



CENTRAL OREGON CHAPTER

THE MISSION OF THE WOMEN'S COUNCIL OF REALTORS

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

FEBRUARY 2007
Volume 3, Issue 20

OUR VISION

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



FEBRUARY 22, 2007 - Thursday
Business Resource Luncheon
Deschutes Brewery Mountain Rm

*** note **NEW** location

TOPIC: 'Communication and Writing Skills' – Linden Gross

11:45 am-1:30 pm

***see **MENU** for luncheon

***RSVP: laurie@ptporegon.com
541/318-5009

Click onto the above link to RSVP

MARCH 1, 2007
Governing Board Meeting
COAR or TBD

Note: 11:45-1:20 pm (Brown-bag)



Peggy Harley, Broker
John L. Scott Realty-Bend

Erika Morris, Broker
John L. Scott Realty-Bend

President's Message:

Opportunity Market

Central Oregon is a great place to work, live and play. In spite of the emphasis on a down market, we, as Realtors, know we are in the right place at the right time. Yes, 2006 reflects a decline in number of sales, yet most areas brought in big 20+ percentile increases in average and median sales prices.

2007 is the year of opportunity for Realtors with knowledge, skills, desire and persistence to grow their business. Sellers no longer can throw a sign in the yard or an ad in the paper and expect a full price sale within a week. A knowledgeable Realtor with market knowledge, marketing skills, and networking resources is necessary to secure a buyer. Negotiating ability is key to putting sales together through close of escrow. Buyers are not sure what a good value is anymore. Some are holding off on making decisions to see if prices drop. The buyer today, needs your skills in negotiation and market knowledge to work for them during the buying process. A knowledgeable Realtor counsels their buyers to buy now because this is 'Opportunity Market.'

The program committee of Women's Council of Realtors, led by Nancy Hoover, delved deep to bring you opportunities to sharpen your professional edge at each membership meeting. Be sure to attend early and 'network'! What a fun way to improve or develop new networking skills, form new alliances and make new friends. Everything you do with WCR is designed to build on your professional development. Join us in this 'Year of Opportunity', together we will ake the most out of opportunity.

I look forward to seeing you at our next meeting on February 22nd at the Deschutes Brewery Mountain Room.

Carolyn Postwick



President

Carolyn Bostwick

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Past President - 2006

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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 Garrouette, 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 Garrouette (541)389-2120

Information re. our Luncheon at the Mountain Room at the Deschutes Brewery:

Please don't arrive too early....doors will be unlocked 15 minutes prior to the agreed start time of 11:30 am. The private entrance is located just to the left of the administration office, look for the signs to the Mountain Room and take the elevator to the 3rd. floor.

Large groups 'may' need to use additional parking. Please feel free to use the Mount Bachelor Park and Ride parking lot, as they have generously okayed temporary usage to us.

The Brewery ships beer 24/7. Please park in clearly marked spaces, and not in the loading dock area, where your car may be in danger of being hit or towed. There should be ample parking in the lot and this shouldn't be a concern.

Thanks and look forward to seeing everyone at the meeting!

OUR PROFILE OF THE MONTH ~~~ Joan Worrell

Joan is a broker with Envirian of Central Oregon, an internet based real estate company that produces the leads on line, primarily. Since about 85% of people interested in real estate look on the internet, it is definitely a company for the times. She has been a broker for about a year, having previously practiced law in Davis, CA. She also has a degree in social work....giving her a varied background.



She enjoys selling real estate, likes the diversification of the work and meeting a variety of people. She also appreciates getting outdoors frequently. She enjoys helping people and feels it a privilege to be allowed into their lives. "Buying and selling real estate can often be a stressful and emotional time for people, often happening around life transitions." Her skills are good when dealing with these types of complications. She has to be particularly aware of not giving legal advice and knows when she should recommend consulting a real estate attorney.

Joan's son, who is a mountain bike racer (Oregon state champion) and a sponsor of Bend's Big Fat Tour, lives locally with his wife and two young daughters. Joan lives in Starwood, enjoying the quiet and daily viewing of deer and quail. She has a cockatiel and two parakeets that share her life, along with 'the perfect cat', named Chauncey. Joan also enjoys reading, seeing movies and is a volunteer for HospiceCenter..

Joan sees the roll of a realtor as similar to that of a primary care physician, with the realtor keeping tabs of the whole situation. But...she feels it is important not to project our own ideas, you must let the clients have their own. She keeps herself on track by always doing the most important and most dreaded things, first.

Her favorite quote came from her grandmother, when she was 10 or 11, and made quite an impact on her. "Forgiveness is the perfume of the violet on the hand that crushes it."

*****'AT HOME WITH DIVERSITY' -- WCR is in the process of planning this class. The tentative date is June 14th, from 9:00am to 3:00pm. This NAR course, CRS approved, is worth 1 credit toward your CRS designation. Webster's definition of diversity: difference, variety.**

*****MENU for Luncheon -Deli Buffet: Turkey/Black Forest Ham/Swiss and Cheddar Cheese, Housemade Rye, Whole Wheat and Panini Breads. Lettuce, tomatoes, onions, pickles, and pepperoncinis. BBP & Honey mustard, Dijon and Yellow mustard and Mayo. Red Potato Salad, Homemade Salt & Vinegar Potato Chips. Bite-sized assorted cookies. Coffee, water, hot and iced tea included. Beer/wine ad soft drinks available at bar – extra.**

NOTICE: VOLUNTEERS NEEDED!!!!

There will be sign-up sheets at our meetings. Membership in this organization is rewarding and also fun...and the more who take part, the better we can become. Thanks in advance.

BYLAWS FOR CENTRAL OREGON CHAPTER OF THE WOMEN'S COUNCIL OF REALTORS

ARTICLE V - CHAPTER MEETINGS

Section 1: (A) Regular meetings of the Chapter shall be held at least eight times per year at times and places to be determined by the Governing Board.

(B) Special meetings of the Chapter may be called at such times and places as the Governing Board shall, by resolution, require. Not less than five (5) days nor more than ten (10) days notice shall be given for a special meeting. Such notice shall state the time and place of the meeting, and the purpose for which it is called. Only the business stated in the call to the meeting shall be transacted at such meeting.

Section 2: Twenty percent of the REALTORS/REALTOR-ASSOCIATES/Institute Affiliate members of the Chapter shall constitute a quorum at all meetings, except in those cases where the Chapter consists of fewer than fifteen Active members, when a majority shall be required to constitute a quorum.

STANDING RULES

A STANDING RULE:

Is a rule related to the administration of a society rather than to parliamentary procedure.

An example of a Standing Rule (per Robert's Rules of Order) is one which sets the hour at which meetings of a society are to commence.

A Standing Rule can be adopted by a majority vote at any meeting.

A Standing Rule remains in force until amended or rescinded. It does not bind future meetings if a majority desires to suspend it temporarily for the duration of a particular meeting.

A Standing Rule can be amended by a two-thirds vote without previous notice at a meeting of a society OR it may be amended by a majority vote if prior notice was provided.

A Standing Rule can be suspended by a majority vote of a society for the duration of the meeting.

A Standing Rule can be rescinded by a two-thirds vote without previous notice or by a majority vote after notice on at least the preceding day.

Standing Rules are intended to solve a need by stipulating procedures that a Chapter will follow in certain situations and yet provide the flexibility to change those procedures should the need arise.

Each month the newsletter committee will try to keep the membership informed of all that WCR is about. Please note the contact information of those on the staff and let us know if there is information that you would like to see addressed more in depth.

PROSPECTIVE EDUCATION TOPICS FOR 2007 WCR MEETINGS

February 22nd -- Communication and Writing Skills, Linden Gross

March 22nd -- The Enneagram, Barbara Hastings

April 26th -- Economic Growth & Development, Roger Lee

May 24th -- Time Management, Carolyn Esky

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

Dates are not yet assigned to specific programs (listed below) and there is one month during the summer that has no meeting, a picnic instead.

Remaining Programs include:

Advantages of Being Green -- Bruce Sullivan

City Vision and Growth – Bend/Redmond/Prineville

Career Focus & Life Transitions -- Carolyn Esky

Benefits of Living in Bend/Redmond/Prineville -- Chambers of Commerce ‘representatives’

Senior Issues in Real Estate -- Real Estate Attorney

Inspirational Thought for the Day.....

William James, known as the ‘father of modern-day psychology’ said:

“People tend to buy on emotion, and justify with facts.”

WCR EVENTS - save these dates:

Regular WCR Monthly Meetings: The 4th Thursday of each month

NOTE: The cost of program and luncheon will be \$20.00.

Please RSVP to laurie@ptporegon.com, (541)318-5009

*****Note Change for Location and Cost:**

- WCR members - **\$20.00**, non-members -- **\$25.00**
- If you need to cancel, please do so, at the latest, 24 hrs. prior to the meeting.
- **NEW MEETING ARRANGEMENTS – Deschutes Brewery Mountain Room** -- @ 901 SW Simpson Ave., at Colorado roundabout.

2007 WCR Fashion Show: April 12th, 2007 – Tower Theater – Michael John, guitar and keyboard. Be watching for more details in future newsletters.

2007 Mega-Networking Conference: April 13-15 - Hyatt Regency Pier 66, Ft. Lauderdale, Florida.

2007 Midyear Meeting: May 17-20, 2007 – Capital Hilton Hotel, Washington, DC

2007 Women's Wealth-Building Summit: July 13-15, 2007 – Marriott Newport Beach Hotel & Spa, Newport Beach, California

2007 Annual Conference: November 12-16, 2007 – The Venetian Resort Hotel Casino, Las Vegas, Nevada

For more info about national WCR meetings, visit online at www.wcr.org/events.htm, or contact National WCR toll free at (800)245-8512.

Keep Us Updated

Got a new e-mail address? Or have you moved to a new company? Be sure to notify National WCR of all changes to your contact information – from phone numbers and mailing addresses to web sites and e-mails. An address correction form appears in WCR's annual membership directory, the *Referral Roster*, and it can be faxed to

National WCR at (312)329-3290. Also, an online correction form is available at www.wcr.org or, e-mail contact information changes to National WCR at wcr@wcr.org, or call toll-free (800)245-8512.

Local Contact:

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Newsletter Information: Please send any information for the newsletter to any of the following people:

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2007 State Chapter President-Elect: Sandy Williams, ReMax Equity Group, Beaverton
