

**MISSION**

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



Ohio Chapter President

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Immediate Past President

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OHIO STATE QUARTERLY NEWSLETTER—Vol 2 Issue 1

March 2011

**Free 3 Hour Fair Housing CE Class on Sunday, March 27<sup>th</sup>**

The Ohio State Chapter is happy to offer a 3 hour continuing education class during the upcoming state meeting. John Zimmerman, Vice President of Miami Valley Fair Housing Center, Inc., an outstanding & eloquent speaker and an expert in Fair Housing, will talk about the “21<sup>st</sup> Century Fair Housing Issues”. Please benefit from this opportunity and encourage all WCR members and non-WCR members from your local board to register for the class online:



[http://www.ohiorealtors.org/meetings/spring/spring\\_reg.html](http://www.ohiorealtors.org/meetings/spring/spring_reg.html)

The cost is free for WCR members and \$10 for non-members.



**Ohio State Chapter Spring Meeting Schedule**

**Saturday, March 27, 2011**

**Renaissance Columbus Downtown Hotel**

50 N. 3rd Street, Columbus, OH 43215

|   |                    |
|---|--------------------|
| Silent Auction Set up & Networking<br>(Silent auction theme is Fashion Accessories) | 8:30 AM – 9:00 AM  |
| Governing Board Meeting:  | 9:00 AM – 10:30 AM |
| Legislative Update:   | 10:45 – 11:30 AM   |
| Luncheon:   | 11:30AM – 12:30PM  |

|   |                           |
|---|---------------------------|
| <b>Fair Housing 3 hour CE Class:</b>                          | <b>12:30 PM – 3:30 PM</b> |
| <b>21<sup>st</sup> Century Fair Housing Issues C.E. Class</b> |                           |
| <b>Speaker –John Zimmerman, VP Miami Valley Fair Housing</b>  |                           |
| <b>Free to WCR members, \$10 to Non WCR Members</b>           |                           |

|                             |   |
|-----------------------------|---|
| General Membership Meeting: | 3:45 – 5:30PM<br>(or, as soon as we are done) |
|-----------------------------|---|



**Meet Your President—Young Kim**

Young Kim Realty, LLC, founded in 2004, is a small real estate brokerage in a south suburb of Dayton. It is known as a solid and reliable company with top professional REALTORS® selling Dayton Ohio real estate. Young loves the business and says, "As long as I can drive and I can talk, I have no intention of retiring from selling real estate".

During her 30 plus years of real estate service, she has received numerous awards including DABR Broker of the Year, WCR state and local Member of the Year, and DABR and OAR sales leader’s awards consecutively since 1990. She has served both DABR and OAR as a director and numerous committees as a member or chair. But among the long list on her resume, the most proud and meaningful items she considers are being the mother of two grown children, the grandmother of a 4 and a half year old cutie pie in New York, and the loving wife of Old Kim for 37 years.

## **2011 WCR Travel Dates**

(Revised 1-9-11)

Ohio Chapter WCR Spring Meeting

**Sunday, March 27, 2011**

Renaissance Hotel, Columbus OH

(OAR Spring/Legislative Conf. March 27-30, 2011)

National WCR Midyear Meeting

**May 12-15, 2011**

Capital Hilton, Washington DC  
(NAR Midyear Conference May 9-14, 2011)

Regional WCR-Region II Meeting

**July 20-22, 2011**

Milwaukee, WI

Leadership Academy  
(Incoming 2012 LCP's only)

**August 5-7, 2011**

Chicago, IL

Ohio Chapter WCR Fall Meeting

**Saturday, September 10, 2011**

PMN Class, Sunday Sept 11  
Hyatt Hotel, Columbus, OH  
(OAR Annual Convention, September 11-14, 2011)

Ohio Chapter 2012 Leadership Orientation

**October 26, 27 OR 28 TBD**

Cincinnati, OH

National WCR Conference

**November 9-13, 2011**

Anaheim, CA  
(NAR Annual Convention November 11-14, 2011)

## **Meet Your 2011 Governing Board**

**Charles Foster:** Charlie has been licensed since 1979 and a broker since 1990. He is affiliated with Steele REALTORS® in Cincinnati. He achieved the CRB designation in 1996 and GRI in 1987. Since 1986, he has specialized in the education and training of the residential real estate licensee. He is currently associated with Hondros College and is serving as the National President of Real Estate Educator Association. He has served on many committees with the Cincinnati Area Board of REALTORS® as a member and as a chair, and was honored as Realtor® of the Year in 1998 and also served as a Trustee and is one of the Directors of OAR

Charlie got involved with WCR after one of his students invited him to a local chapter luncheon in 2002. He became very active in the Cincinnati Area Chapter and served as their Chapter President in 2007. He chaired the Finance and Budget Committee of the Ohio Chapter in 2007 and 2008. He is the first male to serve in an officer position of the Ohio Chapter, serving as Treasurer in 2009, Secretary in 2010, and President-Elect in 2011.

He and his lovely wife Laura, a speech and language pathologist, have been married since 1978 and have two children.



**Jan Jedlinsky:** As an agent with Metro II Realty since 2000, Jan has been very involved with the Columbus Board of REALTORS®, WCR and OAR. She has been awarded the Columbus Board of REALTORS® Volunteer Service Award and One Hundred Acts of Kindness Award.

Jan has been an active member of WCR since 2002 serving and chairing many committees, VP of Membership in 2006 and 2007, and President in 2009. With the State Chapter of WCR, she served as Membership Chairman in 2007 and 2008, Treasurer in 2010, and Secretary in 2011.



**Christine Pappas:** Christine is an agent with Keller Williams Realty GCNE and has been on many WCR committees, both at the State and local levels. She was President of WCR Lake Geauga chapter in 2009. She is involved with her local REALTOR association as a governing board director and serves as an OAR Director. Christine holds an e-Pro certification, an ABR designation and a CDPE designation.

When she isn't working on real estate or WCR events, Christine enjoys spending time with her family, volunteering, reading, tennis and yoga.



**MaryAnn Mills:** MaryAnn has been a Realtor® with Re/Max Masters since 2001. She has also held various positions within WCR and the Toledo Board of REALTORS® committees since 2004.

Within WCR, she co-chaired the State of Ohio Chapter Ways and Means committee 2007, was VP of Membership 2006 and first half of 2007 and President Elect for the balance of 2007. She has successfully increased the chapter membership of 20 to 41 over the past year and a half. She currently serves on the Grievance Committee, Events Committee and Educational Committee with the Toledo Board of REALTORS®. In 2008 MaryAnn served as the Toledo Chapter President, 2009 she was State of Ohio and Local Toledo Chapter VP of Membership, 2010/2011 Ohio State Chapter Governor.



## **BEST TIME TO CONSIDER PMN DESIGNATION IS THIS YEAR!**

### **MORE EDUCATION MEANS MORE OPPORTUNITY-**

As Spring is coming near, I am sure that all of you are setting your business goals for the coming year and making plans to achieve your goals along with keeping yourselves busy doing your WCR Chapter work. As we face a more challenging market, we should be better equipped with a higher driving force and more knowledge to achieve our goals.

The Women's Council of REALTORS® is offering Performance Management Network (PMN) courses to help prepare its members to compete in this fiercely competitive and fast changing market. The PMN classes teach leadership and business skills based in networking and referrals. By becoming a PMN Designee, you'll show your clients that you are committed to ongoing education and professional excellence, and you'll show your colleagues that you understand and value the importance of a powerful network of business connections.

In order to obtain the PMN designation:

1. You must be a REALTOR®, REALTOR-Associate® or REALTOR® Association Executive.
2. Successfully complete at least three Performance Management Network courses:
  - Effective Negotiating for Real Estate Professionals
  - Networking & Referral Systems
  - Leadership Excellence: Becoming a Level 5 Leader
  - The Business of Your Business: Formula, Financials, Function & Freedom
  - Harnessing the Power: Skills Based Performance Management

Note: Any one of the following National Association of REALTORS® certifications may be used to replace one PMN course credit. To receive credit for a certification, submit a copy of your certificate to the National WCR office, along with your other documentation:

- At Home with Diversity / AHWD
- Resort & Second-Home Property Specialist / RSPS
- e-PRO
- Short Sales and Foreclosures Resource / SFR

3. Submit documented evidence of closed referral transactions (sales) within the past 24 months totaling 30 points as follows:

- To/from another national WCR member = 10 points each
- To/from a non-WCR REALTOR®\*\* = 5 points each
- From a client = 2 points each

\*\* Recruit this REALTOR® to become a National WCR member, and you double the points earned.

On Thursday, May 12<sup>th</sup>, during the Mid Year WCR National Conference in Washington DC, the National chapter is offering 2 PMN courses; The Business of your Business (registration fee \$150) and Leadership Excellence: becoming a level 5 leader (registration fee \$195).

On Saturday, September 10<sup>th</sup>, during the Fall Ohio State Chapter meeting, we, the Ohio State Chapter, will offer the Business of Your Business PMN Class for \$75, which is half of the cost that the National council charges, to encourage our members to gain knowledge.

**If you have at least one of the AHWD, e-Pro, RSPS, or SFR designations, it is a good time to plan on taking advantage of this year's National and Ohio Chapters' course offerings. By completing the Leadership Excellence class taking place on May 12<sup>th</sup> in DC and the Business of your Business class taking place on September 10<sup>th</sup> in Columbus, you can complete the course work requirements to become a PMN.**

I can speak from personal experience that the skills I learned and developed from getting my PMN designation have helped my business tremendously. When I refer out my family or clients, I always look for a realtor who has both the PMN and CRS designations. No matter how big of a city you go to, the search will usually narrow down to less than 5 realtors. Why don't you register for those two classes, enhance your career, grow your business, expand your sphere of influence and become a candidate of the Performance Management Network today?

- Young Kim, 2011 Ohio Chapter President

## SPOTLIGHT—A WCR OUTSTANDING MEMBER

Jennie Chiccola went into real estate in 1962 and at the same time also joined WCR, a phenomenal 49 years! She is broker/owner of Jenny Chiccola Realty in Cleveland, Ohio. She has been President and President-Elect of her local chapter twice. Though she never went up to serve in an Ohio Chapter Officer position, “she was on every imaginable committee”.

Jennie’s daughter, Karen O’Donnell wrote, “Jennie’s knowledge and proficiency with regards to real estate is awe inspiring for her 50 years of commitment to WCR. She knows how to motivate, communicate, lead, and inspire trust and enthusiasm. She has obtained a respective career that we all aspire to.”



## Outreach and Influence Opportunities

How does your chapter involve themselves in your communities?

Email Diane Carter at [dianec2428@earthlink.net](mailto:dianec2428@earthlink.net) with your projects.

**Dayton Chapter:** Since 2010 they have been involved with “Clothes That Work”. This charity provides interview appropriate clothing for local men and women seeking employment. We felt this was very worthwhile of our time and donations as our mission statement talks about empowering women to exercise their potential, and Clothes that Works’ mission statement empowers job seekers with clothing, education and confidence. And we know that Realtors are some of the best dressed!

Clothes That Work also has two other projects that the Dayton chapter helps to support, “The Fairy Godmother Project” and “Hunks In Heels”. The Fairy Godmother Project gathers donations of prom and fancy dresses, accessories, and shoes and gives them to high school girls that wouldn’t be able to afford a dress for prom. Hunks in Heels is a really crazy fundraiser where teams of 10 men wear high heels and race around the fountain at a local shopping mall. Last year we helped them raise over \$60,000 with our team of “Movers and Shakers”, which was mainly made up of Realtors and local Mayors.



## Articles and News Needed!

This state newsletter will be published in March, June, September, and December.

If you would like to contribute an article, have a topic you would like us to feature, or have any news you’d like included, please email it to [dianec2428@earthlink.net](mailto:dianec2428@earthlink.net). Next newsletter deadline is May 15, 2011 Thank you!

- Diane Carter, WCR Ohio Chapter Newsletter Chair



## Recognition of Our Members

If you have a member who has an accomplishment, an award, a promotion, a community leadership position that you would like to post, what a great way to retain your members and show them they are valued by WCR, at the local and state level.

Email Diane Carter at [dianec2428@earthlink.net](mailto:dianec2428@earthlink.net) for inclusion in the newsletters.



## 2011 Recruitment and Retention Contest

Don’t forget there is a Recruitment and Retention Contest going on. New member applications received at the national office or processed online between January 1 and February 28 earn 20 points. March 1-31 applications earn 15 points. What is your chapter doing to recruit new members? Let us know!



## WOMEN'S COUNCIL OF REALTORS® • 2011 MIDYEAR MEETING

Rev 2/15/11 Schedule subject to change

For more information, go to <http://www.wcr.org/Events/MidyearMeeting/tabid/284/Default.aspx>

Capital Hilton • 1001 16th Street NW (at K Street) • Washington, DC 20036 • 202-393-1000

**NOTE: Please remember when you are arranging airfare, your flight should be after 3:00pm on Sunday 5/15 to allow enough time for the Governing Board Meeting.**

### Thursday, May 12, 2011

- 8:00 am- 8:30 am ▲ Sign-in for PMN Courses
- 8:30 am- 5:00 pm ▲ PMN Course: *The Business of Your Business: Formula, Financials, Function and Freedom*
- 8:30 am- 5:00 pm ▲ PMN Course: *Leadership Excellence: Becoming a Level 5 Leader (adv. reg. required)*
- 8:00 am- 5:00 pm □ Nominating Committee
- 9:00 am- 12:00 pm □ Executive Committee
- 1:30 pm- 2:30 pm □ Strategic Forum Steering Committee & Program Groups Meeting
- 2:00 pm- 4:00 pm “Shop the Chapter Fundraising Sales Tables”
- 2:30 pm- 3:30 pm □ 2011 RVP Briefing with Line Officers
- 5:00 pm- 6:00 pm Networking Hour

### Friday, May 13, 2011

- 8:00 am- 8:30 am Conference Welcome (coffee & tea service)
- 8:45 am- 10:00 am Strategic Forums
  - Professional Development
  - Leadership Development and Influence
- 10:15 am- 11:30 am □ 2011 Governing Board Working Session
- 10:15 am- 11:45 am Local Chapter Presidents Best Practices Session
- 11:45 am- 1:30 pm “Shop the Chapter Fundraising Sales Tables”
- 12:00 pm- 1:00 pm □ Past National Presidents Advisory & Luncheon
- 1:30 pm- 2:45 pm Strategic Forums
  - Effective Chapter Operations
  - Communication & Outreach
- 3:00 pm- 4:00 pm □ Joint Meeting, Strategic Forum Steering Committees & Program Groups
- 3:00 pm- 4:00 pm Education Session
- 3:00 pm- 4:30 pm Regional Committee Meetings (nine concurrent)
- 6:30 pm- 10:00 pm ♦ Awards Banquet (6:30 pm cash reception, 7:00 - 10:00 pm dinner & program)

### Saturday, May 14, 2011

- 8:00 am- 9:00 am ■ Learning Labs (four concurrent)
- 9:15 am- 10:15 am ■ Learning Labs (four concurrent)
- 10:30 am- 11:30 am ■ Learning Labs (four concurrent)
- 11:30 am- 12:45 pm “Shop the Chapter Fundraising Sales Tables”
- 12:00 pm- 1:15 pm Finance & Budget Committee
- 12:45 pm- 2:00 pm Education Session
- 1:15 pm- 2:45 pm □ Executive Committee
- 2:15 pm- 4:15 pm Education Session
- 4:30 pm- 5:30 pm General Assembly Session
  - Awarding of PMN Designations & Meet the Candidates for 2012 Line Office

### Sunday, May 15, 2011

- 8:00 am- 9:30 am □ Executive Committee Meeting with RVPs
  - 10:00 am- 1:00 pm WCR Governing Board
- (Make sure you schedule your flight for after this meeting, giving enough travel time to the airport)

- ♦ One ticket is included with the “WCR Meetings” registration fee.
- ▲ Course registrants only □ Open to committee members only
- Learning Labs are for all registered attendees on a variety of organizational and professional topics.

- Continued next page—

Midyear Meeting continued...

**Women's Council Awards Banquet:**

One Awards Banquet ticket is included with your \$309 "WCR Meeting" registration. Banquet seating will be assigned based on your meeting registration date. Please contact Women's Council at 800-245-8512 if you have special needs.

**Chapter Sales Tables:**

To purchase your Chapter Sales Table simply go to the [www.wcr.org](http://www.wcr.org) and download the "Chapter Sales Table Order Form" from the Midyear Meeting page. Tables will be assigned on a first come, first served basis. Please contact Lynn Muscarello at 800-245-8512 if you have any questions. You may also purchase a table onsite at the WCR Registration desk while supplies last.

**Women's Council Registration Desk:**

Pre-registered attendees and on-site registrants must check-in at the WCR registration desk in the Capital Hilton. At the desk you will receive your Awards Banquet ticket, conference program and ribbons.

**Reg Desk & REALTOR® Team Store Hours:**

Thursday: 9:00 am– 6:00 p.m.

Friday: 7:30 am– 3:30 p.m.

WCR Strategic National Partner



**WCR Registration**

**Registration is now open!** You'll need to have your NRDS ID handy to complete your registration. WCR's Meeting Registration fee, which includes one ticket to the Awards Banquet, is \$309. Capital Hilton Room Rates: Deluxe \$229 single/ \$259 double/ \$289 triple/ \$319 quad

**Tips for a Smooth Registration**

- Your best chance to get into Women's Council's headquarters hotel, The Capital Hilton, is to book online as soon as registration opens at Noon CST on Wednesday, February 16.
- Note that registrations that are called into Experient are not handled as quickly as online registrations. If you call to register, you could be on hold for an extended period of time.
- To book a room at the Capital Hilton you MUST do two things when you register: 1. Pay the WCR Meetings registration fee of \$309 and 2. Mark "WCR" as your primary affiliation.
- Please note that ONE ticket to Women's Council's Awards Banquet is included in the \$309 WCR Meetings registration fee. Banquet seating will be assigned on a first come, first served basis.



**2011 Installation of Officers**

Though it was a cold January day in Columbus, everyone had a wonderful time attending the Installation of 2011 Officers.



Jan Jedlinsky, Christine Pappas, Mary Ann Mills, Young Kim, Charlie Foster



Nancy Farkas, Young Kim, Amy Chorew, Mary Ann Jeffers





**Re, Re, Re**  
**It's All About Me!!!**  
**...in Milwaukee**  
**Region II Rejuvenating Retreat**  
**July 20-22, 2011**

Short sales, foreclosures, blah, blah, blah. You've heard it all before. This time do something for YOU! Enjoy innovative sessions that will help you *re*invent your marketing materials, *re*fresh your look and attitude, and *re*ap the rewards! Several *re*laxing side trips will also be offered. And *re*member to bring lots of cards for all those *re*ferral opportunities!

Doubletree Hotel Milwaukee City Center  
611 West Wisconsin Avenue, Milwaukee, WI 53203  
(414) 273-2950

Within walking distance of many popular downtown attractions and just  
12 minutes from General Mitchell International Airport.  
Hilton quality Dreams bedding, high speed internet, all the amenities await you!  
Special discounted rate of just \$109 + tax applies until 6-20-11

**SIGN UP NOW!!**

Registration is \$225.00. Make check payable to: Women's Council of REALTORS®  
Mail to: Lynn Muscarello, National WCR, 430 West Michigan Avenue, Chicago IL 60611  
Or fax to: 312-329-3290

Visa    MasterCard    American Express    Diners Club    Discover

Card Number: \_\_\_\_\_ Expiration Date \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

If you have any questions, or would like to donate time, talent or trinkets please contact:  
Shelley Morgan, 2011 Region II Regional Vice President, (414) 322-5650 or by email at  
smorgan2@wi.rr.com

