



## President's Message



### Mission

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

### Chapter Leaders

#### 2011 President

Kim-Marie Mullin

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#### 2011 President-Elect

Charlotte Van der Waag

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#### 2011 Treasurer

Kelly Campbell

[campbell.kelly@verizon.net](mailto:campbell.kelly@verizon.net)

#### 2011 Secretary

Colleen Brennan

[ckbrennan@aol.com](mailto:ckbrennan@aol.com)

#### 2011 Governors

Brooke Hackler

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Susan Stott

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## Upcoming Events

### 2012 Local Chapter Officer Training

October 17, 2011

Latham, NY

### NAR Conference

November 9-13 2011

Anaheim, CA

Dear Members:

As we reflect on the 10<sup>th</sup> anniversary of September 11<sup>th</sup> we are reminded that we are strong and resilient in the face of even the worst of circumstances. Most likely we can all remember where we were when it unfolded and we probably learned similar truths from these events that have forever shaped our lives. There were many lessons from that day:

Time is a gift, not a guarantee.

The argument you were trying win yesterday really doesn't matter.

Say it, don't wait because you might not have another chance.

America is still and will always be a GREAT place to live!

Remember the lessons that were so fresh in our minds 10 years ago and live them out with a renewed passion today. **WE ARE READY!**

Onward,

*Kim-Marie*

Kim-Marie Mullin, 2011 WCR Chapter President

## ARE YOU READY?

In 2011 Women's Council of REALTORS® decided that it was time to answer the "Are You Ready" question with conviction, commitment, and infectious enthusiasm. Check it out: <http://bit.ly/fuYGgm>



[www.newyorkstatewcr.com](http://www.newyorkstatewcr.com)



**Annual Reports:** It's that time of year...time to start getting your annual reports in order. Schedule a meeting with your board and committees to get all of your ducks in a row. Don't wait until the last minute because every point counts and you work too hard not to get an award at the Mid-Year Meetings in DC!

**REALTOR SAFETY MONTH:** September is REALTOR safety month so remember to always keep your safety in mind when you are working.

**Member of the Year:** We are currently seeking candidates for Women's Council of REALTORS *Member of the Year*. Contact Katy Anastasio from the Long Island Chapter with your suggestions: [aarealtors@aol.com](mailto:aarealtors@aol.com) We are looking for a dynamic team player who has gone above and beyond for WCR and deserves to be recognized.

**WCR General Membership Meeting:** We are so excited to welcome our special Guest Speaker: Angela Territo as she instructs us how to turn opportunities into cash. She is a successful corporate and real estate coach who focuses on business development. Ms. Territo is also a Women's Council of REALTORS member. Visit [angelaterrito.com](http://angelaterrito.com) to review testimonials and learn more about her motivating programs!

## DID YOU KNOW?

WCR Region 6 (NY, NJ, MD, PA, and DE) now has a Facebook page. "Like" us to expand your network!

Continental has low fares from NY to Anaheim. Now it's easier than ever to travel to the NAR Conference. See you there!

Follow NYSAR and NAR on Twitter for up to the minute real estate news in real time!

**WCR** offers Brokers, Owners, and Managers FREE mastermind sessions! You will hear what other brokers, owners and managers are doing to help analyze their financials and develop a plan for the future of their business. Log onto [wcr.org](http://wcr.org) to listen to the se prerecorded conference calls at your convenience.

## eConnect Newsletter

provides the practical tips and strategies to take your business to the next level. This e-newsletter is distributed monthly to members. You can now view the archives on [wcr.org](http://wcr.org)!

## NEWS

### *Congratulations to our 2012 WCR Leadership Graduates!*

*Jamie Gulino: Buffalo-Niagara*

*Maryann Arbia: Brooklyn*

*Frances Chiu: Dutchess*

*Marilyn Gibbons: Capital Region*

*Terri Crosier: Empire-Westchester*

*Gigi Fernandez: Long Island*

*Lisa L'Huillier: Tri County*

*Katherine Dexter: Rochester*

### *WCR Smartphone APP*

*Download Women's Council's new mobile app, and have your member benefits at your fingertips. The entire membership directory will be conveniently available on your mobile device, as well as free education tools, videos, how-to articles and more. You can update your contact info and Member Expertise Profile on the fly. If you are a chapter officer, you can also access the Chapter Management Center—all the functionality without being tied to your desk! Rosters, reports, even labels. Go to [wcr.org](http://wcr.org) to download today!*

### *NYS WCR Chapter 2011 Sponsor*

*Thank you to our sponsor: **PODS**, supplying portable storage containers for residential and commercial use.*

Interested in submitting an article for consideration for a future newsletter or to post on our NYS website? Contact Kim-Marie Mullin: [kimmarie.mullin@randrealty.com](mailto:kimmarie.mullin@randrealty.com)

*Women's Council of Realtors  
New York State Chapter*