



### Mission

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

### Chapter Leaders

#### President

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The Women's Council of REALTORS® is a community of real estate professionals creating business opportunities, developing skills for the future and achieving our individual potential for success.



## President's Message... ...from the desk of JoAnn Hughes

We were privileged to have Daniel Wade with Obsidian Public Relations as our guest speaker. He emphasized the need for us to be "The Positive Real Estate Professional." His message was so appropriate in today's challenging market. Oftentimes we find ourselves seeing the glass half-empty instead of half-full. Let's all be sure to be optimistic and present the positive side of the market when we are asked, "How's the market?"

### Nominating Committee Reveals Slate of Officers for 2011

Mindy Creech, Chair of our Nominating Committee, presented the slate of officers selected by the committee for 2011. Nominated are: Regina Hubbard, President; Carmen Prince, President-Elect; Stephanie Steele, VP of Membership; Wendy McNeil, Treasurer; Frances Anderson, Recording Secretary; and Tammie Ledford, Correspondence Secretary. The September meeting will be the most important meeting of the year as we elect our leaders for 2011. Be sure to be present to let your voice be heard.

### Fall Fundraiser Revealed

Tammie Ledford, Chair of our Fundraising Committee, revealed an exciting fundraiser for October. The committee is in full swing planning a spectacular event—Casino Royale. In true James Bond style, there will be an elegant venue, fun gaming tables, exquisite food and drinks, plus awesome items to spend your winnings on. This is an event that will be the "talk of the town." Mark your calendars now for Friday night, October 8.



### August Guest Speaker: Daniel Wade Topic: The Positive Real Estate Professional

**Daniel Wade** is an account executive with Obsidian Public Relations, a boutique firm located in the South Main Arts District in downtown Memphis. He has diverse experience along the communications spectrum, managing everything from media relations and copywriting to strategic and campaign execution.

## **What's Online:**

Check out the  
Memphis Chapter's website:

[www.memphis.wcr-tn.com](http://www.memphis.wcr-tn.com)

Check out the  
Tennessee State Chapter's  
website:

[www.wcr-tn.com](http://www.wcr-tn.com)

Check out the  
National Organization's  
website:

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

***Congratulations to  
our August  
Member of the Month:  
Christy Stokes  
First American  
Home Warranty***



## **Meetings and Events:**

January 14<sup>th</sup> Business Resource Meeting-Speaker: Lisa Moore, Facilitator, Consultant and Speaker-"You Make a Difference"

February 5<sup>th</sup> Chili Cook-Off @ MAAR...It's free! Special entertainment by: **Sue Turner and The Lenders!** Watch for pictures on next month's newsletter.

February 11<sup>th</sup> Business Resource Meeting-Speaker: **Glenn Moore**, 2010 MAAR President-"Leadership-Finding Your Path"

February 19th-First Quarter Lunch and Learn Series-Many "Thanks!" to speakers **Kathy Webb**, closing attorney with **Murphy, DeZonia and Webb, Attorneys**, who did a fantastic job explaining changes and updates to the Good Faith Estimates (GFE) and HUD-1 changes...and **Wendy Thompson of Patriot Bank** who skillfully presented information on the new RESPA requirements. Thanks, too, to **Liz Batkie** and Kemmons Wilson company for use of the facilities at **The Oaks at Woodchase Clubhouse** for this special training event for our WCR members.

March 8<sup>th</sup>-10<sup>th</sup>: TAR, Murfreesboro/WCR TN State Chapter Meeting: A special event for all Tennessee WCR members and attendees will be held on Monday evening, March 8th. More details at the TAR conference. In addition to a Talent Show, the fun-filled evening will include live and silent auctions! Come see our talented singers perform on stage. What a fun evening is planned!

March 11<sup>th</sup> Business Resource Meeting-Speaker: **Cheyenne Johnson, Shelby County Assessor of Property**-"Assessing in Challenging Times"

March 29th: MAAR's Residential Economic Summit-a special opportunity you won't want to miss. Information and reservation posted on [www.maar.org](http://www.maar.org).

April 8<sup>th</sup> Business Resource Meeting-Speaker: **Shelia Terrell, Rise Foundation**-"Fair Housing Month"

April 30<sup>th</sup>: "WCR Night at The Races"...THE HORSES ARE COMING!...THE HORSES ARE COMING! You won't want to miss this very special event on Friday night, April 30th (the night before the Kentucky Derby) at the MAAR Racetrack. Look for sponsorship signup sheets and admission information at our March and April Business Resource Meetings.

May 13<sup>th</sup>-16<sup>th</sup>: NAR Mid-year Meeting in Washington, DC/WCR Regional and National Meeting. Note: No local chapter meeting in May due to NAR/WCR national meetings.

June 9th—Special Event with Deborah Gilmore, Speaker—2010 WCR National President Join us for a Welcome Reception from 5:30-7:30 pm @ MAAR!

June 10<sup>th</sup> Business Resource Meeting-Speaker: **Deborah T. Gilmore, WCR 2010 National President**-"ARE YOU READY?"

July 8<sup>th</sup> Business Resource Meeting Speakers: **Steven and Jo Walker-Payton from Benchmark Bartlett REALTORS®** Topic: "A New Vision—Technology"

July 14th New Member Orientation 8:30 a.m. at Panera Bread on Germantown Parkway Join Carmen Prince, V-P of Membership, for coffee, juice and special bakery treats as new members have a special opportunity to network with other WCR members and share experiences of the Women's Council of REALTORS®.

August 12th: Business Resource Meeting Speaker: **Daniel Wade** from Obsidian Public Relations Topic: "Being a Positive Ambassador for the Real Estate Community"

**The Memphis Chapter of the Women's Council of REALTORS®  
would like to acknowledge and thank our generous sponsors  
for our monthly Business Resource Meetings:**

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**[mmcdonald@realtytitle.com](http://mmcdonald@realtytitle.com)**

**June 2010**

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**Drink it. Feel it. Share it.**

**Note: No May Meeting**

***Additional Sponsors on the next page!***

The Memphis Chapter of the Women's Council of REALTORS®  
would like to acknowledge and thank our generous sponsors  
for our monthly Business Resource Meetings...

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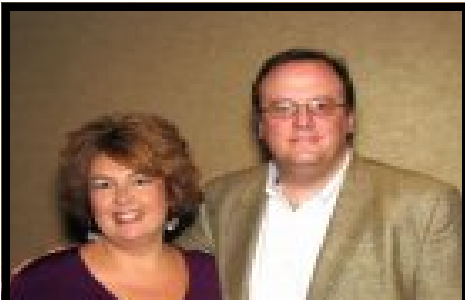
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**Christy Stokes  
Member of the Month**



**Speaker:  
Daniel Wade**