



2009 "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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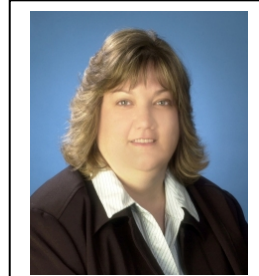
President's Message

Dianna Darney

Dear Members:

Happy New Year to all! 2011 promises to bring many career opportunities for us all. However, as the market continues to change, so must we change the way that we operate our business.

I continue to learn something new every day and have come to learn that what worked last time may not be what works tomorrow. Still one thing remains constant in my business- Women's Council of REALTORS® has been and will continue to be at the forefront of my success.



Recently, I have heard from several people about the referral possibilities of Women's Council. Yes, they are there. Let us not forget however the primary reason to join Women's Council is stated clearly in the Mission Statement. "We are a group of successful REALTORS® empowering women to exercise their potential as entrepreneurs and industry leaders." By coming together we provide support in the form of sharing successes and failures so that we all don't have to reinvent the wheel! There have been words of encouragement, ideas that worked, and solutions for those things that didn't.

I cannot emphasize enough to take note of all the educational opportunities available to us as well. Women's Council of REALTORS® statistics show that Women and Men with membership in Women's Council earn more than twice the income of the NAR average, with an average experience level of 18 years, compared to the industry average of seven! Why have these people been so successful? I can surely guess that it is because of the educational programs that Women's Council offers in addition to the informal education offered by coming together as a group. Let us all continue to use every meeting as an opportunity, as international speaker Terry Watson, says, "to suck people's brains." (By the way, I know of Terry Watson from a PMN class that I took at a Women's Council event!)

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.

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 member:

New Members
Paula Diggs Smith

New Affiliate Members

Visit Our Website at
<http://wcrharford.com>
email us at:
info@wcrharford.com

Christmas Party 2010



Donations were collected for the Harford County Humane Society



Thanks to all who
contributed
& made this a
Merry Christmas for
some very special
furry friends.



If you would like to contribute to future newsletters or to be added to our mailing list please send an e-mail to rcspalt@mrisc.com

2011 National Leadership



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WCR Maryland 2011 State Officers



Sharon A. Curtiss
State Chapter President



Tasha Linton
State Chapter President-Elect



Alexis Miskimon - State
Chapter Treasurer



Helen "Herbie" Hartman -
State Chapter Secretary



Silvia Rodriguez - 2011
State Governor



Susan Myszkowski -
Immediate Past
President

Coming Soon

Mark Your Calendars Upcoming Events

January 25, 2011- WCR State meeting with National WCR Speaker Betty Kincaid – “Control Your Cash”

@ MAR 10:30 am Joint Meeting

April 1, 2011 BASKET BINGO doors open at 6pm

June 7, 2011 Annual Harford Chapter Atlantic City Trip

Upcoming Meetings for the Harford Chapter in 2011

January 6, 2011 “The INS AND OUTS of Underwriting”

February 3, 2011 The Toolbox Tom Girl “Common Repair Tips for Women”

March 3, 2011 AGENCY “The True Story” with Deb Hutson

April 7, 2011 “Networking with a Purpose”

May 5, 2011 Jim Harris with CCCS of Maryland

June 2, 2011 “Techs to the Rescue, Tech Tool Roundtables”

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, “Feng Shui and your Business”

December 1, 2011 Holiday Party

Midyear Meeting

May 12 - 15, 2011

Capital Hilton

Washington, D.C.

Registration opens Feb. 16 at Noon
CST.

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