

Knoxville, Tennessee
March 9, 2006
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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...

As we welcome our March membership luncheon speaker to the Knoxville Area Association of Realtors® and Women's Council of Realtors®, the theme song from the TV comedy show "Cheers" keeps going through my mind. **"Come on down where everybody knows your name..."** Perhaps you know Bill Stewart by name, or perhaps you do not. He's someone we all should know, and now we have a chance to find out what he looks for in an office visit, what he finds in an office visit, and many wonder (in case he does come to your office for a visit) what raises a flag as he checks office files! **Is your office audit-proof?** Hope to see you at the meeting!

The State WCR Chapter is sponsoring an **Opening Night Party and networking opportunity** at the Tennessee Association of Realtors® Conference at the **Franklin/Cool Springs Marriott on Monday, March 13th**. **State WCR Ways and Means Chair, Amanda Stone**, has tickets and information. Hope to see you there! (\$10 per person)

Plans for our **annual WCR Golf Tournament** are underway, and teams are now turning in reservations to our golf tournament chairman, **Mike Grebe (Weichert-REALTORS®-Meese Agency)**. If you'd like to be one of our tournament golfers or sponsors or committee members, contact Mike! What a fun way to get to know other realtors and affiliates...**play golf at Gettysvue...and network!**

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. **Thanks for your participation!**

Joyce Nussbaum, 2006 President



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Introducing...
WCR's March Spotlight Sponsor
and
Women's Council of Realtors®
2005 Affiliate Member of the Year



Janette Burgin
American Home Mortgage
Sales Manager
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“Congratulations!”

To the following WCR members honored at the KAAR Membership Luncheon for receiving the Knoxville Area Association of Realtors® 2005 Award of Excellence:

- *Pamela Asher, Coldwell Banker Wallace and Wallace*
 - *Elaine Barnes, Coldwell Banker Wallace and Wallace*
 - *Donna Beasley, Elite Realty*
 - *Sandy Beeler, Re/Max Preferred Properties*
 - *Lisa Boone, Coldwell Banker Wallace and Wallace*
 - *Charlotte Branson, Executive Choice Real Estate*
 - *Nancy Caldwell, Coldwell Banker Wallace and Wallace*
 - *Sherry Carter, Coldwell Banker Jim Henry and Associates*
 - *Zee Casteel, Coldwell Banker Jim Henry and Associates*
 - *Tammy Gilstrap, Realty Executives Associates*
 - *Valerie Given, Coldwell Banker Wallace and Wallace*
 - *Gina Grah, Realty III, Inc.*
 - *Laurel Grandle, Exit Realty Knoxville*
 - *Cindy Holt, Realty Executive Associates*
 - *Renee Honeycutt, ERA Top Producers*
 - *Kim Inman, Executive Choice Real Estate*
 - *Richard Jones, Realty III, Inc.*
 - *Patti Levenson, Re/Max Preferred Properties*
 - *Judy Massey, Realty Executives Associates*
 - *Michelle Mears, Coldwell Banker Wallace and Wallace*
 - *Linda Meese, Weichert Realtors-Meese Agency*
 - *Louise Mixon, Coldwell Banker Wallace and Wallace*
 - *Lee Mrazek, ERA Top Producers*
 - *Joyce Nussbaum, Coldwell Banker Wallace and Wallace*
 - *Anita Russell, Realty III, Inc.*
 - *Sandy Schonhoff, Heath Shuler Real Estate Co.*
 - *Patricia Shepherd, Realty Executives Lakeway*
 - *Judy Starliper, Realty Executives Associates*
 - *Amanda Stone, Realty III, Inc.*
 - *B.J. Swinehart, Re/Max Preferred Properties*
 - *Valarie Thompson, Re/Max Preferred Properties*
 - *Jana Webb, Realty Executives Associates*
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“Congratulations!”

To the following WCR members honored at the KAAR Membership Luncheon for receiving the Knoxville Area Association of Realtors® 2005 Five Star Award:

- *Donna Beasley, Elite Realty*
- *Karen Bradshaw, Elite Realty*
- *Charlotte Branson, Executive Choice Real Estate*
- *Racia Futrell, Executive Choice Real Estate*
- *Cindy Holt, Realty Executives Associates*
- *Kim Inman, Executive Choice Real Estate*
- *Linda Meese, Weichert Realtors-Meese Agency*
- *Lee Mrazek, ERA Top Producers*
- *Joyce Nussbaum, Coldwell Banker Wallace and Wallace*
- *Sandy Schonhoff, Heath Shuler Real Estate Company*
- *Patricia Shepherd, Realty Executives Lakeway*
- *B.J. Swinehart, Re/Max Preferred Properties*
- *Valerie Thompson, Re/Max Properties*

“Congratulations!” to Linda Meese, Weichert Realtors-Meese Agency for being selected as one of twelve TAR Leadership participants!

A very special “Thank You” to Sheila Worsham from Coldwell Banker Wallace and Wallace for singing “The Star Spangled Banner” at our March membership meeting!

New Member Orientation will be held Thursday, April 13th, at 11:00 a.m. (just prior to the April membership meeting/luncheon) at the KAAR Board Training Room. This orientation is open to any member who would like to know more about our Knoxville WCR Chapter. Come meet Renee Honeycutt and other active members to find out how to become more involved, have more fun, and how to benefit from your WCR membership! Join anytime, but our chapter earns extra points for new members joining in March. (Points accumulate for our annual awards.)

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

March 13-15, 2006

TAR/WCR Spring Conference
Franklin, TN
Cool Springs Marriott

July 14-16, 2006

WCR Tri-Regional Conference
Myrtle Beach, SC

November 7-12, 2006

WCR/NAR Fall Convention
New Orleans, LA

May 1, 2006

WCR Golf Tournament
Gettysvue Country Club

August 17, 2006

WCR Fashion Show
Dinner/Dance@ The Foundry

December 7, 2006

TAR Leadership Conference
Franklin, TN
Embassy Suites Franklin

May 15-20, 2006

WCR/NAR Mid-Year Meetings
Washington, DC
Capitol Hilton

October 4-7, 2006

TAR Fall Convention
San Antonio, TX

December 14, 2006

Holiday Open House
Location TBD

***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!