



Mission

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

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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

Regina Hubbard, Carmen Prince, and I had the privilege of attending and representing our Chapter at the NAR Mid-year meeting in Washington, DC. It was an energetic, fast-paced conference packed full of events, meetings, and an expo where we were able to meet and talk with vendors about services they offer the real estate community.

The Memphis Chapter received national recognition during the Women's Council Awards Banquet. We received the Gold Chapter Excellence Award! This award must be earned and is given in recognition of the dedication and hard work of local chapters across the nation. Many chapters do not receive an award. Congratulations to our 2009 Line Officers, Committee Chairs, and Mindy Creech, our 2009 Chapter President. Without Mindy's guidance we would not have received this recognition. I am very proud of our chapter and was honored to accept the award on your behalf.

In addition to the national meetings, we were able to attend the Region I meeting. Our Regional Vice President, Patty Rainey, presided over this meeting. We discussed the possibility of having a Regional Meeting next year. This meeting will be on a smaller scale than the national meetings since it will include only the states in Region I – Kentucky, North Carolina, Tennessee, Virginia, and West Virginia. It will allow us to network and attend educational classes with Women's Council member in our Region. I look forward to attending this event next year.

We were also introduced to candidates running for office on the National line. They will be voted on in New Orleans in November.

If you have never attended a National Conference, why not plan on attending NAR in November? It will be held in New Orleans—only a six to seven hour drive (or train ride) from Memphis. I can guarantee that you won't be disappointed.

What's Online:

Check out the Memphis Chapter's website:

www.memphis.wcr-tn.com

Check out the Tennessee State Chapter's website:

www.wcr-tn.com

Check out the National Organization's website:

www.wcr.org

**Congratulations to
our May
Member of the Month:
Mary Baker
Remax On-Track**



**Congratulations to
our June
Member of the Month:
Carl Sohns
2-10 Home Buyers
Warranty**

Meetings and Events:

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

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

February 11th 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 8th-10th: 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 11th 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.

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

April 30th: "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 13th-16th: 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 10th Business Resource Meeting-Speaker: **Deborah T. Gilmore, WCR 2010 National President**-"ARE YOU READY?"

July 8th 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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Note: No May Meeting

Additional Sponsors on the next page!

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for our monthly Business Resource Meetings...

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Both current and past regional and state leaders welcome National President, Deborah Gilmore, to Memphis.



WCR members refer business to our generous sponsors throughout the year--Thank you, sponsors!

