectations and allowed me to serve in positions that I never dreamed of as a little girl. When I reflect on how much WCR has to offer its members and our

industry as a whole, it allows me to keep that mission alive and well, and to share it with as many as possible.

Max Lucado says "You are it, and if you aren't you, we don't get you. We each have one shot at seeing you shine. You offer a gift to society that no one else brings. **If you don't bring it, it won't be brought.**" With that thought in mind:

I bring to you my promise to represent you with honesty and integrity.

I bring to you my promise to commit my time and efforts to this organization

I bring to you my promise to share experiences & ideas

These promises will find me working hard to continue to empower members to improve governance, leadership skills and to develop larger, future WCR leadership pools for local, state and national levels. It goes without saying that, in the future, WCR will be an even more powerful force in our industry and other women's organizations around the country than it is today .

I bring to you a positive attitude and **vision** for the future of our organization. **My vision** sees an increase in the overall average income of our members through our wealth building summits.

My vision sees us as an inclusive organization building on the talents, thoughts and abilities of all our members. **My vision** sees us growing in diversity of membership and learning from each other's ethnicities....which will carry us further into the international world.

According to John Maxwell, "Adversity is a crossroad which makes a person choose one of two paths; character or compromise. Every time leaders choose character, they become stronger, even if that choice brings negative consequences."

I bring to you strength of character and promise to work along side the other line officers to fulfill the Mission and Vision of our organization.

Today, **I am tossing my hat in the ring**, asking for your support and the opportunity to serve.

Remember...vote for **Florence Terrell as your 2008 Financial Secretary.**"

Ft Worth Wins 2nd Place in National Contest



Past President Rebecca Carlson and LCP Pat Quick of Fort Worth Chapter

Much excitement was heard when the Fort Worth Chapter was announced as [the 2nd place winner in the small chapter category for the National recruitment contest](#). Our chapter has experienced many highs and lows in the 45 years of its existence, but perseverance and sheer determination are attributed to our current rise in membership. Another reason for our success is that we try to treat every member as if they were a customer. The old saying "It's all about the customer" is translated into "It's all about the member" and we address this at every

monthly Governing Board meeting. We ask the question, "Is there anything else we can do to increase the SERVICE to our members?" At just about every GB meeting there is always a fresh idea that comes from that thought and we work to implement it as soon as possible. Members are like customers; they are a precious commodity.

Also, we would like to give a special thank you to the Presidents of the chapters that surround Fort Worth - [Dana Cottingame](#), [VaLois Hounsel](#), [Dawn Jordan](#)-

[Wells](#), [Donna Posey](#) and [Kristen Wall-McPhail](#). They have been an inspiration and a tremendous support to our chapter. When our chapter was stumbling with hard times, they picked us up and carried us until we could walk on our own. As larger chapters, many times they would help us to understand procedures, or give us an idea that would help us overcome obstacles which ultimately helped grow our chapter to the success it enjoys today. They have been a shining example of the love and support that runs deep within the WCR family.
[Pat Quick](#), LCP
Fort Worth Chapter

Texas Chapters
Receive National
Recognition in
Chapter Contest

**Congratulations
to Hill Country
(Large) Chapter
for receiving 3rd
place in nation
for Retention and
to Ft Worth
(Small) Chapter
for achieving 2nd
place in nation
for Recruitment.**



[Carol Reynolds](#), Region IX VP, [Ronda Husselman](#), 2006 Affiliate of the Year and [Florence Terrell](#), (sans chapeau) 2006 member of the year at the Last (?) Regional Conference

“It’s not called net-sit or net-eat, it’s called Net-Work”

-Shelly Howlett,

Executive Director,
BNI, DFW

Elizabeth Leal,
TREC
Commissioner
is shown
networking at
Mldyear



Weathering a Slow Market **Shelly Howlett, BNI**

Here’s a great idea for weathering a downturn in the market: **Refuse to participate in it!**

While many people decide to slack off on their marketing efforts when business is slow, you should intensify your networking efforts! Referrals can keep your business alive and well during an economic downturn.

Follow these **five tips** to make this your best year

Diversify your networks. You need breadth and depth. Participate in different kinds of groups.

Learn how to work the meetings you attend. It’s not called net-sit or net-eat, it’s called **Net-WORK**. Learn networking systems and techniques that apply to the different kinds of organizations you attend.

Prepare effective introductions and presentations to give to other business people at networking events and

meetings.

Develop your Contact Spheres – these are groups of business professionals who have a symbiotic or compatible, noncompetitive relationship with you.

Most importantly, understand that now is the time to focus on **training your referral partners** on what you need to help you succeed!

Don’t let a bad economy be your excuse for failure.

TREC Report – Stricter Licensing

Proprietary schools or programs must establish that at least **55%** of the graduates pass the licensing exam the **first** time the exam is taken before the school can renew its accreditation for an additional two year period. A person whose license has been expired for 90 days or less may “late renew” by paying a fee of **1.5 times the required** renewal fee. If the license has been expired for more than 90

days- but less than one year – the renewal fee paid is **2 times the** renewal fee. For those persons whose license has been expired for one year or more, the person may not “late renew” but must **retake** the examination and comply with all other requirements for obtaining an original license. A person who takes an online mandatory continuing education course may not complete the

course in less than 24 hours. The commission is permitted to impose an administrative penalty and to impose other disciplinary action – such as suspension or revocation – in a single enforcement procedure. THE AMOUNT OF AN ADMINISTRATIVE PENALTY IS INCREASED TO **\$5,000 PER VIOLATION**.

Article taken from a report submitted by Elizabeth Leal, TREC Commissioner.

To receive a full TREC report, email Elizabeth at elead@elp.rr.com

Be a Perfect 10 Membership Contest

David Burton, our 2007 State Membership Chair has announced the **Perfect 10** Membership Contest for all Texas State Chapters. **Beginning June 25 until August 31**, chapters are

encouraged to recruit at least **10** new Realtor Members . All chapters achieving the perfect 10 goal will be treated to a private reception **AKA a Party!!!** at the state meeting in Galveston. There are other prizes for

the chapters and Areas with the most new realtor members. Please contact David at david.burton@5starex.com for complete details.



Chapter Events Across Texas

July

13- Around the World in 80 Days- Ft Worth Chapter Membership Drive begins. Grand Prize : A Cruise valued at \$1000.00

19 – PMN Class At Home with Diversity Ellen Roylance, instructor. Montgomery County Chapter, Houston 1960 Chapter, Greater West Houston Chapters.

September

12 – PMN class Effective Negotiating hosted by Dallas Metro East and Collin County Chapter

For more details on these events, links to the local Chapter websites are available on our state

website. If your chapter has an event or class that you would like to promote, please email Sylvia@sylviaSeabolt.com We are especially in need of promoting your PMN classes to the general membership. For a complete list of PMN classes across the state, check out our state Website.



By-Laws Revision Hot Topic at Mid- Year Meeting



In March 2007 all of our National members should have received a copy of the Women's Council of Realtors magazine, *Connections*. Some of you may have taken the time to read the articles and others of you may have set it aside for another time to read because of your busy schedule. I would like to suggest that if you did not have an opportunity to read the magazine you go back and look at it now. About halfway through the magazine there were 2

entire pages dedicated to **Proposed Amendments to the Bylaws** that would be voted on at the mid year meeting in Washington, D.C. While I am the first to agree that change is often necessary for growth, I personally had a lot of questions about what National was trying to accomplish. What was their vision? I agreed with some of the changes but there were several changes I just was not sold on. I was sure that since the vote would be taking place in Washington, D.C. I would hear from National myself about these proposed amendments and feel more comfortable about where we were going as an organization. Although I was not a voting member I wanted to stay informed on the issues.

As I packed my bags for

Washington, D.C., I made sure to write down all the questions I had about the Proposed Amendments to the Bylaws and make sure I understood what National's stance was on these. Just publishing these changes and thinking that would be enough was not going to cut it. I was waiting for an explanation about why these changes needed to take place. **I needed National to convince me that our organization needed to change at all levels with less members involved.**

To read the rest of this article and see a thorough explanation of the bylaws changes and what transpired you can go to [BYLAWS REVISION](#)

Thanks to author Ronda Husselman, our 2006 Affiliate of the Year, shown at left.



News from Regional

Region IX chapters from Texas, Colorado, Louisiana, and even Massachusetts (our esteemed National President, Judy Moses) came together in Austin June 15 – 17 for our last Regional Conference. **Carol Reynolds, our Region IV VP,** introduced our guest speaker, **Charlotte Stallings.** Ms. Stallings “**What do you Bring to the Table**” was very well received and included interaction from the membership. She posed a thought provoking question:

What has to happen in your chapter in the next 3 years for you to be happy with it? She also had the audience pose this of their personal life. She spoke of the choices that successful people make, and challenged us to choose our own success. You will be able to see details regarding Charlotte Stallings and how to acquire her as a speaker in your chapter in the *Speaker Bureau* section of our State Website, thanks to **Pat Farrell,** shown left with Ms. Stallings.

Upcoming Events

July 13-15 Women’s Wealth Building Summit, Newport Beach CA.

August 4th - 5th - Leadership Academy - (Presidents-elect) – Chicago

August 31 – Deadline for Perfect 10 Membership Contest

September 7th - 11th WCR/TAR Fall Meeting – Galveston

October 11th - 14th - Membership Orientation - San Antonio - [Reservation Form](#)

November 12th - 17th - WCR/NAR National Conference & Expo - Las Vegas. Annual election meeting

PMN Designations Awarded at National



Congratulations to the following members from our Texas chapter who were awarded their PMN Designations in Washington D.C. at midyear meeting.

Barb Cooper - Austin,
Cassandra Price -
Duncanville,
Gwen Cothran - Deer
Park,
Elizabeth Lane - Sugar
Land

Marie Sligh - Gun Barrel
City
Kathy Sanker - Houston
Ethel O'Dell - The
Woodlands
Linda Daves - The
Woodlands

Linda Dylla - The
Woodlands
Cathy Simeone - Sugar
Land
Karen Carlton - The
Woodlands
Jim Dambeck - Houston

SUCCESSFUL PEOPLE CHOOSE TO

- FACE THE FACTS
- BE PULLED BY PASSION
- BE REMARKABLE
- SEE THEIR GREATNESS
- ENLIST ALLIES AND GET HELP
- LEAD BY SERVING

Charlotte

Stallings *from*

"What Do you Bring to the Table When you Get Here?" presentation

Member Highlights



Carol Reynolds, our 2006 State President, and 2007 Region IV VP received a **B.S. in Business Administration** on April 14. We are proud of her commitment to continuing education. She began her studies with her sister, brother in law, and **Debbie Figueroa**, our 2005 State Affiliate of the

Year, who graduated in 2006.

Rita Santamaria, owner of Champions School of Real Estate, was recently awarded the **Pinnacle Award from Realty U** for the highest performance and lasting contribution to Real Estate Education in the Nation. Rita is a member and past

president of **Houston 1960 chapter**. Rita is a strong supporter of our state and local chapters, and was Member of the year at both levels.

Dawn Jordan Wells, LCP of NE Tarrant County, was recently named "**Member of the Year**" by her college sorority in a ceremony in May. Dawn is also a member of the **National Guard**.

J. Rene Ward, Broker/Owner of J. Rene Realtors and a member of the **Austin Chapter** is currently being featured on **HGTV's House Hunters series**. The show follows her as she shows and sells a home to a young buyer in the Austin area. You can go to her website at www.bestagentsintexas.com and link to the House Hunters site for showtimes.



If you have someone in your chapter who has had a recent honor or accomplishment that you would like to see featured, please send that information to Deborah Spangler, Newsletter Chair, at deborahspangler@remax.net

Don't Forget to check out our State Website at www.WCRTEXAS.ORG ⁷

For Information you can use: Speakers Bureau, PMN classes in Texas, Registration forms, event photos, and more

**STATE NEWSLETTER
PUBLICATION DATES**

APRIL, JULY, OCTOBER, DECEMBER

**DEADLINE FOR ARTICLE SUBMISSION MARCH 15, JUNE
15, SEPT 15, DEC 15**

NEWSLETTER CHAIR: DEBORAH SPANGLER

DEBORAHSPANGLER@REMAX.NET

VICE CHAIR: SHANNON HARRIS SHANNON@SHANNONHARRIS.COM

[Photos courtesy of our website and Connie Parsons](#)
