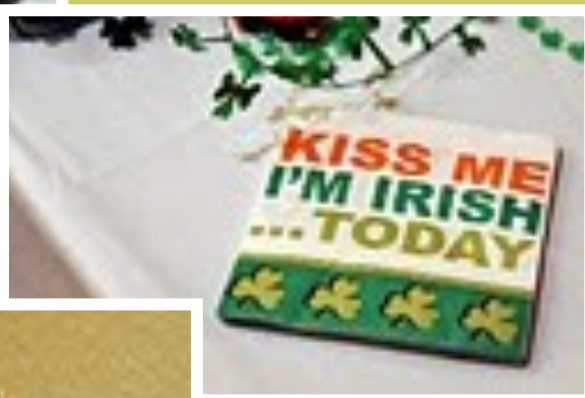


Emerald Coast

INSIDE THIS ISSUE

- Renew your membership today for 2011!
- Our Valued Sponsors
- Happy Birthday!
- Pop Tops & Pennies for Penny
- Pictures of our members



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FACES OF WCR

MARCH
2011

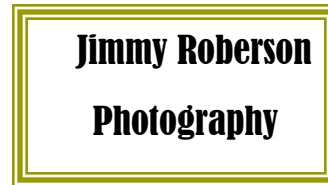
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2010 Local & State Info

Local Contact Info

President: Robbie Fenn, RobbieJFenn@GMail.com, 850-496-2150

Pres-Elect: Judy Catrett-Sheridan, Judy@JudySheridan.com 850- 218-3030

VP of Membership: Karen Flynn, Karen@KarenFlynnProperties.com 850-499-2894

Treasurer: Lori Ogles, logles@reli.us 850-231-0991

Secretary: Stephan Mihacevich, stephan.mihacevich@pelicanproperty.com, 850-217-1904

Membership: Jan Hooks, Jan@JanHooksRealtor.com, 850-585-2677

Education & Programs, Cynthia Roberson, cynthia@cynthiaroberson.com, 850-585-3602, Linda Bryan, linda.bryan@earthlink.net, 850-420-1151, Joe Saber, joe.saber@cbunited.com,

Hospitality: Catherine Brannon, CBrannon@Setco.com, 850-650-6161

Ways & Means: Paige Floyd, paige.floyd@rels.info 850-650-3130

By-Laws & Standing Rules: Laura Nelson, lnelson@waterstonemortgage.com

Nominating: Lisa Norton, Lisa@LisaNortonRealEstate.com, 850-621-4525

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Marketing/Communications: Linda Randes, linda.randes@era-american.com , Mary Travis, mary.travis@rels.info 850-650-3130

Website: Matthew Pace, Info@PacePcSolutions.com

Sponsor Liaison: Sue Botelho, SBotelho@WaterstoneMortgage.com, 850-797-7946

Past Presidents

- 2010 Lisa Norton
- 2009, Debbie Lewis
- 2008, Kelly Klein
- 2007, Judy Griffin
- 2006, Jean Floyd
- 2005, Penny Ericksen
- 2004, M.J. Packer
- 2003, Dick Hickenbotham
- 2002, Karen Butler
- 2001, Pat North
- 2000, Debbie Lewis
- 1999, Becky Popma
- 1998, Kim Patterson
- 1997, Marilue Maris

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Presidents Corner

I wanted to visit with you this month about the power of networking and what it means to me. Realizing that networking is simply people at times within a similar industry who want to expand and build new relationships. So I posed the question to myself...does this mean that every person in that organization must send me a referral or do I expect a referral return if I send one? To ponder that answer, for me personally, the answer would be no. For example, if I send a referral to a person whose business is home inspections, do I expect that home inspector to send a buyer to me...no. The reason is simple, I look at networking organizations as a way to better my business. When I develop the relationship with the home inspector, the chances of getting that home inspection in when it's gotta be done before 5 tomorrow are far greater. So have I benefitted? Sure I have! Not all referrals given should be given with the expectation to receive something in return-but they should be given with the expectation for great customer service to your client, cementing the very reason they chose you. You are the expert and you surround yourself with other respected professionals.

Within WCR this is the very definition above of what I have found. I give referrals to others who I have grown to trust through the building of our relationships, and I have gained referrals from others who trust me without me ever sending a referral to them. I think of it this way, we are individuals interconnected within our industry, who are all building our businesses to be the best it can be using the resources before us. In WCR we have found those intimate relationships of resources of a multitude of professionals who assist us in continuing our successes daily!

Thank you for not only being a member of WCR-but for being a contributing, positive member. I appreciate each of you tremendously and wish you nothing but success always!

Robbie Fenn

Happy Birthday WCR Members!

March

Wanda Greer

Jane Judkins

Stephan Mihacevich

Susan Rood

April

Catherine Brannon

Joan Neely-Harley

Jackie Pilcher

Donna Bennett





Just Notes



RENEW YOUR MEMBERSHIP NOW

As a member, you are positioned to stay on top of your competition, whether it's by learning about business-building resources in our monthly national e-newsletter, staying up to date on industry trends at our local chapter events, or by your visibility in our national Referral Center.

Go to www.WCR.org today to renew on line!



WCR Online
WCR Online

PENNIES & POP TOPS FOR PENNY!

Penny Ericksen is our State Treasurer. When Penny becomes our State President in 3 years it would be nice if we could help her pay for her big inauguration. If you could bring your spare pennies & pop tops to our monthly business resource meetings we will put them with Penny's savings. **We need your help!!!**



Please Remember Donations for Shelter House & other Missions!!

Donations of "personal care" items at each of our Monthly Business Resource Meetings are donated to the women, children and men of Shelter House. Items may include such things as soap, shampoo, lotion, razors, powder, recycled or used cell phones, etc. Cash donations are also accepted; please make your check payable to Shelter House. Any member of the Governing Board will gladly be sure your donations are delivered!

Shelter House Liaisons are:

Jean Floyd Keller Williams Emerald Coast Realty 850-865-8548 JeanBuySell@aol.com
Balenda Hetzel Beach Community Mortgage 850-499-4759 BalendaH@BeachCommunityMortgage.com
Michelle Sperez el is the Executive Director at Shelter House and her business number is 850-243-1201

OUR MISSION STATEMENT

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

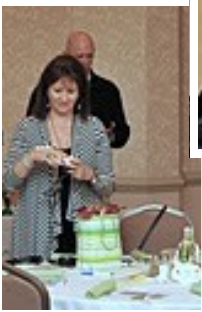
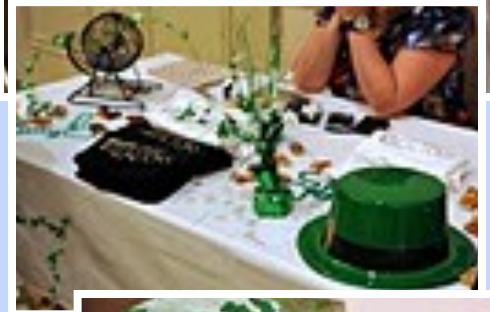
OUR VISION

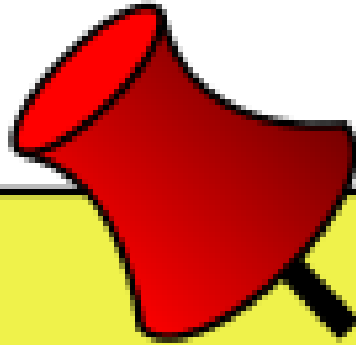
Through our influence as successful business professionals, women will effect positive change in the profession and in the broader community.



JOIN TODAY FOR A VALUED EXPERIENCE IN PROFESSIONAL AND PERSONAL GROWTH







**Mark your calendar
Palms of Destin-Thursday-April 14th**

Featured Speaker

Wayne Rogers

Make Your Own Rules

