

## MISSION

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



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OHIO STATE QUARTERLY NEWSLETTER—Vol 2 Issue 3 September 2011

## President's Message

Our annual meeting is done and after a few more months, we will give our leadership batons to next year's leaders. Now it is time to prepare for a successful leadership transition, wrap up unfinished business and help next year's leaders to plan for the following year.

Our PMN Class Wine networking party after the class during our annual meeting was a great success with 37 class attendees and more networking participants. Thank you to all who attended the class, especially those who already have PMN designations. And a very special thanks to Mar Hartley who gave us a beautiful wine party with a *zero budget!* Thanks to Nancy Farkas who donated the nice door prize. It was a true WCR example of how everything comes together. I extend my sincere wishes that you will all have fabulous business for the rest of the year and for 2012!

Many of our WCR members received OAR President's Sales Club Awards during the 101<sup>st</sup> OAR Annual Conference on September 12<sup>th</sup>. Congratulations to these super sales people who have done marvelous business in this difficult market.

A few reminders to you on tasks to be done and on upcoming meetings:

- Entrepreneur of the Year Award – this needs to be selected and reported to National by December 1<sup>st</sup>.
- 2012 Officer Reporting Form – this form should be filled by the secretary and reported to National by November 1<sup>st</sup> listing 2012 officers to be elected.
- Ohio State Orientation in Cincinnati is coming soon. Please mark your calendar for October 26<sup>th</sup> and 27<sup>th</sup>. All 2011 and 2012 officers are expected to attend.
- WCR National Conference will be held at the Hyatt Regency Hotel in Orange County, CA during November 9-13, 2011. To register, visit <http://www.wcr.org/Events/NationalConference/tabid/307/Default.aspx>
- For those of you who would like to complete the PMN requirement classes this year should consider taking one of the two PMN classes being offered at Anaheim on Wednesday, November 9<sup>th</sup>. When registering for the conference be sure to mark "WCR" as your primary affiliation. This gives you access to the Women's Council hotel room block. Register by **October 14, 2011**, and receive your badge and tickets in the mail.

And lastly, please get online and update your contact information in the Member Expertise Profile.

I hope all WCR members will stay healthy and happy and I am looking forward to seeing you soon in Cincinnati and Anaheim!

Young Kim  
2011 Ohio Chapter President and Broker

## **2011 WCR Travel Dates**

(Revised 1-9-11)

Ohio Chapter 2012 Leadership  
Orientation

**October 26 and 27**  
Cincinnati, OH

National WCR Conference

**November 9-13, 2011**

Anaheim, CA

(NAR Annual Convention  
November 11-14, 2011)

## **Out Of The Box Programs**

-Jan Jedlinsky, 2011 Ohio Chapter Secretary

Members consistently say that good program topics attract them to the meetings. Look at timely topics from a different viewpoint. Look for speakers from outside your area. Look for community panels where our members could provide information for the speakers as well as them providing for us. Examples: The Columbus Ohio Chapter recently brought in Chicago WCR member Lauren Mitrick who was the youngest WCR President ever and was also featured as one of the outstanding NAR 30 UNDER 30 members for 2009. This was done in cooperation with the Columbus YPN Group. She gave a motivation presentation about the obstacles she over came as a young inexperienced agent using some mind over matter techniques that anyone can put in place.

Clark/Champaign recently held a panel discussion with their two county auditors which was well attended. They provided information about what they are doing to make sure they have accurate information on real properties in their county. The Real Estate sales agents and affiliates were able to offer some suggestions of how the auditors might help make their jobs easier by providing certain information.

**What unique and successful programs has your chapter offered?** Plan to share program ideas at the WCR State Orientation!

**POSITIVE, TIMELY TOPICS, + POSITIVE ENERGY  
= A SUCCESSFUL BUSINESS PROGRAM**



## **Award Winning Members!**

The following members received Presidential Sales Club Award during the OAR 101<sup>st</sup> Annual Conference held in Columbus on September 12<sup>th</sup>. Big Congratulations to the award recipients who achieved outstanding performances in this difficult market! And we apologize to anyone we may have missed.

### **Award of Achievement:**

Ora Foruz – Cincinnati Chapter  
Susan Rose – Cincinnati Chapter  
Cora Diggs – Dayton Chapter  
Darleen Breen – Dayton Chapter  
Nancy Farkas – Dayton Chapter  
Kelly McCormick – Dayton Chapter  
Deb Sasser – Dayton Chapter  
Deanna Krieger – Member at Large  
Kathryn Murphy – Stark County  
Chris Amato – Stark County  
Beth Sigg – Toledo Chapter  
Judy Gorun – Toledo Chapter

### **Award of Team Pinnacle**

The Rudler Professional Group –  
Columbus Chapter

### **Award of Team Achievement**

Smedley Team, Sue & Lisa – Clark  
Champaign Chapter  
Sara Walsh Team – Columbus Chapter

### **Award of Distinction**

Young Kim – Dayton Chapter  
Bobbie Rolland – Dayton Chapter

### **Award of Excellence**

Steven Brown – Dayton Chapter

### **Award of Team Excellence**

Barbara & Ted Lach – Columbus Chapter



## Rally at the Statehouse

-Jim Weiker, Columbus Dispatch  
Tuesday, September 13, 2011

More than 100 Realtors, along with politicians and homebuilders, rallied at the Statehouse against federal proposals that they say could put homeownership out of reach for many Americans.

“Make no mistake, the ability to own a home in America is under attack,” said Steve Brown of Dayton, who next year will be first vice president of the National Association of Realtors. Some of the proposals being floated in Washington would:



- Eliminate or change the tax deduction allowed on mortgage interest. Real-estate agents fear that efforts to cut the federal deficit will take aim at the deduction, part of the tax code since 1913. While it isn't likely to be eliminated, some have called for dropping it for second homes or capping the deduction, which can be taken for loans of up to \$1 million.
- Reduce the maximum allowed for Federal Housing Administration mortgages, which currently account for nearly 30 percent of U.S. home loans, by allowing higher limits to expire. In central Ohio, the FHA limit would drop from \$341,250 to \$310,500 on Sept. 30. According to a Realtors study, the change would affect about 2 percent of mortgages.
- Require 20 percent down payments. This proposal, brought up this year by the Department of Housing and Urban Development, attracts the industry's most inflammatory rhetoric but comes with several caveats that could limit its effect on the housing market.
- The rule would not apply to FHA loans or to those backed by Fannie Mae or Freddie Mac. The three federal agencies account for nearly 90 percent of all loans. Housing-industry officials, however, worry that as those agencies retreat from the market, as is expected, the rule will greatly reduce the number of homebuyers who qualify for mortgages.

“Immediately, it probably wouldn't be much of an impact because all the lending is done by (Fannie Mae and Freddie Mac) and FHA,” said Ken Fears, an association economist. “But once they back off, it could exclude much of the market.”

The association estimated that about 80 percent of homebuyers from 1998 through 2003 would not have qualified for loans under the proposed rules. HUD has until Aug. 1 to adopt new rules.

While most Realtors see the proposed changes as an attack on their livelihood, some agents and economists say it's time for the federal government to let housing stand on its own.

“Programs designed to make housing ‘more affordable’ actually raise the cost of the homes, artificially inflating them beyond their true value,” said Andrew Show, the owner of Buyer's Resource Realty Services in Worthington, who favors eliminating the mortgage-interest deduction on second homes.





## Ohio Chapter 2012 Leadership Orientation and Planning Conference

October 26 and 27, 2011—Cincinnati, Ohio

***This will be a 24-hour time you will not soon forget!!***



ZAGAT RATED!

Everything begins with a social gathering and dinner at the original **MONTGOMERY INN**, a Cincinnati dining landmark. Dinner will offer their world-famous baby-back ribs, but you'll also have a choice of chicken or salmon. Served with your entrée is a salad and choice of vegetable. Cost for you is only \$40.



And nothing completes a Cincinnati meal like **GREATER'S ICE CREAM**. We're arranging a Sundae Bar, back at the hotel to continue the socializing, introducing our newest future officers to WCR, and enjoy scrumptious ice cream. Celebrities that have touted their love of Graeter's ice cream include: Oprah Winfrey, Sarah Jessica Parker, Ashley Judd, George Clooney, Nick Lachey, Susan Lucci, Glenn Beck, Bobby Flay, David Letterman and Jean Chatzky, among others.



Your host for these festivities is the **HOLIDAY INN CINCINNATI NORTH**, 3855 Hauck Road, in the Cincinnati suburb of Sharonville. Conveniently located off Interstate 275, the hotel features refreshed guest rooms with crisp, white linens and selection of soft and firm pillows; enhanced guest baths with showerhead with superior water pressure, curved shower rod, and Bath and Body Works bath products; **complimentary wireless high-speed Internet access**; 24-hour Business center; 24-hour fitness room; and **an indoor pool**. Come and stay and you can earn Priority Club Rewards points. Cost of your room is \$89.90, single or double occupancy, **inclusive of all taxes and fees**. Reservations will begin after July 4<sup>th</sup>.

Thursday morning you'll want to get up a little early, because your breakfast is included in your room price! The hotel's restaurant (yup, a Max & Erma's!) serves breakfast starting at 6:00 AM. Our program opens at 8:00 AM with a check-in table, begins at 8:30 and ends no later than 5:00.

**YOU WILL TAKE AWAY SOME GREAT IDEAS TO HAVE  
A SUCCESSFUL 2012!**

**Fun Photos**



Jill Rudler,  
Lauren  
Mitrick,  
Jan Jedlinsky



Debi Zeren, Sharon  
Geier, Nancy Farkas,  
Young Kim



Young Kim  
visits the  
Cleveland  
chapter

Pirates of Ohio??  
Is that Jack...Sparrow??



Sharon Geier, Beth Sigg  
And Young Kim



Young Kim visits the Toledo chapter



Carol Shear and  
Charlie Foster

**State Conference**



# WOMEN'S COUNCIL OF REALTORS® • NATIONAL CONFERENCE

Rev 5/5/11 (subject to change)

For more information, go to <http://www.wcr.org/Events/NationalConference/>

Hyatt Regency Orange County • 11999 Harbor Blvd • Garden Grove, CA 92840 • 714-750-1234

**NOTE: Please remember when you are arranging airfare, your flight should be after 3:00pm on Sunday 11/13 to allow enough time for the Governing Board Meeting, if you aren't staying for NAR events.**

## Wednesday, November 9, 2011

8:00 am- 8:30 am • Sign-in for PMN Courses  
8:30 am- 5:00 pm • PMN Course: Leadership Excellence: Becoming a Level 5 Leader (*adv. reg. required*)  
8:30 am- 5:00 pm • PMN Course: Effective Negotiating for Real Estate Professionals  
9:00 am- 3:30 pm + Executive Committee  
2:00 pm- 4:00 pm Shop the Chapter Fundraising Sales Tables  
3:30 pm- 4:30 pm + Strategic Forum Steering Committee & Program Groups Briefing  
5:00 pm- 6:00 pm Networking Hour

## Thursday, November 10, 2011

8:00 am- 8:30 am Conference Welcome (coffee & tea service)  
8:45 am- 10:00 am Strategic Forums  
- Effective Chapter Operations  
- Communications and Outreach  
10:30 am- 12:00 pm Strategic Forums  
- Professional Development  
- Leadership Development and Influence  
12:00 pm- 1:00 pm Shop the Chapter Fundraising Sales Tables  
12:15 pm - 1:30 pm Past National Presidents Advisory Meeting  
1:00 pm - 1:30 pm ABM/Election Volunteers  
1:00 pm- 2:00 pm Joint Meeting, Strategic Forum Steering Committees & Program Groups  
1:00 pm- 2:30 pm Regional Committee Meetings (nine concurrent meetings)  
2:45 pm - 4:15 pm General Assembly  
-Award of PMN Designations & Meet the Candidates  
6:30 pm- 11:00 pm *NAR Event: Inaugural Ball*



## Friday, November 11, 2011

8:30 am - 9:20 am Voting Delegate Check-In  
9:30 am - 11:00 am Annual Business Meeting (ELECTIONS)  
11:00 am - 12:00 pm Shop the Chapter Fundraising Sales Tables  
12:15 pm - 2:15 pm Orientation for 2012 RVPs and State Chapter Officers  
12:15 pm- 2:15 pm Best Practices Session for Local Chapter Officers  
2:30 pm- 3:30 pm +2012 Nominating Committee Orientation Meeting  
2:30 pm - 3:45 pm Education Session  
4:00 pm - 7:00 pm *NAR Event: REALTORS Expo Grand Opening*



## Saturday, November 12, 2011

8:30 am - 9:45 am Education Session  
9:00 am - 10:00 am Finance & Budget Committee and Forum  
10:00 am - 11:00 am Education Session  
10:00 am - 11:00 am +Executive Committee  
12:30 pm - 2:00 pm +2011 Governing Board Working Session  
4:00 pm - 6:00 pm *NAR Event: General Session*  
6:15 pm - 7:00 pm +Presidents Table Assembly for Inaugural Photos  
7:00 pm - 10:00 pm \*WCR Inaugural Banquet (7:00 cash bar/doors open, 7:30-10:00 dinner and program, 10:00 Afterparty)

• Open to workshop registrants only +Open to committee members only \*Admission by ticket only

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## Sunday, November 13, 2011

8:30 am - 9:30 am +RVPs & Executive Committee Meeting

10:00 am - 1:00 am WCR Governing Board Meeting

(Make sure you schedule your flight for after this meeting, giving enough travel time to the airport)

- Open to workshop registrants only +Open to committee members only \*Admission by ticket only

### Women's Council Inaugural:

Tickets for the Inaugural will be available through [www.wcr.org](http://www.wcr.org) beginning August 1st. Seating at the banquet is limited and will be assigned on a best-available basis. If you wish to sit with a particular person(s), please have one person purchase all tickets on one order. Tickets will only be available on-site while supplies last. Please contact Women's Council at 800-245-8512 if you have special needs.

### Chapter Sales Tables:

Beginning August 1st, you will be able to purchase your Chapter Sales Table. 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:

Registration check-in and on-site registration will take place at the WCR registration desk for Women's Council members. At the desk you will also be able to pick-up WCR Inaugural tickets purchased in advance (be sure to bring the voucher mailed to you by NAR), purchase additional Inaugural tickets (while supplies last) and get your Women's Council program and ribbons.

### Registration Desk Hours

Wednesday: 8:00 am - 5:30 pm

Thursday: 7:00 am - 3:00 p.m.

Friday: 8:00 am - 12:30 p.m.

### REALTOR® Team Store Hours:

Wednesday: 8:00 am - 5:30 pm

Thursday: 7:30 am - 4:00 pm



See you in Anaheim!  
—Did you realize it's  
right next to Disneyland?—



### Tips for a Smooth Registration

- When registering for the conference be sure to mark "WCR" as your primary affiliation. WCR receives a portion of each registration marked "WCR." This helps to cover costs and gives you access to the Women's Council hotel room block. Be sure to share this information with other agents in your office and members of your chapter.
- You will be given two options when registering. The "WCR Only" \$300 registration fee gives you access to WCR education and programming (excluding ticketed events) as well as the Expo. The "FULL Conference" Registration fee gives you access to all NAR and WCR education and programming (excluding ticketed events). Choose the "WCR Only" registration if you're NOT planning to attend NAR programming, want to support WCR and save \$50.
- 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 Hyatt Regency Orange County, you must mark "WCR" as your primary affiliation.

### For those of you staying for the NAR Festivities...

Sunday, November 13, 7:30pm - 11:00 pm Diana Ross in Concert!!

Legendary superstar Diana Ross will perform at this special concert. From the Supreme's hits like *Baby Love* and *Stop! In the Name of Love* to her many solo hits, including *Ain't No Mountain High Enough* and *Endless Love*, her iconic voice will make this an unforgettable evening of memories and music.

