

First Quarter 2010

We are a network of successful REALTORS® empowering women to exercise their potential as entrepreneurs and industry leaders.

Volume 1, Issue 1

Special dates to remember:

- WCR District B meeting 4/9/10, So. Padre, Tx at the Isla Grand Beach Resort.
- NAR/WCR Mid-Year meeting, Washington, DC, May 13-16
- Watch for the first Hill Country Chapter cookbook in June and order your copy
- June 11th, PMN class taught by 2009 National President, Becky Hill
- August 12th, Texas State Chapter President visits Business Resource Meeting
- Fall Wine Tour—watch for details

Inside this issue:

- Membership News **2**
- Member's view of State convention **2**
- Hill Country chapter sets example **3**
- District meeting in So. Padre **3**
- Contact Information **4**
- Community Outreach & Community Involvement **4**
- PMN Designation **4**

Local Chapter President's message

by Carol Ann Collette, 2010 LCP

Our Hill Country Chapter committees have so many wonderful things planned for the members and the community; I am excited about each one! Committee members are what make a local chapter successful, & we will succeed in 2010.

I feel fortunate to have been invited to attend many of the committee meetings and listen to all the different ideas suggested and molded together to create a workable plan. The more members serving on a committee results in more ideas. Local chapters operate best when EVERY MEMBER is serving on a committee. I encourage you to volunteer to serve and get in on the action. Your President Elect, Sydney Miller and I both first got involved by saying "YES" to "The Task is to Ask".

You cannot imagine the fun and excitement you can have in helping to create a plan and watch it develop.

Serving on local chapter committees can become a stepping stone to WCR State & National level committee appointments. As a brand new member of WCR, Mary Ann Jeffers once said yes to serving on the hospitality committee of her local chapter. She continued to say yes and has served on every local chapter committee and in every local chapter officer position. In 2008 she said yes to Texas State WCR and served as State President.

At the 2010 TAR/WCR meetings in Austin, Mary Ann was nominated by Texas State WCR to run for National WCR Financial Secretary.



Hill Country boasts 3 other members serving on Texas State level committees: Dee Osbon on Hospitality, Marty Chrisman on Education, and Sally Singley on Events Evaluation. At one time these women made the decision to serve their local chapter. Now Hill Country chapter has a strong voice at State level because of their choice to get involved.

If you are not currently serving on one of our local committees and would like to, I encourage you to contact me, a committee chair or any of the officers.

Hill Country Chapter needs **YOU!**

Technology Tips for Today's REALTOR®, by Margaret Hollingsworth, Business Development Representative, Independence Title Company

The modern REALTOR® has the opportunity to make her life easier and more productive by embracing some of the numerous time-saving devices available. One such technology is Phone Tag. Phone Tag was created when James Simnoff, while on a business trip to LA in 2003 waited for a friend to sort through 20 minutes of voice-mail messages that had accumulated throughout the day.

The thought occurred to the men that life would be easier if voicemails could be read rather than listened to. Since Simnoff was, at the time, working on voice recognition technologies, this idea seemed very doable...and so Phone Tag was born.

As an agent, imagine the power of being able to show clients a home without having to excuse

yourself to listen to the voice-mail that came in from another client needing to know how much to bring to closing, or when to meet the inspector. As clients tour a home, it's easy to read and respond to e-mails/text messages without having to disengage from the customer—Phone Tag allows this freedom! (Cont on page 3)



Membership deadline for renewal ... March 31, 2010

Don't miss out on the benefits of being a member!

Renew TODAY!

"You don't often see people whose faces and names you see on the cover of Texas Realtor magazine".



From the Celebrity Waiter Dinner TREPAC fundraiser sponsored by WCR at the Austin winter meetings. Your local officers are a talented group!

\$250 up for grabs!And Membership News

It's a CONTEST!

WCR National Membership Drive, now to March 31, 2010

Whoever sponsors a minimum of 5 new REALTOR® members to join Hill Country chapter can compete to **win \$250 cash**. The person who brings in the MOST new members will win the prize.

Keep applications handy (go to WCR.org for application forms), ask someone to join, complete the application. Write your name in the sponsor block; collect check or credit card # for \$136.

Contact and deliver to Pam Beierlein, C4 Real Estate of Texas and VP-Membership, 830-964-4523
pamc4@pamtxrealtor.com

No gift cards to carry around, no free nights at a distant condo, just **Cold, Hard, CASH!**

Are You READY?

Have you renewed your WCR membership? Your membership is valuable to you, to our chapter, and the National organization. Each of us, standing side by side, makes our professional organization strong.

Who We Are: We are **Established, Committed, and Trusted**. We strive to be the standard bearers of professionalism and personal excellence. Your WCR membership can give you a "sense of Professional pride". Membership allows you to **Learn More, Earn More, and Grow More**.

Please be sure to renew your membership as soon as possible, but definitely before 3/31/2010. We need you and you need WCR.

We are depending on YOU!

Go to wcr.org to easily renew online by clicking the Renew Your Membership Link

View of a First-time attendee at a State convention...by Marty Chrisman

This was my first time to attend a TAR event and my second WCR event. I studied the schedule and made plans for the sessions I would attend. What fascinates me most about attending state WCR events is being in the company of so many wonderfully capable and professional women REALTORS®.

The first meeting was Ways & Means with representatives from across the state discussing how to fund state chapter activities. Then the floor was open to sharing ideas of interest to the local chapters. The focus was on Strategic Partners and their importance to the success of every chapter. Two points emphasized were to recognize their support repeatedly throughout the year and encourage REALTOR® members to support them.

My next meeting was Education and Programs. Not being one

to keep my hand down, I found myself volunteering to record minutes of the meeting. This committee's primary responsibility is to arrange valuable programs for the winter and fall meetings. In support of local chapters, the state chapter builds lists of potential speakers who are "tried & true".

Membership must be on everyone's mind as the room was crowded...beyond standing room only. I decided it was a good time to bond with WCR members and get ready for the evening's Celebrity Waiter TREPAC benefit dinner. Besides, I had raised my hand *again* and volunteered to be a celebrity waiter—a REAL musician, straight from Mardi Gras. I learned how to play When the Saints go Marching In and was prepared to blow my horn and help raise money for TREPAC. Thanks to Carol Ann, Sally & Sydney for getting the table decorated & contributing some

items we could "sell" for TREPAC bucks to other REALTORS®.

The next morning was saved for 2 events—the state Governing Board meeting and the WCR Recognition Luncheon. The state meeting was well run. Reports were given by standing committee chairs, district governors and special committee chairs. Efficiency is the word of the morning. Everyone is ready to take the podium when it's their turn and all present their individual reports in a clear understandable manner. The meeting was over early which gave us a bit more networking time.

I'm not prone to say I'm inspired by award presentation, but to hear the stories of the recognized individuals, their surprise at being honored, and the humility while standing in front of colleagues was both refreshing and inspiring.

(Cont on page 3)

Hill Country Chapter ... WCR's Example

by WCR Governor Sylvia Seabolt

My Governor experiences continued this week with a trip to the Hill Country chapter. I was blown away by the professionalism within this chapter. Of course, they could have been putting on a show — but I think this is how they always act. Two major things I noticed were the amount of people who attended the meeting and how they had all brought written reports.

If everyone in the world, or at least those few that read my blog, could take a lesson from the Hill Country chapter — imagine what the world would be!

1—If everyone would simply show up, what difference would it make? I think it could change everything from the outcome of an election to the crime rates.

2—If everyone would be prepared when they show up, I think we could change the world. If at a bare minimum one generation would show up prepared, we could change the future!

To change the future, I say follow the example of the Hill Country Women's Council of REALTORS® chapter.



CONGRATULATIONS TO THE 2010 LEADERSHIP TEAM, all committee chairs and involved members! Your chapter is a model for the State!!

District B Meeting, WCR, South Padre, Texas, April 9, 2010

We are ready to tan, put our just-manicured toes in the water & sit with friends on an open patio with the beautiful sun shining down on us with the sound of the ocean in the distance, a colorful sun dress, a big hat, a margarita in hand and Jimmy Buffet playing in the background. Well, pack your bags because WCR District B chapters are going to make this vision a REALITY!

When? April 9th at the District B meeting at the Isla Grand Beach Resort in So. Padre.

Open to everyone, this meeting will not only educate you but we will have fun too. Arrive Thursday evening & get settled then check-in Friday morning at 8:30-9. MCE and meetings will run from 9 to 3 with lunch. Auction and door prize winners will be announced, then we

adjourn.

Watch out boutiques and beaches...here we come! 6 p.m. Friday is "Ladies Night Out" at Louie's Backyard with live music.

Make it a family holiday and join in the education & fun. Watch your e-mail for information on reservations. Also, Southwest has some good fares you might check out. Go to <http://www.wcrhillcountry.org>

"Make it a family holiday and join WCR in So. Padre on April 9th".

SEE YOU THERE!



Cont...First-time attendee at a State Convention

I just wish I could have spread myself across a few more sessions. You don't often have a chance to see people whose faces and names you see on the cover of Texas Realtor magazine. I came back from Austin renewed and invigorated by being in the company of capable and professional members of Women's Council of REALTORS®!

"I came back from Austin renewed and invigorated by being in the company of capable and professional members of Women's Council of REALTORS®"

Cont...Technology Tip Phone Tag

Phone Tag works with all major carriers and networks. This technology saves both a written & voice version of the message for access when needed. And the cost is minimal. Try Phone Tag free for a week by visiting www.phonetag.com. If you want to continue to use PhoneTag, there are message plans available for only a few cents per message, or an

unlimited plan for \$29.95/month.

Questions? Check out the website or give Margaret a call!

Let us know what technology questions you have for the next newsletter.



**Women's Council of REALTORS®
Hill Country Chapter**

Newsletter Editor: Chyrel Madden
Submit articles to
cmadden@NewBraunfelsHomes.com
830-708-5560

In today's changing marketplace—with demanding customers and tough competition—you can't do it alone. Not only do you need to be connected to the top professionals in the industry but also to the cutting-edge training, real estate industry information and wealth-building strategies that will build your business and secure your future.

When you join Women's Council, you tap into powerful programs that yield tangible results for you and your business—as well as networking and referral opportunities at the national, state and local levels.

To learn more, visit:

Hill Country chapter, WCR www.wcrhillcountry.org
Texas State chapter, WCR www.wcrtexas.org
National WCR www.wcr.org

Community Outreach & Community Involvement
Melissa Elizondo, Chair

The Community Outreach & Community Involvement Committee was established this year, charged with recommending ways WCR Hill Country chapter could raise money for charity and create networks by involvement with the surrounding community.

The committee suggested two major events for this first year...

Show & Tails: A fundraising event for PAWS (no-kill shelters in Wimberley & Kyle) with a canine day on August 28th at the Comal County Fairgrounds. Fun for the whole family, food vendors, vets, groomers, trainers, pictures, dog races, & "flea" market!

We are also inviting local builders to build dog houses to be auctioned.

Casino Night: Watch for future announcements about a Casino Night in November.

Each Month: "Change for Change" theme, collecting change or other donations to benefit a cause.

We will announce a "cause" each month and ask for support. The March cause was calling cards for military personnel since these are not provided any more for our servicemen and women.



Your Hill Country chapter of WCR will be offering PMN (Performance Management Network) courses throughout the year so you can obtain this valuable designation locally within a year's time. The first class will be June 11th, followed by a 2-day session on September 23rd & 24th.

Why Earn the Performance Management Network Designation?

Your customers are savvier and more demanding. There's more and more information, but less time to process it. The competition is fiercer and faster than ever. By becoming a PMN Designee, you'll show your clients that you are committed to ongoing education and professional



excellence, and you'll show your colleagues that you understand and value the importance of a powerful network of business connections.