

July, August, September 2008  
Vol VIII, Issue 3



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### Think Positive

That is the saying that I have always lived by. It tends to make you smile a lot and that makes people smile back at you. You can even tell when a person at the other end of the telephone is smiling, can't you? Haven't you found that you can change a person's attitude by your attitude?

If you were to define words like EXCELLENCE, DEDICATION, ENERGY, PROFESSIONAL, SPIRIT, IMAGINATION, SIGNIFICANT, COMMITMENT, & SUCCESSFUL. What do you think all of these words have in common? They are all describing someone who has a POSITIVE attitude.

Life is too short to be anything but POSITIVE. I was driving down 41 in Punta Gorda the other day and I was behind a van. On the back door of this van was their marketing slogan: Granite-Don't wait til you're dead to get it.

WOW! Do you have a marketing slogan that can top that one? At first I chuckled to myself and then I started thinking about it. How many of us have put things off for one reason or another and missed possibly the opportunity of a lifetime. That special trip, a new car, a classy dress, dinner at the new restaurant in town that you've heard so much about. And how about that conference?

WHAT'S YOUR EXCUSE? Don't have the money right now, want to leave it to the kids, I can cook at home tonight. Remember: "Making a living is not the same thing as making a life". We need to enjoy each day to the fullest. Things are tight in the Real Estate market now but there are things that each of us can do that don't cost a nickel. And how much better do we feel after we've done something that we really didn't feel like doing? We all have parks in our areas. Take a picnic lunch or go there to watch the sun set with wine and cheese. Think about how lucky we are to have these things. Think Positive.

Have you had a person in your life that has had a real impact in the way you have grown and lived? A TEACHER. The teacher that you talk about at your reunions. Have you ever thanked them by writing a note to them telling them how they helped to make you the way you are today? A FRIEND. One that you can always count on. How about FAMILY? Do you tell them how much you appreciate them and love them? Now is the time. We never know what tomorrow will bring so we have to live life now enjoying each day, appreciating, respecting and getting involved. It can change your entire life. Read to a child, visit a nursing home, take a computer class or how about being a Mentor. If there is a person in the grocery line ahead of you that is short a quarter, give it to them so that they can get the milk that they need. Make a difference in someone's day. It will make a difference in you. As Martha Stewart used to say.. "It's a GOOD THING" Life is good but only as good as you make it. You all know about the "dash". You know the one between the year that we were born and the year that we pass that is displayed on our tombstone. Depressing? No. Not if we have accomplished something in that space between birth and death. Imagine the possibilities. We learn to walk and talk. (Some better than others) We learn to listen, love, be patient, share and the list goes on. Our lives consist of huge opportunities. What are you doing in the "dash"? Are you proud of what you are accomplishing in your life?

Women's Council of Realtors will provide you the tools to be successful in your profession. The friendships that you will make, the skills that you will learn, all will contribute to your success. But are you making a difference WITH your life? Do you have the respect of your co-workers? What do your friends really think of you? How does your family feel about you? Do you schedule time for your family into your very busy schedule? Can they all come to you for words of encouragement? Do you smile a lot? I've had people say to me "You are always smiling. Are you always happy?" Not always, but why should that effect them. Do you have a customer that is ill? Did you make them some chicken soup? Do you LISTEN when people talk to you? Not only important in business but in life. As we were watching the Olympics we saw some extra-ordinary performances and some disappointing ones. But if you noticed, those that had been disappointed in their own performance came back to excel at the next opportunity. (Oh to be young again). But it is never too late. The Olympians set POSITIVE goals for themselves and if they failed the first time, they continued until they had obtained the "Gold". That is what we need to do in our own lives. THINK POSITIVE about today and tomorrow and all the way up to the "Dash".

Quoting Mahatma Gandhi- "We must become the change we wish to see in the world". We can all make a difference in someone's life.

Quote of the day: Our attitude towards life determines life's attitude toward us. So let's all THINK POSITIVE. It will make a difference in you and you can make a difference in someone else's life. Welcome to Women's Council of Realtors. It CAN make a difference in you.

Nancy L Bell, LTG, PMN  
Prudential Florida Realty  
Events Support Committee Co-Chair



**Now offering Commercial and Residential Appraisals!**

Candy Seward of Appraisal Alliance has expanded her services to include commercial appraisals as well as residential appraisals. Candy was a WCR State Affiliate of the Year 2004 and 2006 and a WCR Local Affiliate of the Year 2001 – 2005. She can be contacted at 813-633-6562, Toll Free 866-671-1230 or Cell 813-732-3288. She appreciates your business!

## **LOCAL SPONSORS**

### **DIAMOND:**

**Brian Chapman State Farm Insurance**

### **PLATINUM:**

**Calusa Bank**

**Charlotte State Bank**

### **RUBY:**

**Bank of America/ The Green Team**

**COUNTRYWIDE Home Loans**

**Executive Title**

**Florida Community Bank**

**National Southwest Florida/ Marcia Cullinan**

**Premier Title of Florida**

**Time Insurance**

## **MEDIA SPONSOR**

**HERALD- TRIBUNE**

## **STATE SPONSORS**

### **PLATINUM:**

**EXIT Realty Florida**

**HomeTeam Inspection Service**

**Norix American Title Company**

**State Farm Insurance**

**Wells Fargo Home Mortgage**

### **GOLD:**

**Bank of America**

**Florida Real Estate Team**

**Stewart Title Guaranty**

**The Real Estate Book**

**Washington Mutual Bank**

### **SILVER:**

**Anderson Auctions**

**Attorneys' Title Insurance Fund**

**Bright House Networks**

**Hughes Exterminators**

**Kenyon Real Estate Referral & Relocation**

**Harper & Pinzino Island Realty**

**Taylor, Bean and Whittaker**

**Third Federal Savings**

## **SPECIAL EVENT SPONSOR**

**SUNTRUST Mortgage**

**WE THANK YOU FOR ALL YOUR SUPPORT!!!!**

## **MARK YOUR CALENDARS!!!**

General Membership Meetings  
1<sup>st</sup> Wednesday of each Month at  
Association of Realtors

3200 Loveland Blvd, Port Charlotte  
RSVP to Jeannie Davis (941) 423-3093

On or before the **Monday** before the Meeting.

October 1, 2008

Appraisals- What We Need to Know

Panel Discussion

November 5, 2008

Time Management - Increase your Bottom Line!

TBA

December 3, 2008

Installation

Governing Board Meetings

3<sup>rd</sup> Thursday of each Month

@Board of Realtors

3200 Loveland

Port Charlotte

New Member Orientation

November 10, 2008

9 A.M.

@Board of Realtors

## **DON'T FORGET...**

**Canned goods, cell phones & eyeglasses are being collected at EVERY monthly WCR meeting. Collection boxes are available at the Board of Realtors and the Prudential Florida WCI Realty in Punta Gorda.**



### **Your Member Expertise Profile**

Complete your Member Expertise Profile online today to capture your industry involvement and community leadership, as well as your professional specializations and education. This is a free form of personal advertising that will be used to determine a member's area of expertise for referrals, speaking and interview opportunities, organization appointments and more.

Simply sign in now at WCR.org and visit Update My Member Expertise Profile. Also, enhance your free listing by upgrading to a photo listing. Visit WCR.org to find out how.

## Congratulations to Rose Apice!

### Past Presidents

2007	Kathy Delorenz
2006	Karen Rolland
2005	Carol Pickford
2003&2004	Nancy Bell
2002	Nancy Dean
2001	Rosemary Mahoney
2000	Vicky McPhee
1999	Sue Ann Meyer
1998	Jeanine Gonsales
1997	Bob LaPietro
1996	Terri Jackman
1995	Virginia Casad'
1994	Pauline Moore
1993	Jan Hunter
1992	Suzanne Tuscano
1990&1991	Geri Shayman
1989	Dale Fulone-Phillips
1987&1988	Patricia Case
1986	Jean Graham
1985	Margaret (Peg)Hutchinson
1984	Ellen Simoni
1983	Kay Gaines
1982	Pauline Moore
1981	Norma Weyrick
1980	Norma Morris
1979	Norma Henry
1977&1978	Mariechan Smith



She was the big winner of the  
Queen of Hearts!!

### WCR VISION STATEMENT:

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


### WOMEN'S COUNCIL MISSION:

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



**National WCR meeting November 5 – 9 in Orlando, Florida at the Renaissance Orlando Resort at SeaWorld.**

## WCR Member Mixer & Orientation - Sept 30

**Host:** Sharon Neuhofer  
**Location:** Punta Gorda Realty  
3665 Tamiami Trail Ste 102, Punta Gorda, FL 33950 US |   
**When:** Tuesday, September 30, 5:30PM to 7:00PM  
**Phone:** 941-255-7284

Please help us welcome new members to our local chapter and enjoy the networking opportunities offered through our

**"Member Mixer"**  
*hosted by*  
**Punta Gorda Realty**  
Light refreshments will be served

You won't want to miss this *free* networking even

### Council News

#### Proposed Amendment to the National Bylaws

The Women's Council Governing Board will vote on the following amendment to the Bylaws on Sunday November 9, 2008, in Orlando, FL.

In the following amendment, additions are underlined and deletions are ~~struck through~~.

#### Article XI

Section 1: When notice of meetings, or of the subject to be considered at meetings, is required by these Bylaws, ~~publication of such notice shall be made in the WCR official publication which is mailed to all members of the Council sent to all members qualified to vote at least 30 days prior to the meeting where the vote will be taken. The notice may be sent by first-class mail, electronic communication, including e-mail, or any other means permitted by law. The WCR authorizes the printing of the WCR Connections as its official publication.~~ publication of such notice shall be made in the WCR official publication which is mailed to all members of the Council sent to all members qualified to vote at least 30 days prior to the meeting where the vote will be taken. The notice may be sent by first-class mail, electronic communication, including e-mail, or any other means permitted by law.

#### PMN Designation in Orlando

Close to finishing your Performance Management Network (PMN) Designation requirements? Don't miss your opportunity to be recognized as a new PMN Designee at WCR's National Conference in Orlando, FL.

If you are a PMN candidate transitioning to a designee, the deadline for submitting documentation is Monday, October 6, 2008. For more information, contact WCR's Education Department at 800-245-8512 or [education@wcr.org](mailto:education@wcr.org).

# Broker, Owner & Manager Special Event

## Mastermind Session - Free Conference Call!

With 2005 National President Betty A. Kincaid, PMN

Live Session: E-mail our [Education Dept](#) to register today! Ensuring your future in today's marketplace requires smart business tools to help you invest, grow and protect your wealth. Join entrepreneur, investor and Women's Council's 2005 National President Betty A. Kincaid, PMN, as she facilitates this interactive call focused on improving your net worth. You'll hear what other brokers, owners and managers are doing to help improve their financial well being, as well as learn tips for positioning your financial future. It's all about brainstorming, sharing and developing new ideas for the future of your business. We know today's marketplace can be tough, but you've got Women's Council working for you.



### Where & When

Tuesday, October 7  
11:00 a.m. CDT  
Noon EDT  
Call-in info provided  
after registration.

## About Our Facilitator

Betty A. Kincaid, PMN

Entrepreneur and industry leader Betty A. Kincaid, PMN, is active with the Greater Las Vegas Association of Realtors, the fastest growing Realtor association in the country. She's a director of Black Mountain Community Bank and sits on the board of the University of Nevada-Las Vegas Lied Institute for Real Estate Studies. In 2006-07, Betty served on the Executive Committee of the National Association of Realtors and was the 2005 National President of the Women's Council of Realtors.





Punta Gorda, Port Charlotte, North Port, Florida Chapter  
**Women's Council of Realtors**  
**October 1, 2008**

Registration: 11:15 AM Association of Realtors  
3320 Loveland Blvd. Port Charlotte, FL

**By popular demand, let's do it again!**  
**Bring your own "Brown Bag" Lunch**

Beverages provided  
No meeting fee

**Featured Business Luncheon Speakers**  
**Appraisal Panel – "Appraisal Day PGPCNP"**

**Mike Seward and Martha Russell**  
*Appraisal Alliance, Inc*

**Jim LeRoy**  
*Lakeside Appraisal Services, LLC*

Our appraisal panel will update us on what is happening today with appraisals. Learn how as a realtor you can help the appraisal process be a smoother process. Accurate appraisals bring quicker closings! Get your questions answered by our experts.

Reservations by Tuesday, September 30, 2008  
Call John or Jeannie Davis 941-423-3093



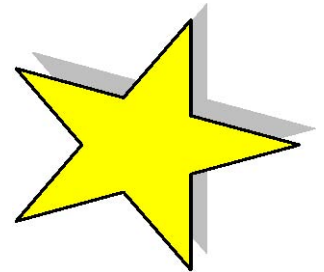
**\*\* ALSO -** Ballots for the election of next year's Officers and Nominating Committee will be provided at the door for all Realtor® and National Affiliate members.

## **IT'S TIME TO BOWL**

**5th SEMI-ANNUAL BOWLING EVENT**

**Women's Council of Realtors**

Punta Gorda, Port Charlotte, North Port Chapter



**NOVEMBER 1, 2008**

**TREASURE LANES**

**Sign in 5:30 P.M.**

**Bowling**

**Starts at 6 P.M. and Ends at 8 P.M.**

**Shoes and Food included - \$15.00 per person**

**SHOWCASE YOUR COMPANY NAME ON THE**

**MONITOR FOR \$50.00**

**HURRY LANE SPONSORSHIP'S SELL OUT FAST!**

**Call**

**Rose Apice – Stewart Title Company - 941 255 0377 or**

**Odette Embury – Calusa National Bank - 941 255 8558**

## Punta Gorda – Port Charlotte – North Port Chapter

### ALL SPONSORS RECEIVE:

- Recognition at every General Meeting (signage)
- Recognition in the Chapter's monthly on-line Newsletter
- Recognition, a link to your company's website and a mailto: link on the Sponsors page on the Chapter's website at [www.WCR-CharlotteArea.com](http://www.WCR-CharlotteArea.com)
- Image space(s) and sponsorship medallion(s) highlighting your member employee(s)' entries in the Chapter's online membership rosters
- Links to your company's website from your member employee(s)' roster entries

### **RUBY SPONSOR - \$300**

- Display your company's materials on a shared table (with other Ruby sponsors) at one Chapter General Meeting during the sponsor year.
- Opportunity to recognize Past Presidents, Guests, or give an Inspiration at one monthly meeting per year.
- One image (business card proportioned) space, one sponsorship medallion and one website link on a single WCR member entry on the appropriate roster page of the Chapter's website.
- Shared signage on the Registration, Queen of Hearts and Buffet tables at the Chapter meetings.

### **GOLD SPONSOR - \$600**

- Display your company's materials on an exclusive table at one Chapter General Meeting during the sponsor year.
- Opportunity to recognize Past Presidents, Guests, or give an Inspiration at one monthly meeting per year.
- An automatic sponsorship (value \$200) for the Major Fund Raiser with an option to upgrade to a higher level.
- Image (business card proportioned) spaces, sponsorship medallions and website links for up to two WCR member entries on the appropriate roster page(s) of the Chapter's website.
- Shared signage on the Registration, Queen of Hearts, and Buffet tables at the Chapter Meetings.

### **PLATINUM SPONSOR - \$800**

- Display your company's materials on an exclusive table and be allowed one minute to speak from the lectern at one Chapter General Meeting during the sponsor year.
- Opportunity to recognize Past Presidents, Guests, or give an Inspiration at one monthly meeting per year.
- An automatic sponsorship (value \$400) for the Major Fund Raiser with an option to upgrade to a higher level.
- Image (business card proportioned) spaces, sponsorship medallions and website links for each WCR member entry on the appropriate roster page(s) of the Chapter's website.
- Shared signage on the Registration, Queen of Hearts, and Buffet tables at the Chapter meetings.

### **DIAMOND SPONSOR - \$1000**

- Display your company's materials on every table and be allowed up to three minutes to speak from the lectern at one Chapter General meeting during the sponsor year.
- Opportunity to recognize Past Presidents, Guests, or give an Inspiration at two monthly meetings per year.
- An automatic sponsorship (value \$500) for the Major Fund Raiser with an option to upgrade to a higher level, if available.
- Shared banner signage with other Diamond Sponsors to be displayed next to the lectern at every Chapter General meeting and all special events.
- Image (business card proportioned) spaces, sponsorship medallions and website links for each WCR member entry on the appropriate roster page(s) of the Chapter's website AND an image (your logo or a picture) randomly displayed (frequency will be dependent on the total number of Diamond sponsors) on the Newsletter Page of the Chapter's website, framed as follows:

#### **Sponsorship Policies and Procedures**

Sponsorship contributions are payable by January 15<sup>th</sup> of the sponsorship year. Payments received after January 31<sup>st</sup> are not guaranteed inclusion on Chapter Diamond Sponsor banner or on other sponsor signage.

New sponsorship website benefits will be installed (subject to receipt of acceptable images) online and renewing sponsorship website benefits will be continued with a signed agreement. Website benefits will be discontinued on January 16<sup>th</sup> should payment not be received by the 15<sup>th</sup>, in which event a \$25.00 re-installation fee will apply.)

All other sponsorship benefits will become effective upon receipt of full payment.

Please make checks payable to WCR and mail to

Candy Seward  
235 Apollo Beach Boulevard # 510  
Apollo Beach, FL 33572

For questions or to sign up, contact: Candy Seward, Toll-Free 866-671-1230 or [570Candy@Tampabay.rr.com](mailto:570Candy@Tampabay.rr.com)