



## 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.

### Chapter Leaders

#### President

**Dianna Darney**

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#### President-elect

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#### VP, Membership

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#### Secretary

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#### Treasurer

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#### Immediate Past President

**Sandy Smith**

Re/Max American Dream

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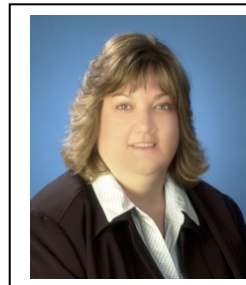
[sandysmith@mris.com](mailto:sandysmith@mris.com)

### President's Message

Dear Members:

The first quarter has been productive and fun, we had cold weather but a busy market that is moving into the spring weather with a flurry of obtaining listings, taking offers, negotiating contracts and reaching settlement on time! Our luncheons have been rich with information and member support and generosity. Your hard work helped us to reach our goal of selling out our basket bingo this year! And your kindness allowed us to make a donation to the Sclafani's family Home Make over We raised \$205.00 for the Bed Bath & beyond Gift card plus a Wal-Mart gift card for the family and the much needed medical equipment that the family needed. Thank you for being so generous, the family truly appreciated it. Also a special THANK YOU to Ken Williams with Rejoice Painting our local affiliate who contributed his time and efforts to paint the addition that was put on the Sclafani house. The second quarter begins with a great networking speaker at our next business meeting and in May we will find out how feng shui can make our business better also in May your line officers will be traveling to Washington DC for the Annual Mid Year Conference, and a great resource meeting in June with best buys showing us the great tech tools to use in our business today. June also brings our 3<sup>rd</sup> annual Atlantic City Trip tickets are on sale now and will be selling fast so let us know how many tickets you will need so we can accommodate everyone. Your 2010 Governing Board is working hard to achieve our goal of providing value to our membership. We appreciate your continues support and encourage you to get the most out of your membership by getting involved. Looking forward to seeing all of our members grow and prosperous as 2011 continues.

*Dianna Darney*



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](http://www.wcr.org). Or e-mail contact information changes to National WCR at [wcr@wcr.org](mailto:wcr@wcr.org), or call toll free to 800-245-8512.

## Welcome New Members

Welcome to our newest members:

### New Members

Janet Garinther,  
Keller Williams American  
Premier Realty

Linda L Howes  
Keller Williams American  
Premier Realty

Elizabeth E Monteleone  
RE/MAX American Dream

Jackie Pakulski  
Keller Williams American  
Premier Realty

### New Affiliate Members

Patricia A Robinson  
MBA Mortgage Services Inc

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

email us at:  
[harfordwcr@gmail.com](mailto:harfordwcr@gmail.com)

## 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.

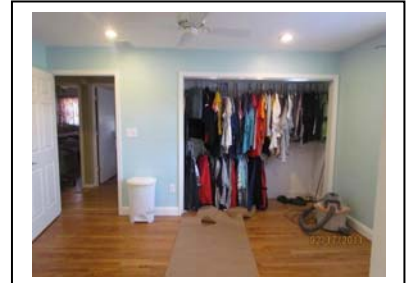
## Sclafani's Family Home Makeover



502 Westview Road



Bathroom Addition



Changing Room



Group Picture



Opening Gift Cards



Workout Room

Women's Council of REALTORS, Harford County Chapter gives back to the community they serve. On February 17th the WCR Harford County Chapter donated needed medical equipment to the Sclafani Family, recipients of the MARYLAND HOME MAKEOVER™ program, an initiative of the Partnership for Housing Foundation. The MARYLAND HOME MAKEOVER™ program and Willis McGahee Foundation surprised the Sclafani family last year with the news that they would be the recipient of renovations to their house making the home handicap-accessible for Joe Sclafani, a quadriplegic. The Harford County Chapter of the WCR got involved and provided the family with medical equipment for Joe and a gift card to Bed, Bath and Beyond to help the family stock the new bathroom addition. WCR, Harford County Chapters local affiliate Ken Williams, with Rejoice Painting also contributed his skills; painting the new addition.

## 2011 Harford Chapter WCR Annual Basket Bingo



*What fun, great people, great Baskets- Winning!*

## *Coming Soon*

### **Mark Your Calendars Upcoming Events**

June 7, 2011 Annual Harford Chapter Atlantic City Trip

### **Upcoming Meetings for the Harford Chapter in 2011**

April 7, 2011 "Networking with a Purpose"

May 5, 2011 "Feng Shui and your Business"

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, Jim Harris with CCCS of Maryland

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