



Mission

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

2009 WCR Sacramento Chapter Officers:

President

Kathie Bell
ReMax Gold
916-425-9743
KathieBellSells@aol.com

President-Elect

Judy Black
Coldwell Banker
916-987-3737
Judy.Black@cbtnorcal.com

VP of Membership

Barbara Dunn
Keller Williams
916-480-8381
BarbaraDunn@kw.com

Secretary

Rita Delgado
Lyon & Associates
916-705-3091
rdelgado7@aol.com

Treasurer

Bill McKnight
Appraisal Ace
916-743-7085
Bill@appraisalace.net

Have you been to our Website lately?

WCR Sacramento Chapter Website:
<http://www.wcrcasac.org>

President's Message



Dear Members:

First of all, before anything else is said, I have to tell you what an honor and a privilege it is to be your President for 2009. I was so proud and happy about what we accomplished in 2008. We are already ahead of where we were last year. It is truly amazing how many of our new members stepped forward and asked how they could help. And because of that.... you are going to see a lot of changes happen this year.

Please start by using our website: www.wcrcasac.org. It will be kept current of all our activities and events. Our newsletter, starting in February, will totally go paperless and be posted on the website. We are also going to "kick it up a notch" as far as our fundraisers go. We would love to have you volunteer for a committee. We need all the help we can get.

But most of all, we just need YOU!!! We need you to renew your membership, we need you at the meetings, and we also need your smiles and your wonderful attitude! I was asked all the time last year how our chapter was so successful. My answer was always the same; "Just look around the room at the people here and that should answer your question." We have the most caring, fun and wonderful members of any WCR Chapter I know.

Thank you so much for allowing me to be your Chapter President for one more year. My promise to you... we will make it the best year ever. I would also like to share the Membership Promise with you.

Warm Regards,

Kathie Bell, Sacramento WCR Chapter President 2009

Our Membership Promise...

***'If' you decide to participate, even if only in a small way...
We will help you define and reach your next level of achievement.***

***'If' you attend chapter meetings...
We will help you acquire new skills to meet the changing environment.***

***'If' you make it a point to sit with people you don't know...
We will increase your referral business and sometimes become friends for life.***

***'If' you commit to attending at least one state or regional conference...
We will show you role models who inspire and mentor.***

***'If' you volunteer for something...
We will give you meaningful, satisfying work that fits your schedule.***

***'If' you keep in touch with other members...
We will encourage you when you are down and cheer you on when you succeed.***

***'If' you commit to attending one national meeting...
We will amaze you with the power of the total WCR experience.***



Featured Speaker for January's Business Resource Meeting...

New Members

The Sacramento Chapter of the Women's Council of REALTORS® is proud to welcome the following new members:

Rhonda Gateley
Lia Sophia
916-729-2140
rigateley@comcast.net

Membership Renewal:

Have you renewed your WCR membership?

Our Vision

To be the Premier Organization for Individual achievement.

Do Business with a Member...

We encourage you to utilize and refer your local and national WCR Affiliates when looking for a vendor... Let's support our entire organization by choosing our WCR members first!



Our Website:

<http://www.wcrsasac.org>

Ken D. Stieger Sacramento County Assessor



"I want to make Sacramento County a place where families can afford their own homes ... and businesses can prosper."

Ken will be discussing the following topics in relation to the Sacramento Real Estate Market as well as any new and pressing issues that may be affecting REALTORS®:

- General information about the Tax Assessor's office
- How the Assessor can help you save on Property Taxes
- Proposition 8 - Reductions in Assessed Value
- How can you make Property Taxes work for you when purchasing property
- Proposition 13 and beyond – Understanding Property Tax Law
- Understanding Business Property Assessments
- Understanding Supplemental Assessments

For more information, please click on this [link](#) to view the Assessor's 2008 Annual Report for Sacramento County.

Office of the Assessor
County of Sacramento
3701 Power Inn Road, Suite 3000
Sacramento, CA 95826

****Next Month on February 19th – Tri County Meeting
Sacramento, Placer and El Dorado Chapters
Meet your State President, Mike Riley
Location: SAR Auditorium
2003 Howe Ave, Sacramento, CA
Time: 10:30 am – 2:30 pm**



January's WCR Business Meeting Sponsor's

The jewelry you love...the prices you can afford!

lia sophia is a unique direct selling company that offers fashion jewelry through personalized in-home demonstrations.

Customers enjoy a fantastic save plan with an incredible **50% discount on every third item purchased.**

Our Hostesses receive tremendous benefits – **up to 40% in product credits** and **half-priced selections** too!

Plus every item includes a **Lifetime Replacement Guarantee.**

What are you waiting for? Hosting couldn't be easier. Schedule a Show TODAY!

lia sophia

SHARE THE LOVE OF JEWELRY®

To learn more,
Contact me TODAY!

Rhonda Gateley

(916) 729-2140 Office

(916) 956-4706 Cell

rjgateley@comcast.net

Visit my website:

www.liasophia.com/rhondagateley



Cache Creek Casino Resort is owned and operated by the Rumsey Band of Wintun Indians, located in Brooks, California. From its humble beginnings as a bingo hall in 1985, Cache Creek now features over 3,000 slot machines and 142 table games, including a 28 table Poker Room.

The 415,000-square foot property also includes a 200-room luxury hotel and health spa, eight restaurants, Club 88 entertainment venue, outdoor swimming pool, casino gift shop and tribal-operated Mini Mart, Gas Station and Fire Station.

- Gaming
- Spa
- Treatment Menu
- Pool
- Shopping
- Mini Mart
- Fitness Facilities

Cache Creek Casino Resort is located at:

14455 Highway 16
Brooks, California 95606



January's WCR Business Meeting Sponsor's



Welcome to Stuck! Caps, we are proud to carry the best of manufactured and visual
Apparel in the Industry.

Choose from the hottest and most reliable brands available.

Thank you for choosing Stuck! Caps & Apparel

Mission

The company's pursuance is to manufacture and distribute high quality baseball caps and other headgear with the primary function of holding sunglasses on the product.

Mailing Address Stuck!™ Caps

P.O. Box 859 Fair Oaks, CA 95628

Website: www.stuckcaps.com

Sales: sales@stuckcaps.com

Phone: (916) 873-5231

Fax: (916) 987-3088

Business Hours

Monday - Friday 9AM - 6PM PST

Internet Hours

24 hours a day 7 days a week

Cheryl Ann Panattoni
Certified Fraud Examiner
Forensic Accountant

21 Natoma Street, Ste 140
Folsom, CA 95630

916.608.8664 **office**
916.404.5271 **fax**

Announcements...

The Sacramento WCR Chapter Newsletter will
'Go Green' in February. The Sacramento WCR
Chapter Newsletter will be posted on our website.
Please visit our website to read our newsletters:

<http://www.wcrsasac.org>

Sponsorship Opportunities...

Interested in sponsoring a Sacramento WCR Chapter
Business Resource Meeting? Your information will
be posted on our website for the entire year! Plus you
will receive a free lunch, a two-minute presentation at
the business resource meeting, a table for your
literature & goodies and also an article in our
Newsletter!!! For more information please email:

Chris Clark @ clark2535@comcast.net



2009 Business Resource Meeting Schedule

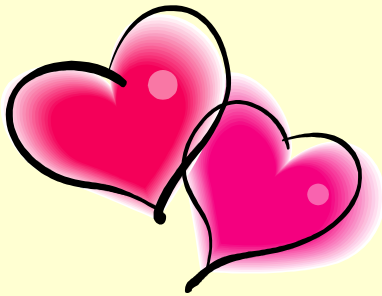
Sweet Treat Mixer
 You are Invited to Women's Council of
REALTORS®
 Sacramento Chapter's Sweet Treat Mixer

When:
 Thursday, February 5, 2009
 Time: 5:30 p.m. to 8:30 p.m.

Where:
 Mary Lawrence's Home
 5104 Adelina Way
 Carmichael, CA 95608

Bring an Appetizer and/or a Bottle of Wine to
 Share and a Friend
 to Introduce to the Members

RSVP: Mary Lawrence
Mary4Loans@sbcglobal.net
 (916) 612-9997



Jan 15	Ken Stieger, Sacramento County Tax Assessor	Helping you save on property taxes How can you make property taxes work for you when purchasing property; proposition 13 and beyond; understanding property tax law, business property assessments, supplemental assessments & prop 8 reductions in assessed values.
Feb 19	WCR Tri-County Meeting, Sacramento, Placer and El Dorado Chapters Carole Rodoni, President Bamboo Consulting	10:30 AM Registration Meet State President, Mike Riley 11:30 Lunch 12:00 Amos White 01:00 Round Table Q&A 01:30 - 02:30 Drawings & Announcements The Economy 2009 --will it disappoint, delight or dismay...The Real Estate Market 2009 -- Will it be Hot Finally Again, Still Cool or Just Surprise Us All ... What's Important and Why to Sellers and Buyers -- Value, Timing, Interest Rates, Loans Opportunities and Deals
March 19	Gov Hutchinson, Staff VP & Assistant General Counsel for CAR	What will the New Laws Be? How will they affect your business? Gov keeps it light and informative with his great sense of humor
Apr 16	Jeff Davi, DRE Commissioner	What Changes are Happening at the DRE Make sure you stay informed -- Mr. Davi oversees the licensing and regulation of approximately 535,000 real estate agents and is responsible for a staff of 342
May 21	Detective Freeman, Real Estate Fraud	Detective Freeman is in charge of local Real Estate Fraud. From a police perspective he will inform us of the latest scams and what to watch out for in the field. He is very entertaining and relates scenarios that are hard to believe, but of course really happen.
Jun 18	Eric Rasmussen, SAR Political Affairs Consultant	Eric has promised a very different program than his June 2nd Talk at SAR. Expect to be humored and educated on local politics and Eric's insight to recent federal changes and how they may affect our economy & our industry locally.
Jul 16	Power Panel	Get ready for a KNOWLEDGE IS POWER meeting and panel discussion. Several of our affiliates have a wealth of knowledge to share and will update us on the latest regulations and jargon. Our goal: To confidently close more escrows while giving clients the most up-to-date info! Subjects discussed will include: Mortgage Insurance, FHA Mortgages, Refi Options, First Time Homebuyers Programs, the latest on Appraisal Regulations, and Cultural Diversity. Come with guests and your Q & A's!!
Aug 20	Jan Scully, Sacramento County District Attorney	D.A. Scully will discuss High Tech & Identity Theft, & Vehicle Theft. Also we will be enlightened as to our Community Prosecutors and what they do & of Sacramento County how we can utilize their expertise. Should prove very interesting!
Sep 17	Crime Stop USA's one hour Crime Prevention Seminar	Seen by over 30,000 agents. LAUGH YOURSELF SAFE!!!! If laughing is not for you, stay away from this event!! Presented by STANDUP COMEDIANS. It's fast paced, really funny and very educational.
Oct 15	WCR Sacramento Chapter's 60th Anniversary	20 Past Presidents will be honored. Affiliate Appreciation Day
Nov --	No Meeting this Month	Happy Thanksgiving!
Dec --	Installation Luncheon	No date set at this time...

WHERE IT ALL COMES TOGETHER

Welcome to the Sacramento Chapter of Women's Council of Realtors. Our chapter was chartered in 1950, since that time many changes have taken place. Our mission for 2009 is to bring even greater membership value than ever before. Check out the Powerful National WCR designated program PMN. The excitement is overwhelming. Attend one of our meetings, we guarantee you won't be disappointed. Men are very welcome as WCR is not for women only. Our meetings are held on the third Thursday of every month. Please join us... Our meetings are held at the:

SAR Auditorium
 2003 Howe Ave, Sacramento, Ca.
 Networking Begins @ 11:30 am
 The Business Resource Meeting is from: 12:00 noon to 1:30pm
 \$20.00 Members/\$25.00 Nonmembers



“THANK YOU”
*To our January
 Business Meeting Resource Sponsor’s:*

*lia sophia,
 Cache Creek Casino Resort
 Stuck Caps!
 &
 Cheryl Ann Panattoni*

*For Supporting
 Women’s Council of Realtors’
 Sacramento Chapter*

**You can also view our Sponsor’s Information online...
 Please visit our Website: <http://www.wcrcasac.org>**

2009 WCR State and National Meetings

Monterey, CA – Portola Hotel & Spa

January 18 WCR State Officers/Committee Chairs
 January 19–20 WCR State Chapter Meeting
 January 20 WCR Officer Installation

Chicago, IL – Marriott Downtown Magnificent Mile

March 20–22 Marketing to Women Summit

Washington DC – Capital Hilton

May 14–17 Midyear National Meeting

Sacramento CA – Sheraton Grand Hotel

May 31 WCR State Officers/Committee Chairs
 June 1–2 WCR State Chapter Meetings

Chicago IL

July 31 – August 2 Leadership Academy
 (Incoming state and chapter Presidents)

San Jose, CA – Marriott Hotel

October 3 WCR State Officers/Committee Chairs
 October 4 – 5 WCR State Chapter Meeting
 (Sunday–Monday)

San Diego CA – Westin Gaslamp

November 11 – 15 National Conference

WCR Resources:

WCR Sacramento Chapter:
<http://www.wcrcasac.org>

WCR State of Calif.:
<http://www.wcrca.org>

WCR National:
<http://www.wcr.org>



Women’s Council of Realtors
 Sacramento Chapter
 2003 Howe Avenue
 Sacramento, CA 95825

For Membership information:

Please contact - **Barbara Dunn**
 Phone: (916) 480 - 8381
 Or email: BarbaraDunn@kw.com

Interested in submitting an article for consideration in a future
 Sacramento Chapter WCR newsletter?

Please contact - **Marcie Orme**
 First American NHD and JCP/LGS Reports for Expert Disclosure Services
 Phone: (916) 838-5743
 Or email: mmorme@firstam.com

THANK YOU!!!!

REMEMBER, TOGETHER WE CAN!!!