



Our Mission Statement

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
916-533-3344

Judy@JudyBlack.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

Our Site is Maintained by: Jana Leonard with Silk Shorts, Inc.

President's Message

Dear Members,

Well, it looks like Spring has finally sprung! Along with that, it seems like our thinking and ideas have come out of the Winter doldrums and we're ready to go with all new projects and lots of things to do. Our chapter has so many things coming up and there's no better time than now to get started.

First of all, I would like to say that our new theme for the rest of this year is "59 and Counting." You're probably asking yourself "What does this mean?" It means that next year in 2010, the Sacramento Chapter of Women's Council of Realtors turns 60 years old. We were founded in 1950 along with the San Francisco chapter. We are the two oldest chapters in the State of California. What an accomplishment that is! I think we deserve to throw ourselves a celebration. I know that I am so proud to be a part of this organization and what we represent. If you have any ideas for our anniversary year, please let us hear about them.

Of course, we have other events as well. Don't forget our 2nd Annual Wine and Art Event on June 1st at The Barry Smith Art Gallery. Tickets will be available soon. If you attended last year's Art and Wine Night, you know how much fun it was and we made money for the Chapter and our charity - "The Stanford Home for Children". This year our charity will be, the "Sacramento SPCA". The Sacramento SPCA is working with us to get the word out about all the lovable animals that need homes. Please go on to our website: <http://www.wrcasac.org/> and you will see new pictures every week of the dogs and cats that are up for adoption.

We will also have more mixers during the year and of course... our 7th Annual Golf Tournament at Teal Bend on August 24th. Our clothing and children's book drive is getting started which will benefit women trying to get back into the work force. So look deep into your closets (like mine) and find that business attire that you no longer want or can't fit into. Did I say that? For the book drive we are collecting new or gently used children's books for the women's shelter.

There are so many wonderful things we can accomplish before this year is over. Can I ask for your help with any of these worthwhile projects? The Sacramento Chapter of WCR is getting known all over the state as one of the "best" Chapters to watch. That's because of all the great members that we have. Please continue to come to the luncheons, bring your guests, bring a prize for our drawings when you can, come to our mixers and PLEASE attend our two fundraisers on June 1st and August 24th.

See, I told you Spring has sprung! Thank you to all of you for everything that you do. I am so proud to be your President.

Kathie Bell



Kathie Bell
Our 2008 & 2009
Sacramento
Chapter
WCR President



Featured Speaker for May's Business Resource Meeting

The Sacramento's Women's Council of Realtors
Is pleased to Announce...

'DETECTIVE MARK FREEMAN'

As our Guest Speaker this month!

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. Detective Mark Freeman is very entertaining and relates scenarios that are hard to believe, but of course really happen. Real Estate Fraud is becoming more and more common.

Save the Date for...

The Women's Council of Realtors, Sacramento Chapter Invites You to Our
2nd Annual Art & Wine Evening

Monday, June 1, 2009

Smith Gallery

1020 11th Street (11th & K Street)

\$25.00 in advance, \$30.00 at the door

6:00 - 9:00 p.m.

For Tickets please call or email:

Kathie Bell kathiebellsells@aol.com

(916) 425-9743

Kathy Scott kscott@homeguard.com

(916) 416-2664

Thank you to **TWIN Termite** – Our Gold Sponsor for this Great Up-Coming Event!!!

Their Paws are our cause! A portion of the proceeds goes to the Sacramento SPCA:

www.sspca.org





New Members...

The Sacramento Chapter of the Women's Council of REALTORS® would like to welcome our new member:

Kimberly Montgomery
Lia Sophia
916-539-8275
kimberlysellslia sophia@gmail.com

Check our Website Go to:

<http://www.wcrsasac.org>

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!!!

Other WCR Online Resources for you:

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

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

TO MEMBERS AND FRIENDS OF SACRAMENTO WOMEN'S COUNCIL OF REALTORS®: We need your help...

Please bring gently used professional clothing for women re-entering the workforce to the **April, May and June Business Resource Meetings**.

The Sacramento WCR Board of Directors has approved a wonderful new project and opportunity for us to work with the Salvation Army to help women who are re-entering the workforce from disadvantaged and homeless conditions. These are women who may have lost both their homes and their jobs and who desperately want to go back to work and take care of their families.

As part of their overall efforts in the Sacramento Region, the Salvation Army is now providing additional caring and a supportive environment for these women by providing suitable interview and work attire. Included in this service will be advice and counsel regarding interview and personal skills.

We all know how important looking professional is, so let's look into our closets and see if we can't provide gently worn clothes and accessories to help these women get their lives back on track.

Any help our WCR members and guests can provide will be so much appreciated.

Please contact Sharon Stiles at (916) 342-2363 with questions or for additional details. Or you may email her at: unlockanydoor@aol.com

Thank you for your kind support.

Here's just a few comments to show what a success this program truly provides:

"I was ready to give up until I came here today."

"I have found some wonderful items to wear and had a lot of fun with the other women."

"These sessions are inspiring, fulfilling and uplifting, especially at this down time in my life."

"I feel like myself again. These clothes are a style I can wear and feel comfortable in. This is a great day for me."

"This was a wonderful experience and a lot of fun. Meeting these women from different areas of business was enlightening and encouraging. It is good to know there is renewed hope for a woman like me to succeed."

WHERE IT ALL COMES TOGETHER



Our May Business Resource Meeting Sponsors

<p style="text-align: center;">Bill McKnight CA Licensed Real Estate Appraiser</p> <p>CONVENTIONAL/FHA</p> <ul style="list-style-type: none"> • ~Board Member/Political Liaison-Real Estate Appraisers Association • ~Treasurer-Women's Council of Realtors • ~Affiliate Member-Sacramento Association of Realtors • ~REAA Forum Moderator <p>APPRAISAL ACE</p> <p>(916) 743-7085 Cell (866) 845-1403 Fax</p> <p style="text-align: center;">www.appraisalace.net bill@appraisalace.net</p>	<div style="text-align: center;"> <p>You and Your Clients Deserve The Very Best Photography</p> </div> <p style="text-align: center;">www.CreationOnLocation.com Karan@CreationOnLocation.com</p> <p style="text-align: center;">(530) 274-8931</p> <p>You know when you have Karan Thompson on your team, she will make you "Look Great!" Working with cutting edge Digital Photography, your marketing materials will set you apart from the competition. Karan's has been a professional photographer since 1980 and she has been specializing in upgrading marketing packages for the Real Estate Industry since 1990.</p> <p>The fact that Karan truly loves what she does shows in the finished product whether it is pictures or your listings, of you or of the areas you serve. Prove to yourself that using a professional photographer who specializes in the Real Estate Industry just like you do helps to elevate your Marketing to a new level.</p> <p>Karan does not create an "average" picture. Her Real Estate clients are confident that pictures of their listing or of themselves will mean that they have the most professional images to create the top-of-the line marketing materials.</p>
<div style="text-align: center;"> <p>SILK SHORTS INC. Complete Web Site Solutions for the Real Estate Professional</p> </div> <p>Jana Leonard and Vern Clinton founded Silk Shorts, Inc. in 1995, both fugitives from the real estate business.</p> <p>The motto at Silk Shorts, Inc. is, "No Tacky Templates". We are not the most expensive and we are not the cheapest real estate web design company and we do what needs to be done to fit the needs of our clients.</p> <p>Some of you want to start small so we put together the Mini-Showcase Site; some of you want the whole enchilada and for that we have the Master Class Sites.</p> <p>We have designers throughout the US and programmers throughout the world. If you really want sound on your site or Flash, no problem, it can be done. If you need custom data bases it will be done.</p> <p>We encourage you to "Keep it Simple" and always give the consumer what they want to see -- the listings and area information.</p> <p>We refuse to do telemarketing or spam. Most of our business has come from referral - just like in the old days. We work with you to keep you in front of the buyers and sellers -- not in front of your computer. When your Silk Shorts, Inc. site goes online, it is finished. You are not required to add anything to it.</p> <p>We NEVER have advertising for other companies on one of our sites. You are paying for the site, why would you want to give anyone else a "Free Ride"?</p> <p>If this makes sense to you, give us a call at 866-442-2424 or email Jana@SilkShorts.com and let's chat about the possibilities that would work best for you.</p>	<div style="text-align: center;"> <p><i>Just say spa...</i></p> </div> <p>BeautiControl (BC Spa Experience)—Want to improve your professional look through quick, painless, at-home spa treatments, personalized skin care, and advanced anti-aging treatments? Let the BC Spa Experience help you!</p> <p>Worried about wrinkles? We can demonstrate the "Instant Face Lift" treatment for you and a friend at a complimentary 30-minute Personal Spa Appointment. Each of you will try high quality spa treatments such as: resurfacing multi-acid peel, microderm abrasion, and Tight, Firm & Fill (TFF) face and eye products. With our "Instant Face Lift," you will see and feel a difference right away!</p> <p>Need some relaxation? We can pamper you and 6-8 of your friends at one of our complimentary 1-hour Spa Parties. Choose a Facial, Footsie or Relaxation Spa Party, and everyone will receive wonderful spa treatments, including cucumber eyepads, a sea salt hand scrub, an exfoliating lip treatment and so much more! As the hostess, you will receive a wonderful gel neckwrap and other goodies just for getting your friends together for an hour of fun and relaxation.</p> <p>If you want to treat your staff or clients to an Office Spa, we can tailor the time and format of this event to serve your needs. There's no better way to say thank you!</p> <p>The BC Spa Experience—we bring the SPA to you! Valerie Ehresman, Spa & Skincare Consultant BeautiControl (916) 202-8860 Email: wakechic93@yahoo.com Website: www.beautipage.com/valerie_e</p>



THE WOMEN'S COUNCIL OF REALTORS®

Our Long-Term Goals

- To be a catalyst for individual growth and achievement through chapters that are positioned as the business resource in their REALTOR® communities.
- To be an important source of information, education and business contacts that REALTORS® need to develop relevant skills and professional credibility in a changing business environment.
- To be a network of strong, active chapters that deliver significant value for the time and talent members contribute.
- To be a trusted support system for an increasingly diverse profession.
- To be a strong, viable organization with the human and financial resources and flexible structure needed to take advantage of opportunities in a changing environment.

WCR Operating Values

- **Community**
We are a family of real estate professionals, unique in our focus both on business and personal development. Through participation in WCR, we encounter a support network, ready and willing to help us achieve our individual potential for success.
- **The Power of Relationships**
We believe that success in business today requires positive, productive relationships. WCR provides an environment in which we can form, nurture and maximize relationships at many levels, from bottom-line business transactions to ongoing mentoring for career development. As WCR members, we share freely of our time, talent and experience because we know it will come back to us many times over.
- **Professional Credibility**
WCR membership is a sign of credibility. We are established career professionals. We operate based on a shared value system of integrity, consistency, creativity, compassion and a commitment to excellence and continued development. We believe that these are the skills and qualities that will advance the real estate profession.
- **Participation**
We believe that participation increases membership value. We believe that WCR members who get involved build stronger relationships, and gain information, new skills and ideas by applying what is learned. Participation is the opportunity to contribute to change, and to be changed, personally and professionally.
- **Inclusiveness**
We believe that the membership experience is enriched through the celebration and encouragement of our differences. In background, experience, perspective and opinion. At the same time, the strength of the organization lies in what unites us all... our shared values.

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



“THANK YOU”

To our May
Business Meeting Resource Sponsor's:

**Appraisal Ace, Silk Shorts Web
Design, Creation On Location and
BeutiControl**

We appreciate your Support of the
Women's Council of Realtors'
Sacramento Chapter

Please support our Sponsor's!!!
You can view our sponsors information on our Website:
<http://www.wcrsasac.org>

2009 WCR State and National Meetings

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

San Diego CA – Westin Gaslamp

November 11 - 15 National Conference

Online Events:

WCR Members: Log in to check out recorded
Sessions and live online events.

The Sacramento Women's Council of
Realtors Chapter Newsletter is going
'Green'. Our newsletters will be
posted on our website every month.
We will also still have limited hard
copies available at the Business
Resource Meetings. Please visit our
website to read current and past
issues of our newsletters:

<http://www.wcrsasac.org/newsletters.htm>



Women's Council of Realtors

Sacramento Chapter
2003 Howe Avenue
Sacramento, CA 95825

Are you interested in joining the Sacramento Women's Council of
Realtors? You can go online today to print out an application. Here is
the link: http://www.wcrsasac.org/PDF/WCR_Membership_Application.pdf

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 Elliott-Orme**
JCP/LGS Reports and First American NHD

For your Expert Disclosure Services
Phone: (916) 838-5743
Or email: mmorme@firstam.com