

FROM THE PRESIDENT by K. Rolland

Fellow members,

For those who haven't yet heard, WCR has changed its meeting location to the Port Charlotte Elks Club located off of Veteran's Highway and Atwater. We had our first meeting there in August and overall the reports back from the members were very positive. We have taken your suggestions under advisement and will hopefully have the serving process a bit smoother at our next meeting on September 6th featuring Kim Dickey as our speaker. The topic will be Negotiating Skills. We will also hold our annual election of the officers for 2007, so please plan to attend. Please watch the bulletin board on OFFUT for reservation information.

The officers and several members of the chapter are busy planning their trip to Hollywood Florida for the FAR/WCR State Annual Meeting. The agenda is full of

educational opportunities and the Trade Expo (aka Super Sales Day) is always a fun filled event. The conference runs from September 13th through September 15th.

How would you like to win a Giant Tech Basket? WCR is now selling raffle tickets for a chance to win a tech basket filled with all those goodies so essential to our business. It will include a lap top computer with case and printer, digital camera with case and memory card, Palm Treo, cordless mouse, USB 2 gig flash drive, iPod, paper shredder, label maker and a \$150 gift certificate from Staples or Office Depot..estimated value is \$3,500-\$4,000! The drawing will be held at the December monthly meeting in conjunction with the Installation of New Officers. The winner need not be present to win but you won't win unless you have a ticket so be sure to buy one soon! Only 1500 tickets are to be sold.

Continued Page 2



Karen Rolland, President
Prudential Florida WCI
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Kathy DeLorenze, Pres. Elect.
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Terri Stuthers, Membership
Home Choice Real Estate
(941)575-9775



Holly Partin, Secretary
Tarpon Coast Bank
(941)205-8111



Kim Service, Treasurer
Charlotte State Bank
(941)235-4444

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WCR
Vision Statement
To be the premiere organization for individual achievement.

Women's Council
Mission Statement
We are a community of real estate professionals creating business opportunities, developing skills for the future and achieving our individual potential for success.

FROM THE PRESIDENT ELECT by Kathy DeLorenze



“Success is where preparation and opportunity meet.”

“Planning for Excellence” was the title for one of WCR’s Leadership Academy Programs. I attended the WCR workshops in Chicago August the 4th - 6th. “Success is where preparation and opportunity meet.” The program reviewed items regarding developing a chapter business plan for the coming year together with the budget and tailoring it to fit the chapter budget.

The biggest key to building a strong chapter is getting members involved. The key to a vibrant and viable chapter that brings you, the members, the programs and resources you want to see is your personal involvement. This coming year you will be asked to participate. Our goal for the chapter is to provide a framework for developing future leaders.

Our programs for the coming year will fit under the following topic guidelines: negotiating strategies & practice, networking, business planning and systems, personal performance management and

cultural awareness. It is our goal to provide member value and provide a collaborative, trusted, welcoming environment in which to test our leadership and business skills. I will be emailing a survey to ask for your help during the coming year.

We can make it a fun and educational one. If everyone helps out a little bit, we’ll make it all come together. Thank you in advance for your support and participation. I’m looking forward to working with each of you in the coming year.

From The President, Continued

The tickets are only \$10 and can be purchased from any officer or Governing Board member. You may also order your tickets on our website at www.wcr-charlotteare.com by sending an email to the webmaster. The annual Dinner Show will be held October 12th at the Tentatorium in

Punta Gorda so please mark your calendar. The committee is busy making plans and more information will be coming out soon. If your company is interested in a sponsorship for the event or in contributing an item for the Silent Auction, please contact Odette Embury at

oembury@tarponcoastbank.com. It promises to be a fun filled event, as usual! Thank you for the opportunity to serve as your President this year and have a great and prosperous month!

Karen Rolland, President



Realtor Spotlight

Jen Govero, Realtor for Prudential Florida WCI Realty in Port Charlotte is our realtor for the month. Jen has been in real estate since mid 90's and a full time agent in our area. Her primary goal is to find the perfect property for clients and enjoys working with first time homebuyers. Her name tag say "Where Our Customers Send Their Friends". Jen is Yahoo e-certified and yahoo recognizes her as relocation certified. Her web site www.charlottecountyhomes.cc has her name credentials and designations as well as many articles on real estate. Jen has been with Women's Council of Realtors for several years and likes referrals thru our council contacts in many other states as well as Florida.

Focus on Your Dreams; Take Action, Get Results

By Kathleen Meyer

So often, many owners are not clear on their dreams. Yet, being in business is meant to bring them what they want out of life. To be successful, we all must have a well-articulated and visualized set of dreams. Success doesn't "just happen" - individually you must make your own personal dreams come true. There is no one else in the world that can influence your success, and there is no one that carries the passion for your personal success more so than yourself. I teach a four step process to build and realize your dreams: Idealization, Visualization, Verbalization, and Materialization.

Idealization

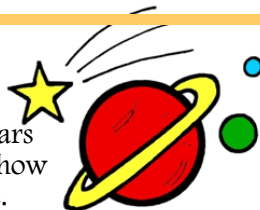
Complete these descriptions of your most ideal life. It is important that you be specific. See, feel, hear and smell whatever it is that you are writing about. Shoot for the stars and, at the very least, you'll hit the moon. *First*, brainstorm about the things that you want to "have". Include things like your businesses, homes, cars, collections, toys, cash and investments, etc. Let your imagination run free. Remember - this is future-based. Don't simply describe your present! Examples: houses, cars, furniture, electronic equipment, art, pets, library, investments, properties, cash, businesses. *Second*, focus on the things you want to "do." This is where you can be a little more adventurous, and look at the things you want to do, the places you want to go and the experiences you want to have in your life. Examples: major achievements related to business, family, investing, and sports/hobbies, awards. *Third*, focus on the person you want to "be." Here's where you really have to think about whom it is you want to be, how you want people to remember you, and most critical - what's important to you. Examples: emotions, friendship, family, new identities and roles, values.

Visualization

Invest ten minutes each morning and evening with your eyes closed visualizing everything you have written about, dreamed about and thought about in your mind as if it's already real. Also, buy a large pile of magazines, several large sheets of cardboard, scissors and glue and cut out words, pictures, events, places and things that form your dreams and create a large collage of your dreams, or what I call a Dream Chart.

Lost In Space

We've missed you. If your name appears here please contact us to let us know how best we may contact you in the future.



Pam Sperry
Sheila Olivo
Christine Bak
Lucy Fenton
Denise Henry
Joe LeClair

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Focus on Your Dreams... continued from page 3

Verbalization

Make a list of 21 "I am" statements about your future self. Describe traits you want to build on or, more specifically, those exact traits you will need to become the person who will do the things you need to do in order to have and experience all you dream of. State these out aloud every single day with at least twice as much the passion, volume and desire as you possibly can. For example: I am... intelligent, trustworthy, a great father/mother, passionate, committed.

Materialization

Decide every day that all you dream of will be yours. When you believe it - you will see it. When you see it, it's easier to set specific goals to achieve it. Update your goals regularly. By completing and implementing your "Dream Builder," the materialization of your dreams is virtually assured.

In Conclusion

Your Dream Builder will allow you to have faster and more productive growth in a shorter time than you have experienced ever before. The concepts are fundamental. As the great philosopher Socrates said, "Learning is remembering." There is nothing here that has not been written about in many forms by many productivity experts. However, you have always had the convenient excuse of "I don't know where to get started." That excuse is gone.

Aristotle said "We are what we repeatedly do. Excellence, therefore, is not an act - but a habit." Quite simply put, you are a collection of your habits. While most people only think of "habits" as bad things (like smoking), your every day rituals are your habits. Incorporate

Idealization, Visualization, Verbalization, and Materialization into your daily habits. That's what excellence is about! Defining your dreams, values and beliefs - and living congruently so that you will achieve them!

Kathleen Meyer is President of **Vision For Success, Inc.** and a Master Action Business Coach. Her results oriented approach to coaching is influenced by over two decades of hands-on business leadership experience in sales, marketing, finance and training. For more

information please visit: www.actioncoaching.com/kathleenmeyer

Queen of Hearts...

Don't miss out on this exciting chance to win! Have your ticket Drawn for a Chance to Win \$2002.00

Attend any monthly meeting at the Elks and get your tickets for the drawing, pick the **Queen of Hearts** & WIN...



Don't Forget...

Canned Goods, Cell Phones & Eye Glasses are being collected at EVERY meeting. Collection boxes are available at the Board Of Realtors and the Prudential Florida WCI Realty Office, located in Punta



GET CONNECTED!

TECH SAVVY BASKET!

\$10 PER TICKET

Only 1500 tickets to be sold!

Value of \$3,500-\$4,000!!!

Lap top computer with case and printer

Digital camera with Pouch & Memory card

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Logitech cordless mouse

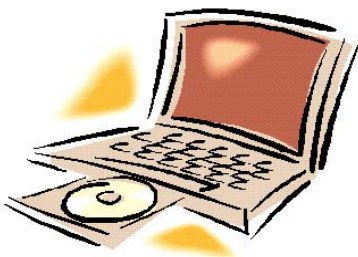
USB 2.0 meg flash drive

I-Pod

Label maker

Cross cut shredder

\$150 Gift Card at Office Depot or Staples



Drawing 12/6/06; Need not be present to win

For tickets, e-mail the
Webmaster at
www.wcr-charlottearea.com
or see one of the Officers.

Important Dates... Mark Your Calendars!

General Membership Meetings are the 1st Wednesday of every month.
Port Charlotte Elks Club
11:15am-1:00pm
RSVP: Jeannie Davis
(941)423-3093

Contact the Gazette
Do you know of something that you think should be mentioned here in the Gulfcoast Gazette? We'd love to hear about your ideas, and report your important news! To share your story, Contact Committee Chair:
Becca Nye: (941)204-7015 OR Rnye@landam.com



Affiliate Spotlight

Cheyenne Young is an attorney with the law firm of McKinley, Ittersagen, Gunderson & Berntsen, P.A. Originally from Palatka, Florida, Cheyenne graduated from Florida State University School of Law in 2001. She practiced law in Orlando before joining the McKinley firm in 2005. As a fairly new resident of Charlotte County, Cheyenne enjoys the opportunity that WCR provides to become involved in the community and network with other women in the real estate field.



Cheyenne's practice includes administrative and governmental law, real property and corporate law. Her real estate practice includes closing and title insurance services. Her clients include property owners, home builders, and developers. She is a member of the Real Property, Probate and Trust Section of the Florida Bar.

Cheyenne can be reached at her office in Port Charlotte at 941-627-1000 or via email at cyoung@migblaw.com or by visiting the McKinley firm's website at www.migblaw.com.

WELCOME NEW MEMBERS

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