

APRIL 2007

Volume 3, Issue 22

WOMEN'S COUNCIL OF REALTORS

OUR MISSION

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

OUR VISION

Through our influence as successful business professionals,
women will effect positive change in the profession
and in the broader community.



Carolyn Bostwick

Business Resource Luncheon

April 26, 2007 (4th Thursday)

11:45 a.m. to 1:30 p.m. at the
Deschutes Brewery's Mt. Rm.

It is "HAT DAY" – don't forget!

**Roger Lee will be speaking on
"Central Oregon's Economic
Growth and Development"**

Business relevant information,
business networking and food -all
for only \$20 for members and \$25
for guests...come join us!

R.S.V.P is required. Click below
and make your reservations

call 541-318-5119 or via
laurie@ptporegon.com

Governing Board Meeting

May 3rd (1st Thursday) from 11:45
a.m. to 1:20 p.m. in the C.O.A.R.
Board Room – (Brown bag)

A Message From

President Carolyn Bostwick

Performance Management Designation

Last month I asked if you were ready for success. Did you see yourself as a successful person? The answer you gave to this question is critical. It affects every area of your life, not just your chosen career.

This month I want to discuss the value of education and designations. The knowledge you gain by selecting the high quality education available through designations courses designed to develop you professionally will prove invaluable for years to come. Your networking skills can increase your business if you follow through and keep in touch with the professional Realtors you meet in these classes. The credibility you gain beyond the knowledge gains you potential referrals from Realtors across the country. Designations speak to the Realtors' investment and commitment to their career. Often this is the only means a referring Realtor will have to narrow their selection for referrals.

There are several outstanding designation courses available to you. Let me share the value I see in the Performance Management Network offered by WCR. The courses in the PMN designation are designed for you to develop the skills required to successfully conduct and grow your business.

Continued on page 7



President

Carolyn Bostwick

Sunriver Realty

(541)322-7000

cbostwick@SunriverRealty.com

President-Elect

Cat Zwicker-Grant

Bill Jordan & Co. Realtors

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rebycat@bendcable.com

VP, Membership

Sydne Anderson

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(541)306-3375

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Secretary

Barbara Baker

Village Properties Real Estate

(541)815-9474

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Treasurer

Vickie Johnson

Big Real Estate Group

(541)389-2440

vickiej@bendbroadband.com

Past President - 2006

Jennifer Schirm

Sunriver Realty

(541)322-7000

STANDING COMMITTEES

(Chairs are voting members of Governing Board)

Bylaws: Phyllis Mageau, Chair (541)322-7000

Education and Programs: Nancy Hoover, Chair (541)322-7000

Linda Gardner, Siduri Taylor, Tami Nolan, Phyllis Mageau

Finance and Budget: Shelly Garroutte, Chair (541)389-2120

Tina Twillman

Membership Marketing: Joy Davis-Helfrich, Chair (541) 480-6808

Laura George

Ways and Means: Judy Harris, Chair (541)948-0124

David Brehm, Laura George, Lisa Garcia, Nonda Clark

Special Committees:

(Chairs are invited to attend Governing Board Meetings, have no vote)

Hospitality: Laura George, Chair (541)389-8466

Marketing: Brenda King, Chair (541)548-3468

Reservation/Attendance Committee: Laurie Keyes, Chair (541)318-5009

Cheryl Kent, Joy Davis, Laura Hayden, Rhonda Garrison, Sheri Mesa

Contact Committee: Leslie Beard (541)771-0829

Laura Hayden

Fashion Show: Christine Wise, Chair (541)389-5751

Debbie Walsh, Laura George, Robin Yeakel, Siduri Taylor, Cat Zwicker-Grant

Advisors to Fashion Show: Jennifer Schirm, Susie Hawley

Newsletter: Sharon Abrams (541)693-8779 and Judy Keller (541) 610-2960; Co-Chairs. Diane Abernathy, Member Feature articles; Joan Worrell, Sheri Mesa

Diversity Program Committee: Shelly Garroutte (541)389-2120

KEEP US INFORMED: Have you made changes?

- New Email, phone, business affiliation or website?

VP of Membership—Sydnea Anderson 389-8800. Also be sure to submit your updated online at WCR@wcr.org or call (800)245-8512.

OUR PROFILE OF THE MONTH ~~~ Tami Nolan

Tami has just moved to Sunriver Realty Bend, partnering with Susan Mortenson, after four and a half years with Windermere. She was an elementary school teacher previously, from first through eighth grades and reading specialist through math in the Oregon City/Canby area.

She likes the variety of people that she meets in real estate. She also likes that she is always learning. She practices being a lifetime learner and has the real estate designations, ABR, CRS and GRI.



Tami has five children. Her oldest son was adopted from Vietnam. Her next son is an emergency room doctor and is going to Iraq soon. Her oldest daughter is a commercial realtor in Portland, and the two youngest are still students. She lives with a Doberman and German Shepard that is the proud mother of seven new puppies, which has been an exciting experience for Tami.

Tami volunteers for St. Charles as a Navigator, working with women with breast cancer. She is a second level Reiki practitioner and is an apprentice in the Anamcara program, which an international program supported by the Sacred Art of Living Center, where she is learning skills and procedures to assist in the end of life transition. She also works with hospice and has found that it is the better understanding of death that teaches one how to live. This has led her to bereavement work with young people. She also enjoys gardening and hiking. She feels that Bend is a wonderful spot to live, it has great natural energy.

She reminds us to take time to count our blessings and to realize that the only person you can ever change is yourself. The only true choice we have is to choose our own attitude.

2007 WCR EDUCATIONAL TOPICS

May 24th -- Time Management, Carolyn Esky

June 28th -- Networking for Busy People, Kathy Nelson

One summer meeting is designated as a "Networking Picnic"

2007 WCR NATIONAL EVENTS

2007 Midyear Meeting: May 17-20, 2007

2007 Women's Wealth-Building Summit: July 13-15, 2007

2007 Annual Conference: November 12-16, 2007

Visit our website www.WCR.org for details and registration for National Events and general Women's Council of Realtors' information.

WOMEN'S COUNCIL of REALTORS

BYLAWS FOR CENTRAL OREGON CHAPTER

By-Laws Chairperson, Phyllis Mageau

ARTICLE IV - THE GOVERNING BOARD

Section 1: The government of the Chapter shall be vested in the Governing Board which shall consist of the President, President-elect, Vice President of Membership, Secretary and Treasurer (or Secretary-Treasurer), most recent past President able and willing to serve, one active past President appointed by the incoming President, and Chairmen of Standing Committees; all of whom shall be entitled to vote.

Section 2: The Governing Board shall have full power to conduct the business of the Chapter; to suspend any officer or member for just cause; and to otherwise govern the affairs of the Chapter in accordance with the bylaws of this Chapter, the State Chapter (if any), and the national WOMEN'S COUNCIL OF REALTORS®.

Section 3: Five of the members of the Governing Board shall constitute a quorum.

Section 4: (A.) Regular meetings of the Governing Board shall be held at least six times per year at times and places as shall be designated by the President.

(B.) Special meetings of the Governing Board may be called by the President or shall be called at the request of at least three members of the Governing Board.

STANDING RULES

B. Guest Policy

1. Speakers/Performers All Speakers/Performers shall receive a complimentary meal **and/or** a special gift or recognition, as determined by the Governing Board and as applicable to the meeting or event. The Hospitality Committee will send thank you notes to all Speakers/Performers.

2. Non-Members—*Qualified* prospective members may be brought to the regular Chapter Meetings as a guest **three** (3) times **only** in the previous 6 month period before joining. ***This does not apply to a member's family or special guest provided they are not eligible for WCR Membership.***

Vice President of Membership: Sydnea Anderson, Broker at BendStyle
 Sydnea@BendStyle.com—Email; (541)389-8800—Office; (541)420-1111—Cell

2007 FASHION SHOW COMMITTEE

We Appreciate You!!!



Chairpersons:

Coordinator: Christina Wise of Western Title

Sponsors: Siduri Taylor of AmeriTitle, Laura George of 1031 Summit

Catering: Susie Hawley of Brooks Resources

Music: Jennifer Schirm of Sunriver Realty

Fashion Coordinator of Store Participants: Robin Yeakel

Raffle Tickets: Cherie Auman

Silent Auction Coordinator: Gail Rogers with Deb Walsh, Laura George and Judy Harris

MC, Susie Hawley and Mike John

Platinum Sponsors:

Countrywide-Cherie Auman, BendLiving-John Stafford, Willamette Publishing-Julie Morris, Phoenix Inn-Michelle Steward

Gold Sponsors:

Summit 1031-Laura George, Umpqua Bank-Tina Whittington

Silver Sponsors:

Brooks Resources – Barb Hess, Advanced Image Concepts-Margaret Casio, Pronto Print

Bronze Sponsors:

Martha Murry Designs, Sunriver Realty-Carolyn Bostwick

General Contributors:

Music, Mike John

Fashions, Blue Moon Boutique, CAbi, EnVogue, Painted Pony, At The Beach, Juliana

Set Design, Christina Wise, Martha Murry Designs

Printing, Advanced Image Concepts, Pronto Print

Thank you from the

2007 Women's Council of Realtors'

General Members



Thursday June 14th 8:00am-2:00pm

Minority buying among African Americans, Asians, Hispanics and Native Americans is estimated at \$1 trillion, 300 billion.

The rapidly growing population of minorities and immigrants consider buying a home a top priority. This is your best chance to learn powerful strategies in dealing with changing demographic patterns plus receive NAR's

"At Home with Diversity: One America" Certification.

Here's what you will learn:

- "Consultative" selling techniques aimed at servicing needs and offering a variety of choices.
- How differences in cultural style impact real estate transactions and teach you to manage those differences as well as to build successful business relationships.
- To develop marketing approaches that fit the cultural patterns of different ethnic groups.

Cost: \$65 • Register by May 11th, 2007

On-site check-in begins at 7:30 a.m.

Earn 6 credit hours

Class is approved for PMN Designation (Performance Management Network) for WCR & OAMP credit for Mortgage Brokers

Mail check and registration to:

Deschutes County Title Company

Attn: Shelly Garrouette

397 SW Upper Terrace Drive.

Bend, OR 97702



Presenter:

Jenny Pakula

Deputy CEO/Assistant

General Counsel,

Oregon Association

of REALTORS®

Sponsored by:

Central Oregon Chapter
of

Women's Council of
REALTORS®

QUESTIONS?

CALL: Shelly Garrouette

541-280-6791

AT HOME WITH DIVERSITY™ SEMINAR

Thursday, June 14th, 2007 • COAR Class Room • Bend, Oregon • 8:00 am - 2:00 pm

Name

Nickname

Firm

Address

City

Zip

Signature

Fax Number

E-Mail Address

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Negotiating strategies and tactics Your ability to negotiate during a transaction brings your client a huge benefit and advantage. When you stop to think about how often you negotiate in your business and personal lives, you begin to appreciate why this course is one of the essential building blocks for your real estate career.

Networking and referrals Learn how to effectively network and watch your referral business grow. After many years in the real estate business, this course allowed me to significantly improve my networking skills. Networking isn't just about business, it's about developing relationships. Yes, business will follow, but the relationships enrich your lives. We are blessed with a desirable location so referrals from your sphere outside of Central Oregon and other Realtors can develop into a very viable source of business.

Business Planning and Systems The knowledge and skills you gain through this course are often lacking; yet most essential to any business. Learn how to plan for success and develop systems that work for you. Planning your year gives you a road map to follow so instead of blindly spending money at whim. Remember, it is not how much money you earn, but how much keep that counts.

Personal performance management This course will teach you how to harness the power of performance management skills to challenge yourself, to manage your time effectively, to build credibility and develop a personal vision.

Cultural differences in buying and selling Diversity encompasses much more than just race. People from diverse backgrounds have differences in how they communicate and do business. When you honor another's customs you not only build trust but you create a business environment beneficial to all involved. As a desirable location, Central Oregon's diversity continues to grow, adding depth and breadth to the Central Oregon culture.

Mark your calendar and send in your registration for this valuable course offered by Women's Council of Realtors on June 14th. This presents a great opportunity to begin your PMN designation right here in Bend.

Designation requirements, scheduled courses and more detail on course content may be found at <http://wcr.org>

Be Your Best, *Carolyn Bostwick*

Don't forget to wear your hat to the Business Resource Luncheon on April 19th.

