



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



Texas Chapters should be making plans now to send as many of your members to the National Meeting in Orlando FL, November 2008 to attend Becky Hill's installation as National President

What Happened in Vegas...Just Can't Stay There

Texas took the city that never sleeps by storm with the exciting installation of our own Becky Hill as National President Elect for 2008. Make plans now to join her in Orlando in November for her presidential inaugural, the party you don't want to miss.

There was also a considerable amount of information that all of us should be aware of :

Recruiting numbers: 5340 new members 2007

Total membership as of October, 18,200

1119 PMN designees, an increase of 8%

Cost of Leadership Academy was increased to \$249.00 per attendee for 2008, still a bargain when cost to National is \$317.00. Leadership

Academy celebrated its 10th anniversary this year and was its biggest and most successful one yet. This is valuable information for your budget committee.

Local chapters: 289

Average chapter size: 62

State chapters: 29

Average WCR income from RE: \$117,900 vs all full time realtors \$52,000.

Average member age: 54

Average experience in RE: 18 yrs

National dues: \$86 annually

Average local dues: \$50

Region IX will be holding a regional meeting in 2008.

This is all good information to use when recruiting or retaining your current members.

To assist you in your planning, the following information was given regarding National Meetings:

Summits

April 4 – 6 Mega Networking 2 , St Charles MO

July 11- 13 Women of Influence, Boston, MA

Rates (at time of writing)

Mid Year, DC- Registration \$224 which includes Awards Banquet, 1 continental Breakfast, light snacks at Meet and Greet. Rooms at the Hilton \$213 single, \$243 double

National, Orlando- Registration \$300, room rates at Renaissance Orlando Resort \$192 single/double. **Inaugural tickets are \$85.00 A must have!!**

Charlotte Stallings to speak at Winter Meeting

I Wish Someone Had Told Me:
Smart Money Lessons for the Real Estate Professional

This session promises to be energetic, interactive, and devoid of all heavy-duty, technical financial jargon.

Charlotte Stallings, speaker at WCR/TAR meeting February 21-23 in Austin

Whether your business is just getting off the ground or you have enjoyed years of growth and success, your days can be consumed with many important aspects of running your business: marketing, service and closing deals...just to name a few. Overlay these with, cash flow and the cyclical nature of the real estate market, and your plate is full.

Depending on where you are in your business and personal life cycles, you may be working toward many different financial goals. There is a myth that business planning

and personal planning can and must be done separately. In fact, they should be done in an integrated manner since one heavily relies on the other.

Unlike any other 'money' class you've attended, this session promises to be energetic, interactive and devoid of all heavy-duty, technical financial jargon. You will leave with many ideas that you can immediately implement to live within your means and create a wealthy future at the same time.

Bottom line: Two hours filled with practical personal finance/investing

lessons and tactics...*in plain English!*

Charlotte Stallings,
President/Founder,
Getting Smart LLC



Our Past State Presidents continued a long tradition of serenading the incoming president at orientation in San Antonio this October. National President Ann DeFries joined in the festivities.



Who knows, you could be served dinner by Elvis or even Marilyn Monroe

Ronda Husselman, Ways and Means Chair, 2006 Affiliate of the Year

TAR/WCR Meeting in Austin worth the "Wait"

You have solved the murder mystery, attended the Oscars and even enjoyed a magical dinner cruise. What possibly could the Ways & Means committee do to top our past events? We have a surprise in store for everyone this year. If you are looking for fun, look no further than **the 2008 Ways & Means events.**

Our first event kicks off in February at the TAR Winter Meeting. You asked for more networking and a combined event with TAR so now you get one! **February 22**, we will be hosting our **Celebrity Waiter Dinner for TREPAC.** Now that we no longer have

to raise money at our events for WCR we want to show TAR our support by raising money for TREPAC in style. How will we do that? We have asked some WCR dignitaries as well as TREPAC Trustees to be our Celebrity Waiters for the evening. Our very own Becky Hill has agreed to be our Mistress of Ceremonies. Expect for your waiters to look a little different than normal as they will be sporting the look of their favorite celebrity. Who knows, you could be served dinner by Elvis or even Marilyn Monroe? Of course the waiters don't

work for free. **They will expect tips throughout the night as they fetch and carry for you.** You can even tip them to perform a little number for you and there is a prize for the Celebrity Waiter who raises the most money. Just keep your minds open because there is no telling what the waiters will do for your tips! After dinner is over, we will have a DJ so we can all hit the dance floor. At the end of the evening we will announce the winning Celebrity Waiter and their table. Come ready to contribute to TREPAC and have a night full of fun!

TREC Report – Fingerprints and More!

The most important thing I found out this month is that if your license is due for renewal in January or February, and you have received your renewal card, and you have all your educational requirements, and if you get your check (or credit card on line) to TREC BEFORE

the end of the working days of December, **you will not have to submit fingerprints this time** around. Whew! So if this applies to you, get busy!!

To view the complete TREC report from Elizabeth Leal, click on the following link:

[Trecreportdec2007](#)

Excerpt from the full report by Elizabeth Leal, TREC Commissioner

PMN Designations Awarded in Las Vegas

Congratulations to the following members from Texas chapter awarded their PMN in November at National

David Burton - Austin,
Cheryl Eskridge - Wimberly

Bette Gerhold - Cypress
Ronda Husselman - Dallas
Becky McGee - McAllen
Michelle Murray - Cypress
Christine Rayburn - Bellaire
Sylvia Seabolt - Garland
Deborah Spangler -

Houston
Jackie Galvan - San Antonio



Local Chapter Highlights Needs your Help

If you have an event to highlight for your chapter, please contact Sylvia@sylviaseabolt.com to feature your chapter here. All of our chapters have newsworthy items to share with everyone. Posting your upcoming fundraisers, networking events,

membership drives, etc, can help other chapters that may need some fresh ideas or who are just starting out . Also, if you have a member who has an accomplishment that you would like to post, what a great way to retain your members and show them they are valued by WCR, at the local and state level.

Serving on a state committee can give you valuable skills and contacts that will serve you in your chapter as well as your own business.

Committees to Meet February 22 in Austin

During Leadership Orientation in San Antonio, members had an opportunity to sign up to serve on a state committee for 2008. If you have not yet done so, please feel free to join one of these committee meetings in Austin at the winter meetings. The schedule will be on the state website soon.

Advertisers

Jim Dambeck Chair, jim@jimdabbeck.com , Vice Chair, **Amber Emerson** , amber@sainspection.com

Affiliates

Sharon Eddings, Chair, seddings@suddenlink.net, Vice Chair, **Patti St Louis**, pstlouis@firstam.com

By-Laws/Standing Rules

Marilyn Burt, Chair, mburt@cbunited.com , Vice Chair, **Deborah Spangler**, deborahspangler@remax.net

Chapter Recognition

Jennifer Stroh, Chair, jstroh21@sbcglobal.net, Vice Chair , **Christine Rayburn**, crayburn1@aol.com

Credentials

Vicki Palmer, Chair, Vicki@vickipalmer.com , Vice Chair , **Sara Schulenburg**, sara@schulenburg.com

Education / Programs

David Burton, Chair , david.burton@5startexas.com , vice Chair, **Pat Quick**, patquick@titletex.com

Hospitality

VaLois Hounsel, Chair, valoishounsel.com, Vice Chair, **Ethel O'Dell**, ethelodell@comcast.com

Investments

Charlene Lambert, Chair ,

Charlene@lambertteam.com , Vice Chair, **David Burton**, david.burton@5startexas.com

Marketing

Elizabeth Leal, Chair, eleal@elp.rr.com, Vice Chair, **Michelle Murray**, mmurray@remax.net

Membership

Jackie Galvan, Chair, jackiegalvan@remax.net, vice Chair, **Susanna Boyer**, susanna@susannaboyer.com

Newsletter

Sylvia Seabolt, Chair, Sylvia@sylviaseabolt.com Vice Chair, **Trudy Pape** [\[real07tor@yahoo.com](mailto:[real07tor@yahoo.com)

Ways and Means

Ronda Husselman, Chair, rhusselman@nat.com, Vice Chair, **Jackie Galvan**

Technology

Barb Cooper, Chair, barb@barbcooper.com, Vice Chair, **Cindie Stewart**, cindiastewart@soldteam.com



All local chapters have been notified by their governors that they must turn in their **chapter tax exemption letter**. This is an important document for your chapter's financial future. If you have not already turned this in, new Local chapter presidents should contact their governors and let them

know when to expect the document.

Contact your governor if you are in need of the form to be filled out if your chapter is not tax exempt so that you can receive this valuable financial protection.

For more great pictures from our Regional, state and national events, go to www.wcr.shutterstock.com as well as our state website for photos. Connie Parsons and Pat Farrell do an outstanding job of chronicling all of our events with photos. You can use these easily for your local chapter newsletters or slide shows for



your meetings.

Upcoming Events

Don't forget to register for the TAR/WCR WCR Winter Meeting in Austin. Registration is FREE! Don't forget to purchase the WCR ticketed events when you register. Committee meetings begin early Friday Feb 22. Make plans to join the District B meeting to be held Thursday Feb 21 in Austin.



District Meetings – Save the Date

The District meeting dates have been set as follows:

District A

Houston and Golden Triangle

April 10

District B

Austin, Brownsville, Corpus Christi, El Paso, Highland Lakes, Hill Country, McAllen, Odessa, San Antonio

February 21

District C

Abilene, Collin County, Dallas, Dallas Metro East, Ft. Worth, Henderson County, NE Tarrant County, Southwest Dallas, Tyler

March 6

Exact times and locations to be announced.

There is nothing we can't accomplish if we work together, so I am looking to all of you to do your part and be more involved at the local and state level.

Mary Ann Jeffers,
State President 2008

Message from our State President



Well it is now 2008 and I would like to thank each of you for giving me the opportunity to serve as your Texas State Chapter President. I also would like to thank **Linda Sheinall** for making 2007 a very successful year for us and for being such a great friend.

I am honored to be working with a great Leadership Team. Please know your 2008 Team is here to serve you so please call on us when needed. There is nothing we can't accomplish if we work together so I am looking to all of you to do your part and to be more involved at the Local and State level.

I am asking all our members to assist with the retention rate for each of our Chapters. In 2007, we wanted

to reach the 85% retention rate. Together we can attain this goal in 2008. I want to see more of our Chapters receiving Gold Awards at our National Meeting and our State Chapter receiving the Chapter of The Year Award.

We will accomplish our goals if we all work together.

I am planning to bring top notch Educational Speakers to our meetings and you will see this beginning at our February meeting when you will have the opportunity to hear Charlotte Stallings. For those who attended the Regional Meeting in Austin you know what I mean. For our Networking Event you will certainly enjoy our Celebrity Waiter event, which will also give you the opportunity to

contribute to TREPAC. **In September, our State Meeting will be in San Antonio** and we will have another fantastic speaker, so stay tuned to find out who it will be. **Our Networking Event will be at SunSet Station**, a great fun place to be and the food is fabulous. I promise you will enjoy every event and I look forward to seeing each of you there.

I hope you will make plans to attend at least one of the **Summits** this year and to attend the State and National Meetings. Please make an extra effort to be at our National Meeting in Orlando as that is when our own Becky Hill will be installed as our 2009 National President. We are very proud of you Becky.

Mary Ann Jeffers

President

Mary Ann Jeffers

Governors

Barb Cooper

District Vice Presidents

Kenya Burrell

President Elect

Sandra Hunt

Jim Dambeck

Secretary

Florence Drake

VaLois Hounsel

Sherry Hartford

Treasurer

Sharon Eddings

Deborah Spangler

Dawn Jordan Wells

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

For Information you can use: Speakers Showcase, 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

Special thanks to 2007 newsletter committee members

Sylvia Seabolt, Jim Dambeck, Dana Cottingame, Tish Narendorf and Donna Posey