

February 9, 2006  
Volume 2, Issue 2

### Our Mission:

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

### Our Vision:

The Women's Council of REALTORS® will be the premier organization for individual achievement.

Where It All Comes  
Together...

Local Chapters...  
...National Strength

Networking and  
Referrals...

Professional and  
Personal Development

Discover The WCR  
Difference!

### *A message from your President...*

Our **2006 Membership Drive** is in full swing. If you haven't paid your 2006 dues yet, please do so **ASAP** so your contact information can be included in this year's membership directory. Members who want to place a business card ad in the directory need to turn in their business card with a one time payment of \$25 at the February meeting to be included in the ad pages. Ads will appear four to a page...**what a great way to introduce you and your business to our membership of approximately 100 realtors and affiliates.** Don't miss out on the opportunities for networking and referrals...even at the local level. An invoice will be provided for those placing ads in the directory.

Each member in this special organization plays an important role in making our local chapter a success, and I strongly encourage each of you to get involved. **When you join the Knoxville Chapter of the Women's Council of REALTORS®, you also join the state and national chapters of this powerful organization of real estate professionals.**

***The task is to ask.*** If you'd like to be more involved, it's easy. Feel free to contact me or any of our officers or committee chairs and say, "I'd like to help!" If you're asked to serve on a committee, all you have to do is **say "yes" and have fun being part of a dynamic group.**

There's lots of excitement about our new ***Spotlight Sponsors*** program and our new ***Business Resource Center***. Both programs are available to our national WCR members. The Business Resource Center will be designated tables at each meeting for national members (realtors and affiliates) to display promotional information on their listings and their businesses. Materials for display need to be in a stand for better presentation. Thanks for your participation!

**Current dues paying members *should be receiving evites*** to announce the membership meeting luncheons and speakers in addition to providing a system to make your reservation by responding to the evites. **If your dues have been paid and you are not receiving the evites, please email me at [JoyceNussbaum@comcast.net](mailto:JoyceNussbaum@comcast.net) and let me know.** Members can also make reservations by contacting our Communications Chair, Carol Jones @ [carola.jones@amsouth.com](mailto:carola.jones@amsouth.com). If you make a reservation and do not attend, you will be billed \$13 to cover what our chapter pays the caterer for a luncheon reservation. Come join us. Get involved. You'll be glad you did. See you at the meeting!

***Joyce Nussbaum, 2006 President***

*Introducing...*

**WCR's February *Spotlight Sponsor*...**



***President***

**Joyce Nussbaum**

Coldwell Banker Wallace & Wallace  
865-693-1111  
joycenussbaum@comcast.net

***President-elect***

**Roma Edmonds**

Sands and Co. Real Estate  
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***VP, Membership***

**Renee Honeycutt**

ERA Top Producers  
865-691-5348  
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***Recording Secretary***

**Lisa Noll**

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***Treasurer***

**Valerie Privett**

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***Past President***

**Amanda Stone**

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[astone@realtyiii.com](mailto:astone@realtyiii.com)

***Parliamentarian***

**B.J. Swinehart**

RE/MAX Preferred Properties  
865-694-8100  
teamremax@mindspring.com



***Maryann Page***



***First American  
Home Buyers Protection  
Corporation***

Now is the time of the year to think about your business and what has and has not worked for you in the past. Utilizing new business tools and practices, and educating yourself about new real estate concepts are crucial to growing your business.

Home warranties are a concept agents and brokers can learn more about to increase listings, and help reduce after-sale liability. Did you know that First American Home Buyers Protection offers "free" seller's coverage during the listing period? Did you know that using a home warranty on all of your transactions can reduce your E & O deductible? Did you know that if a homeowner has to replace his or her air conditioning unit and does not have a First American home warranty, the cost now could be over \$3000 due to the 13 SEER mandate? Are you taking full advantage of the free marketing materials, *Keep In Touch* program, and customizable newsletter offered to you by First American?

As the local area manager, I want to be part of your business network. I want to help you grow your business, and protect your clients. Call me at 865-406-8273, or check out the First American website at [www.firstam.com/warranty](http://www.firstam.com/warranty) for more information.

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## **“Congratulations!”...**

*To our WCR 2005 Francis  
Ferguson Award Winner:*

**Amanda Stone**  
Realty III

*To our WCR 2005 Realtor  
Member of the Year:*

**Cristall Mount**  
Ray Depue & Associates  
and  
Tennessee Trust Title Company

*To our WCR 2005 Affiliate  
Member of the Year:*

**Janette Burgin**  
American Home Mortgage

## **March Meeting Memo:**

***Spotlight Sponsor:***  
**Janette Burgin**  
American Home Mortgage

**Date: Thursday, March 9<sup>th</sup>**  
Knoxville Area Association of Realtors

11:30-12:00 Networking/Check-in  
12:00-1:00 Membership Meeting

**Program: Mr. Bill Stewart, TREC**  
**Senior State Auditor**

***“Here Comes the Auditor...Is  
Your Office Audit-Proof?”***

### **FYI:**

**Contact information for our national office:**  
Women’s Council of Realtors®  
430 N. Michigan Ave.  
Chicago, IL 60611  
(800) 245-8512  
Fax: (312) 329-3290  
Email: [wcr@wcr.org](mailto:wcr@wcr.org)

### **FYI:**

**2006 Local Affiliate Dues are due and payable to:**

WCR  
c/o Renee Honeycutt  
ERA Top Producers, Inc.  
509 N. Cedar Bluff Rd.  
Knoxville, TN. 37923

## **Save the dates.....Mark Your Calendars!**

January 11, 2006 KAAR Membership Luncheon Knoxville Marriot 11:30 AM	May 15-20, 2006 WCR/NAR Mid-Year Meetings Washington, DC Capitol Hilton	November 7-12, 2006 WCR/NAR Fall Convention New Orleans, LA
March 13-15, 2006 TAR Spring Conference Franklin, TN Cool Springs Marriot	July 14-16, 2006 WCR Tri-Regional Myrtle Beach, SC	December 7, 2006 TAR Leadership Conference Franklin, TN Embassy Suites Franklin
May 1, 2006 WCR Golf Tournament Gettysvue Country Club	October 4-7, 2006 TAR Fall Convention San Antonio, TX	December 14, 2006 Holiday Open House Location TBD

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**\*Back by popular demand, our 2006 caterer: WCR member Pamela Asher, Coldwell Banker Wallace & Wallace.**

**\*Guest Policy:** We welcome guests. However, after two visits, we ask that you become a dues paying member and join us. For membership questions, please contact Renee Honeycutt, Vice President of Membership at ERA Top Producers @ 865-691-5348 or renee.honeycutt@era.com.

**\*Effective with the February meeting, luncheon reservations will be \$13.00.** Members who make reservations and do not show up at the meeting will be billed the \$13.00. (Our chapter has to pay the caterer.)

**\*Our 2006 Membership Directory Committee** will be collecting business cards and \$25 to place business card ads for current dues paying members in our new local chapter directory. **Full page ads will be offered *only* to our 2006 Spotlight Sponsors.**

**\*Opportunity for National Affiliate members:** Our **National Affiliate members** have an opportunity to be one of our ten **2006 Spotlight Sponsors**. Enjoy a **free full page ad** in our 2006 Membership Directory. Enjoy **VIP treatment** as a **2006 Spotlight Sponsor**. Each month, February through November, one **Spotlight Sponsor** will be prominently featured in that month's newsletter and announced as that month's **Spotlight Sponsor** with the opportunity to display and distribute promotional pieces on the luncheon tables in addition to a 5-10 minute **opportunity to speak to our membership to promote *your* business**. Our **2006 Spotlight Sponsors** will be featured on our **Spotlight Sponsor** board at meetings and WCR events and will be featured in our newsletters, our membership directory, and on our new *Affiliate Referral Rosters*.

*Only ten "spots" available....call Joyce Nussbaum @ 865-693-1111 for a registration form.*

**\*New for 2006:** Our new ***Affiliate Referral Roster*** will be available in one of the stands on our **Business Resource Center** tables beginning in February. Our 2006 dues paying affiliates (**National and Local Affiliates**) will have their contact information printed on our roster and available at our **Business Resource Center** tables. The ***Affiliate Referral Roster*** will be updated for distribution at each of our monthly meetings.

**A message from Gail Hartnett, Keller Williams (Boise, Idaho), 2006 National WCR President:**

"The real estate market is more complex, more challenging and more competitive. That's why it's more important than ever to have WCR as your career partner in 2006.....Whether you are looking for more business, more professional satisfaction, or more interaction with the people who make a difference, WCR is *where it all comes together.*"

**WCR is where it all comes together.**

**Join today and become part of an award winning organization of real estate professionals!**

