



NEWSLETTER

ENGLEWOOD ON THE GULF, FLORIDA

Volume 5, Issue 1

ENGLEWOOD ON THE GULF IS DOIN' GREAT!



The Englewood on the Gulf Chapter is thrilled to announce that we are still going strong! The Chapter, under Margaret Schaad's leadership as VP Membership in 2009, and Pat Bieneman coming into the role in January 2010, retained 81% of our members, as of March 31st, which is excellent in a slow economy and market. This is the same retention rate we enjoyed in 2009. Great job, Margaret and Pat, and to everyone who brought in new members!

Thank you to all of you who recognize the importance of this wonderful organization. We have a terrific Chapter and the leadership team is honored to represent all of you at the various district, state and national meetings. Please make your membership count. Participate as much as you can in your local Chapter, as well as at the district and state levels if you can. You'll find that the benefits you'll reap from active participation will come back to you ten-fold!

The National Membership Goal is for each Chapter to recruit 2 new REALTOR® members each month. Are we up for the challenge?

**CONGRATULATIONS TO MARY WOODS AND MARGARET SCHAAD,
WINNERS OF THE MEMBERSHIP RECRUITMENT CONTEST!**

DISTRICT FORUM DATE CHANGED

The date for the combined District V and XIII Forum is being changed. It was scheduled for June 29th, however, that is immediately before the final date for closings qualifying for the First Time Home Buyers incentive, so the date is being changed to ensure all of our Affiliates and REALTOR® members can attend. More info to come in the next newsletter.

The Englewood on the Gulf Chapter is coordinating the Sponsor/Vendor Trade Show for the event. Please contact Diane Batista for sponsor levels and to reserve your spot!

CONGRATULATIONS, EXCEPTIONAL REALTORS®

The Englewood on the Gulf Chapter sponsored the first annual Exceptional REALTOR® Awards cocktail reception and presentation at the Boca Royale Golf & Country Club on March 30th. We would like to congratulate all of the award recipients for meeting and/or exceeding the criteria for the Exceptional Realtor Awards. You are the “best of the best” in Englewood real estate and we are proud that you are members of the Englewood on the Gulf Chapter of Women’s Council of Realtors.

The
Englewood on the Gulf
Chapter of the



Exceptional Realtor®
of the Year
Award Winners

proudly announces the



 Anne Aderman Coldwell Banker/ Sunstar Realty 941-504-1280	 Andrea Barber Brett Barber & Co. 941-270-6052	 Pat Bieneman Coldwell Banker/ Sunstar Realty 941-258-4527	 Becky Borci Becky Borci Realty 941-214-3111	 Patty Coats Floridian Realty Services 941-270-0303
 Kristen Conti Golf Breeze Realty 941-270-7181	 Esther Maisch ReMax Hometown Properties 941-716-0417	 Joanne Pattona Becky Borci Realty 941-626-0880	 Carol Stewart Gasparilla Properties 941-276-1162	 Carla Stiver Margaret Adjoran & Associates 941-270-1460

Website/Tech Update

Eileen O'Connor has been doing a great job keeping our Chapter website as up to date as possible. However, many of you have changed offices, have new email addresses, and contact phone numbers. Eileen needs this information from YOU, in order to update your information on the website. Please email all changes to Pat Bieneman (pat.bieneman@coldwellbankerflorida.com), ASAP. Pat will ensure our membership roster is updated and will forward it on to Eileen. Thank you!

Also, don't forget you can purchase your Business Resource Meeting luncheon tickets, as well as tickets for the events we hold, on the website. This is a great time-saver as well as a nice convenience for our members and guests at our events.

If you take any photos or have info that you'd like to share on our Facebook page, please forward them to any Chapter Line Officer and they'll see that the material is uploaded. We are not putting photos in the newsletter anymore ~ they will be posted on the Facebook page instead.

WOMEN'S COUNCIL OF REALTORS® FACT SHEET

What do you know about *your organization* – the Women's Council of REALTORS®? This truly is a phenomenal organization, comprised of the best-of-the-best. For many of us, the organization has kept us alive through the slump. As our market comes back, we'll all see how absolutely essential Women's Council is to each of us. Please remember the facts below when you are talking to non-members about why you are a member of Women's Council ~ and invite them to participate with us as well!



WHO WE ARE: The Women's Council of REALTORS® is a nationwide community of real estate professionals who include many of the best and brightest in the business. We are productive people with reliable expertise helping others reach their next level of success. With more than 18,000 members, Women's Council is the 12th largest women's organization among 700 in the U.S.

Based on commission income, Women's Council members are more than twice as productive as the average REALTOR® and are better established in the business. That, in turn, means they are better connected to the communities they serve. Women's Council is an affiliate of the National Association of REALTORS® and is headquartered in Chicago, IL.

WHAT WE DO: At Women's Council we are never standing still. That's why in 2003 we launched an entirely new REALTOR® designation, the Performance Management Network. Its professional training, and a thriving referral network, are so powerful it will keep the competition up at night. PMN courses dig deep into the hot topics that are shaping our

business. The newest course, "Harnessing the Power: Skills Based Performance Management," was developed by Women's Council in conjunction with The Pacific Institute. The course, which is also approved as an elective for REBAC's ABR designation, teaches how to harness the power of performance management to manage time effectively, build credibility and develop a professional and personal vision.

HOW WE DO IT: Women's Council has an established network of 300 state and local chapters, with volunteer managers trained to position their groups as a business resource center in their REALTOR® communities. With regular networking and educational programming designed to keep our members at the top of their game, it's a small wonder that Women's Council members collectively generate over \$100 million in commissions annually. We learn more, earn more, grow more.

AT A GLANCE:

- The average Women's Council member has a gross income of \$117,900 and has 17.5 years' experience in real estate.
- 70 percent of Women's Council members have 10 or more years experience in real estate.
- Among more than 700 U.S. women's organizations, Women's Council is the 12th largest.
- 93 percent of survey respondents reported that Women's Council membership gives them a "sense of professional pride."

St. Patty's Day Drawdown a Huge Success!

The Chapter held its first "St. Patty's Day Draw Down" fundraiser at the new LaStanza location (the former Bootlegger's on Dearborn), with approximately 75 people in attendance, all enjoying their souvenir beer mug and winning terrific prizes!



We want to thank LaStanza for hosting this event and donating the first beer to all who purchased a ticket. And we want to thank everyone who donated a door prize for this fun event. We hope we can look forward to your participation again next year!

The Grand prize was \$500 and was won by Cathy Crowe, Palm Island resident and a huge supporter of the Englewood Chapter! Congratulations, Cathy! But an even BIGGER Thank You to Cathy is necessary, as she donated \$100 of her winnings BACK to the Chapter! You are amazing, Cathy, and we truly appreciate your generosity!

OUR THANKS TO THE CONTINUAL PARTICIPATION OF OUR 2010 SPONSORS



Remember to Express Your Gratitude for Our Englewood on the Gulf Chapter Sponsors by Referring them and Using Their Services at Every Opportunity! Sponsors are listed at the Sponsorship Level. Just click below – the websites and email addresses are active hyperlinks.

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Carol Peterson
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Karen.JohnsonMiller@regions.com

Dawn Campo
SunTrust Mortgage, Inc.
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dawn.campo@suntrust.com

PLEASE CONSIDER SPONSORING YOUR LOCAL CHAPTER! QUESTIONS?
CALL: **Karen Miller** ~ Sponsor Committee Chair ~ 941.698.1084

Quick Notes



Just jotting down quick notes to remember:

- Business Resource Meetings can now be paid for with a credit card on our website. There is an additional \$1.00 processing fee added to the cost of the lunch to cover our cost.
- The January Business Resource Meeting has been **RESCHEDULED TO JANUARY 13** because of the Mid-Winter Meetings in Orlando which start on January 20th, our regular day. Quite a few members are planning to attend the meetings.
- There is still room in the condos we've reserved for any additional members who would like to attend the Mid-Winter Meetings. The meetings themselves are FREE OF CHARGE to attend and you will learn so much! Please call Diane Batista at 941.815.3237 if you'd like more info.
- Our Governing Board meetings are held the first Thursday of each month at 9:30 AM at the SunTrust Bank conference room (Dawn's bank – by Stefano's). All members are welcome and encouraged to attend!
- Our monthly Business Resource Meeting luncheons are held the 3rd Wednesday of every month at LaStanza Restaurant on Dearborn Street in Englewood. Cost of lunch is \$15.00. For reservations, please call Mary Woods, Reservations Chair at 941-270-7733.

THANK YOU 2010 STATE WCR SPONSORS:

PLATINUM: Blue Star Risk, HomeTeam Inspection Service, North American Title Company, Wells Fargo Home Mortgage ~ GOLD: Affinity Law Firm - Millie Kanyar ~ SILVER: Health Plans 123, Kenyon Real Estate, Paul Homes, Rels Title, Royal Institute of Real Estate, Third Federal Savings

SPECIAL EVENTS SPONSORS:

PLATINUM: Harper Pinzino Island Realty, Pensacola Association of Realtors, The Studer Group ~ GOLD: Emerald Coast Association of Realtors, Hilton Resort on Pensacola Beach, Pensacola Women's Council of Realtors, Pro Clean Carpet Cleaning ~ SILVER: Audrey Lackie, Emerald Coast Women's Council of Realtors, Naples on the Gulf Women's Council of Realtors

IMPORTANT WEBSITES:

Englewood on the Gulf Chapter: www.Englewoodflwcr.com

Florida State Chapter: www.wcrfl.com

WCR National: www.wcr.org