



2010 "GOLD" WCR Chapter Excellence Award Winner

Mission

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

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President's Message

Dear Members:

Greeting Harford County Chapter,

What a whirlwind quarter we have had in the Chapter! Of Course the highlight was traveling to the NAR/WCR Mid-Year meetings in Washington D.C. where we received our GOLD Award for Chapter Excellence in 2010! Your line officers were so proud to represent all of you and accept this honor. I want to thank all of the line officers, committee chairpersons, members and volunteers for working so hard last year to make all of our Chapter events a success and for bringing so much value to our members.

Additionally, our Chapter came in Third Place for the small Chapter category in the 2011 National Recruitment and Retention Contest! The prize was a \$200 check to our Chapter, which we will use in a way that best serves all of our members. We are seeking ideas and discussion about what to do with this prize money. Let us know your thoughts...

We had a great June Meeting with Best Buys the room was abuzz with all that we absorbed, In the short time we had with them, Thanks to Best Buys!

And our Annual Bus Trip to Atlantic City was a great success many winners and some great shoppers on board our bus everyone had a terrific time, Thanks again to Helene Kelbaugh and her husband Lou for giving us a smooth ride and glorious day, also a thank you to all our members who sold tickets Kudos everyone!!

In closing, by availing yourself to all of the tools that Women's Council offers, you can dramatically affect your business and your personal lives. I challenge each and every one of you to think outside the box. I also challenge you to bring a guest to our next meeting, become a part and get involved! You will soon realize that it is one of the best influences your career needs.

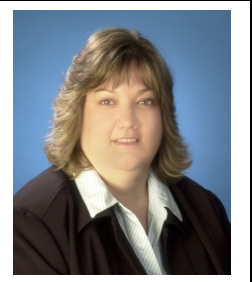
The summer is always a busy time in our business and our personal lives, but Don't get too busy to include the Business Resource Meeting on August 4th in your schedules! Looking forward to seeing you all very soon...and Have a Safe and Great Summer!

ARE YOU READY??

As Always Yours in service,

Dianna

Dianna Darney, President
Women's Council of REALTORS®
Harford County Chapter



What's Online

Have you been to our site lately?

Check out your local chapter site today: <http://wcrharford.com>. We post slideshows of networking photos from all our past meetings. Plus, check out our searchable index of member- and expert-submitted articles on a variety of different real estate topics, including Web sites, getting more listings, cost-effective marketing, top negotiating tips and much more.

Please Keep Us Updated

Got a new e-mail address? Or have you moved to a new company? Be sure to notify National WCR of all changes to your contact information – from phone numbers and mailing addresses to Web sites and e-mails. An address correction form appears in WCR's annual membership directory, the *Referral Roster*, and it can be faxed to National WCR 312-329-3290. Also, an online correction form is available at www.wcr.org. Or e-mail contact information changes to National WCR at wcr@wcr.org, or call toll free to 800-245-8512.

Welcome New Members

Welcome to our newest members:

New Members

Diane Mahaffey
Keller Williams American
Premier Realty

New Affiliate Members

Visit Our Website at
<http://wcrharford.com>

email us at:
harfordwcr@gmail.com

Maryland State Chapter
www.wcrmd.org

National Chapter
www.wcr.org

Women's Council's Official Designation

Business Of Your Business

Topics: [Business Building](#), [Business Planning](#)

Designations & Certifications: [Performance Management Network](#) Affiliation: [WCR](#)

Format: Classroom

This newly-revised course will teach you how to think about the business of your business and make it more profitable and you more successful. You'll learn strategies for systemizing your business, as well as fundamentals for improving your bottom-line and achieving your financial goals. Learn the how's and why's of staffing, how to develop an actionable business plan and why your role should be that of a CEO working on the business versus an employee working in it.

Effective Negotiating for Real Estate Professionals

Topics: [Negotiations](#)

Designations & Certifications: [Accredited Buyer's Representative \(ABR®\)](#), [Performance Management Network](#) Affiliation: [WCR](#) Format: Classroom

Effective negotiating on behalf of others is the hallmark of the buyer's and seller's representatives. This course examines positional bargaining and value negotiating. It also examines unique issues when representing someone in a negotiation and breaking a negotiation impasse.

Harnessing The Power: Skills Based Performance Management

Topics: [Performance Management](#)

Designations & Certifications: [Accredited Buyer's Representative \(ABR®\)](#), [Performance Management Network](#) Affiliation: [WCR](#) Format: Classroom

This course will teach you how to harness the power of performance management skills to challenge yourself, to manage your time effectively, to build credibility and develop a personal vision.

Networking and Referral Systems

Topics: [Business Building](#), [Business Planning](#), [Networking Referrals](#)

Designations & Certifications: [Performance Management Network](#), [RSPS - Resort & Second-Home Property Specialist](#)

Affiliation: [WCR](#) Format: Classroom

This course will provide REALTORS® with the information and tools needed to transition from a salesperson making cold calls to a knowledgeable consultant with a stream of advocates and referrals

**See: <http://wcr.org> click on Performance Management Network.
Click on Find Courses to find upcoming courses in your area.**

Mid Year in Washington, DC

Harford County Chapter President, Dianna Darney, President Elect, Heather Schafer-Adkins and VP of Membership, Charlene Lunsford attended the NAR Mid Year Legislative Meetings and Trade Expo held in Washington D.C. the week of May 9-14th.

Our chapter won the Gold award and retention award at the awards dinner held on Friday, May 13th.



National WCR President Margo Wheeler-Willis presenting national updates to WCR MD State Chapter on Monday, May 16th.



2011 Awards Dinner at Mid Year Convention in Washington DC

Affiliate Appreciation



The ribbon cutting ceremony held on April 28th at the Sclafani's House.

Coming Soon

Mark Your Calendars
Upcoming Events

Upcoming Meetings for the Harford Chapter in 2011

August 4, 2011 "Marketing in a New Environment"

September 1, 2011 "REALTOR Safety and Women's Safety"

October 6, 2011 Membership Votes 2012 Slate of Officers, MD Real Estate Commission visit with Katherine Connelly

November 3, 2011 2012 Installation of Officers, Jim Harris with CCCS of Maryland

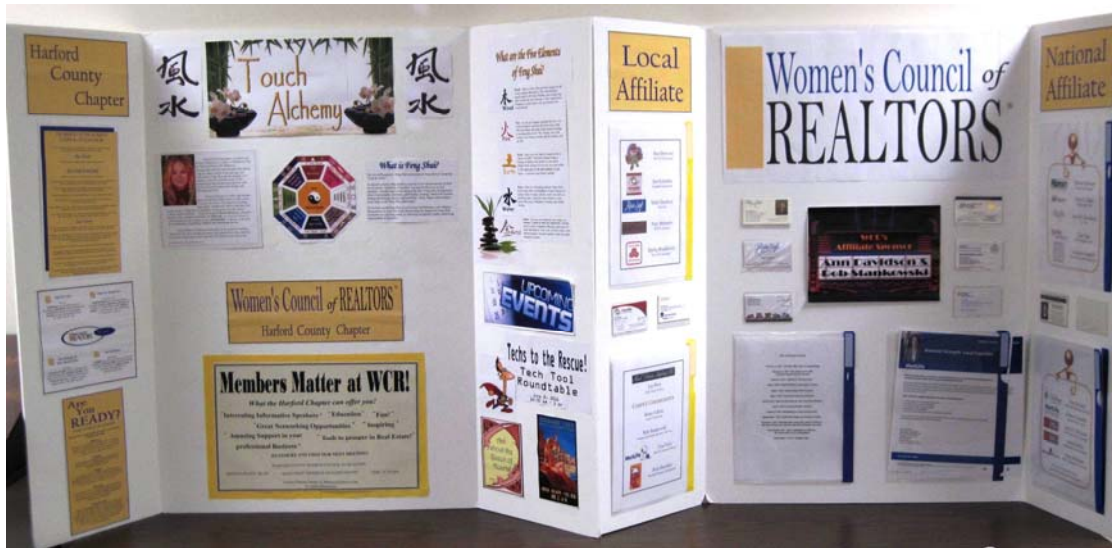
December 1, 2011 "Holiday Party"

MAR **Conference & Tradeshow**

September 12-14, 2011
Roland E. Powell Convention Center
Ocean City, MD

National Conference

November 9 - 13, 2011
Hyatt Regency Orange County
Anaheim, CA



Please visit the display at the back of the room after each meeting
There you will find information on our affiliates
Information on the day's speaker
Upcoming Events, Forms for joining our chapter, The Latest Newsletter
&
Much More