



WCR Review

Greater Palm Beach County

February, 2009

A publication of the Greater Palm Beach County Chapter of the Women's Council of the Realtors®

Enthusiastic, new beginnings

The New Year has begun with enthusiasm, positive energy and empowerment! Our January speaker, Linda Barnett, has begun this year with a punch in the right direction. She had fantastic ideas and guidance that was shared with the attending members! Her information and positive energy had the room filled with enthusiasm, creativity and much audience participation. If you could not attend we will see you in February and March!

Our General Membership meeting was held on February 26, 2009, at The Atlantis Country Club. This meeting was a joint venture with CRS (Certified Residential

Specialists)! What a meeting it was to network!! We had a great



Judy Ramella

crowd who learned a lot about taxes.

It's that time of year AGAIN! TAXES, Taxes, Taxes. What to do? What NOT to do? Are you sure you are doing things right? We all had the opportunity to ask questions first hand. Imagine having the

information first. Those other Realtors that are not in our chapter did not receive it! Knowing the new rules and regulations helped us to get ahead of the game!

Our chapter will be providing our members so much education to transform our business and transform us personally! This economy is such that we need to be ahead of the rest! As Women's Council of Realtor members we will be the best in our field of expertise, with no exceptions! We ARE provided with the tools we need to succeed! With the assistance of RAPB, MLS, IBC and our affiliates we are already ahead of the rest! Thank you to all!

Judy Ramella

2009 Local Sponsors: Silver: Bank United, Washington Mutual; Bronze: American Fidelity Title, AmTrust Bank, Dynamic Inspections, Fifth Avenue Building Inspectors, Florida Business Brokers Association President Mike Bacarella, Realtors® Association of the Palm Beaches, SunTrust, Florida State Sponsors of WCR: Platinum: Exit Realty Florida, North American Title Company, The Home Team Inspection Service, Wells Fargo Mortgage, Gold: Bank of America, National City Mortgage, a division of National City Bank, Stewart Title Guaranty, The Real Estate Book, Washington Mutual Bank, Silver: Arrow Hughes Exterminators, Attorney's Title Insurance Fund, Barbara Brady-the Brady Team, Countrywide, Deborah Glomb, Frank Charmley Photography, Nan Harper, Kenyon Real Estate, South shore Homes & Properties, Wachovia,



Volume 6 No 1
WCR Governing Board
2009

- President.....Judy Ramella
596-0940
- President Elect:.....Mary Kenyon
674-2079
- VicePres. Membership..Delores Roth
561-202-7152
- Secretary.....Eddy Sua
561-213-7653
- Secretary,Corresponding.....Darlene
Pachter
451-9379
- Treasurer:Kristin Stampini
929-4846
- Past President.....Tim Kinzler
561-573-0557
- Affiliates.....Carol Bloom
561-441-9493
- ByLawsParliamentarian.....Nancy
Macaluso
561-301-2171
- Community Outreach.....Joann
Defrisco
951-3758
- Education.....Maria Arias
305-785-6228
- Finance.....Kristin Stampini
929-4846
- Hospitality.....JanetMelame
561-601-9455
- Newsletter.....Betsy Owen
276-4717
- Nominating.....Tim Kinzler
561-573-0557
- Programs.....Deborah Bacarella
561-239-2300
- Registration..... Teresa Garcia
- Strategic Plan.....AmyStark
954-445-4545
- Technology.....Dolores Roth
561-202-7152
- Toastmasters.....Eddy Sua
561-213-7653
- Ways and Means.....Amy Stark
954-445-4545
- WEB Links:WCR.org

WCRfl.com
RAPB.com
WCRPalmBeach.com

2009 Programs

All meetings unless otherwise noted
begin at 8:30am sharp.
Arrive early for pre-meeting etworking.

RESERVATIONS

General Meeting Dates, Proposed Speakers, Locations - All dates are subject to change

News from the Meeting
Facility Chair, Helen
Sanguedolce

We will be having
another outstanding year
at Women's Council of
Realtors and will hold
our breakfast meetings,
at the finest Country

Clubs and hotels, that
our area affords us. We
will be adding a few
different venues, which
I'm sure you will also
enjoy. Wishing all of you
a Happy and
Prosperous 2009.

Helen Sanguedolce

Nominations for 2009-2010 sought

2010 comes fast!
As chairman for
Nominating committee
my responsibility is to
work with a group of
committee members to
identify officers for 2010
Womens Council of
Realtors® for our local
chapter. We are seeking
three general members
to serve with me on this

committee. Please send
me an email if you are
interested in serving. It
will be about a total of 4-
5 hours of your time this
year. An official
acceptance by our
members will be
required once names of
committee members are
considered.

Tim Kinzler

Veep goes to state orientation



Mary Kenyon

Wow! What an amazing experience I had at the 2009 Women's Council of REALTORS® State Orientation Meeting in Orlando. Our State Chapter, being led by Maria Avery as President, is very focused on local chapter success. Members in attendance were provided education on our Chapter Annual Report (this is the Chapter Excellence Report – we will be GOLD again), fund-raising and social events, strategic planning, marketing, programs ideas, business etiquette, meeting protocol and meeting agendas and how to better utilize the National Women's Council of REALTORS® website to assist our local chapters. We were encouraged to get our members involved in the activities of the Chapter to bring the value of WCR membership to our members. Leadership attending the state and national meetings is an important aspect of our chapter growth and continued success. The state and national meetings serve as leadership development

and provide extensive training programs for our Chapter leaders. Way to go Greater Palm Beach Chapter – we have three local members who were honored on a state level and they are Deborah Bacarella District III Vice President, Tracey Goldenberg – State Governor and Pamela Banks – State Governor. I encourage all members to attend a state or national meeting. It is amazing to see Women's Council at a higher level and the powerful women that are our leaders. Many of these leaders move on to become leaders in their associations and even at government levels. I can honestly say that my leadership role in Women's Council has changed my life both personally and professionally. I welcome you all to drink the Kool-Aid with me.

I attended the President/President-Elect Forum where we focused on our local chapter plan. Lots of great ideas for fund-raising were discussed. One idea which our chapter will be undertaking in May is the Greater Palm Beach Chapter First Annual Golf Tournament. We met Scott Arvin from Gainesville who is the current chair for their golf tournament. This chapter has held the tournament for 13 years with much success. I hope you all take a part in this exciting event. Please contact Bill Ramos for more information on how to become involved.

One unique experience to this event was that I did not hear one negative

comment made from anyone. All attendees spoke very positively about their business and look forward to a prosperous year in 2009. Now, more than ever, membership in the Women's Council of REALTORS® is an essential part of our business. Networking with the top individuals in the profession is motivational and supportive to grow our business in ways we did not think was possible in a difficult economy. Our programs this year will be motivational to assist you in taking your business to the next level. Remember that what you put into any organization is what you will receive. So please attend the monthly breakfast and become involved in a committee. Network, Network, Network!!!

On a local level we will be holding two Leadership Orientations where we will meet with members who are interested in leadership roles in our chapter. Our chapter's continued success is dependant upon members becoming involved and becoming active in leadership. Our chapter's strategic plan is to recognize these members now and begin leadership training so that we have leaders in place for years down the line. Please call me at 561-674-2079 if you are interested in attending or are just thinking of joining a committee.

Women's Council of REALTORS® members will shine in 2009!

Mary Kenyon

Ramella's installation night





New Beginnings, new members

Our Membership Numbers for February 2009 are as follows: National Numbers 121 Total Realtors 14 National Affiliates 135 TOTAL NATIONAL Local Numbers 185 Total Members 128 Realtors (National 121 & 7 Non-Resident) Non Resident Realtors: 7 57 Affiliates (National, Local & Non-Resident) Local 34 National 14 Non-Resident (Local affiliates) 5 National non resident (affiliates) 4

Welcome to our newest members: Realtors®: Peter Pacheco Remax of Stuart, 729 S. Federal Highway, #100 Stuart, FL 34994772 - 288-1111 office 772 - 288-1113 fax 772 - 905 -7573 mobile Email: wcr@peterpacheco.com. Joanne Loud ReMax Advantage Plus, 21737 State Road 7, Boca Raton, FL 33428, 561 - 210 - 0050 office, 561-210 - 0051, fax 561 - 715 - 5149 mobile, Email: joanneloud@msn.com. Nelly Molinos, Advantage Referrals, 601 S Federal Highway, Boca Raton, FL 33431, 561 - 305 - 8527, Email: NellyMolinos@hotmail.com . LouAnn Barrette, Realty Advisors International Inc., 5100 S Dixie Highway, Suite 6, West Palm Beach, FL 33405, 561-

202 - 6226 office, 561 202-6227 fax, 561 - 686 - 1611 LouAnn@RealtyAdvisors.com www.RealtyAdvisors.com
Affiliates: Janet Melamed America's Mortgage Corp., 1013 Lucerne Avenue Suite 20 Lake Worth, FL 33460 561-601-9455 mobile 800-418-7633 fax Email: janet@AMCLenders.com. Sylvia Hernandez, Chamber of the Palm Beaches, 401 N Flagler Drive, West Palm Beach, FL 33401, 561 - 833 - 3711 x 230, 561 - 401 - 7483 mobile, Email: SHernandez@palmbeaches.org. Our next New Member Orientation meeting will be held on February 26, 2009 immediately after our monthly Member Breakfast meeting. Please contact Maria Elena Arias at ConnectU@ConnectU2.us or (305) 785-6228 for more information on this event....

Maria Elena Arias



We have money to lend

I have heard many real estate professionals say they didn't know lenders were interested in making mortgage loans; however, Wachovia Mortgage does have money to lend.

Wachovia is committed to the mortgage business and we have a wide variety of mortgage options tailored to meet home buyers' needs. We are committed to the real estate professionals

and your referrals are extremely important. I would welcome an opportunity to work with you to support your clients' dreams of home ownership or make a move up to their next home.

We do have money to lend and I hope you will consider letting your fellow real estate professionals know mortgages are available to qualified borrowers.



Connie Pierce

W
C
R

A
W
A
R
D
S





W
C
R

A
W
A
R
D
S

Outreach seeks help

Hi all, just a little update about our Community Outreach Committee. As you know or not know, WCR has joined hands with Dress for Success of Palm Beach. This is a great organization helping women get back into the work force after having some hardships in life as we all can appreciate I'm sure. It's great to know that there are organizations like this that women can turn to for help, and we should all be proud that we can help this organization by donating our dresses and suits as we did at our last March meeting. In fact we want to thank all of our members who donated. We collected 28 suits, and \$235.00 for the bus passes that are needed for these women to get to their interviews after they get dressed. Great Job!!! The ladies from Dress for Success said, "All the suits were beautiful" and thanked us for a great job. Our meeting in February will be too late for us to collect for the S.O.S. Drive because they moved it up from March to February 19-22, we would like to ask all our members to gather up all their suits that they haven't worn for a while and donate them to this wonderful cause. Please get those suits together, we can pick them up or you can drop them off just contact Joanne DeFrisco for information.

We could also use any sundries, such as shampoo, toothpaste, perfume, deodorant, basically anything you use yourself to make yourself feel pretty is what they need too!! You know how you got that basket of soaps, perfumes, body lotions, and shower gels that you never used, well bring them to any of our meetings; we will have a basket for any of your



Joann deFrisco

donations. Clean out those bathroom cabinets and bring in the extra toothpaste and deodorant that you find, we need all this. We will have a basket to fill so let's fill it! Some of you have asked where the drop off location is in Boca Raton if you wanted to drop off things yourself. Below is the information for that or I will always be happy to collect anything and drop it off myself. **We have a NEW drop off location in Boca Raton, Florida. Careers USA, 6501 Congress Avenue, Suite 200 Boca Raton, FL Days and times for this location: 1st and 3rd Fridays of each month from 9 am to 3 pm.**

Thanks again in advance for all your donations, it's a great cause and we appreciate all your contributions. Your Community Outreach Team. For further information please contact: Joanne DeFrisco, 561-951-3758, Carol Abramczyk, 561-358-0950.

Joanne deFrisco

Have bachelors, auction items?



Janet Melamed

Wanted: Eligible Bachelors, Sponsors and Auction items. We're getting ready for our Annual Bachelor Auction and we are waiting for final confirmation from The Blue Martini in the Boca Town Center to finalize approval of our venue and our preferred date of April 7th. We have openings for bachelors and hope everyone will participate in recommending good candidates for this

event. The application is available and we hope to get 18 to 20 bachelors of a variety of ages to participate. We also need sponsors for the event and items for our silent auction. Please help us in making this event a resounding success not only in a good time for all, but also in raising money for our WCR Chapter and Habitat for Humanity. Please contact Janet Melamed at Janet@AMClenders.com for Bachelor applications, Sponsors or Donors of items for the auction.

Janet Melamed