

## **WCR South Orange County**

### Newsletter – First Quarter 2010

It was a steamy start to the year as newly appointed Line Officers champed at the bit, for a head start on the year! Ideas abounded as Chair people and Officers alike all put their ideas forward to take this great Chapter to the next level!

January saw the WCR State Conference held in beautiful Indian Wells, where our National President, Deborah Tatum Gilmore facilitated a thought provoking workshop on communication and illustrated how every member plays an integral part in the makeup of the Chapter. There were several Nationally acclaimed speakers to deliver much needed education to attendees and dynamic workshops geared to empower those in the audience. No time for rest, as real estate professionals 'drank in' all that was provided in the way of information.

During the first quarter of 2010, we enjoyed more new members to this Chapter than ever before. Both REALTOR® and Affiliate members, brought new ideas, innovation and a breath of 'FRESH IDEAS' to our communities. As a Chapter, we both invite and encourage new members and new ideas and we are always open to the innovative!

In January, Gov Hutchinson, from California Association of REALTORS® swept us away with his legal approach to Property dealings in 2010. February saw Steven Thomas and his property update, where he outlined where the most property sales will come from in 2010 and why. In March, WCR South Orange County hosted a panel that educated us as to the very definite fraud threat that is challenging our industry and what the authorities are doing to police and apprehend real estate tricksters and con artists.

Once again, we thanked our very valued sponsors for their contribution to our cause and now as WCR South Orange County is a 501C6 Corporation, they are able to use their sponsorship as a tax deduction.

### **WHAT TO LOOK FOR IN THE NEXT QUARTER:**

- A panel will address the Business Resource Meeting at the Hills Hotel, to enlighten us as to how to keep more of what we earn and plan for our financial future.
- In June, a Diversity panel will teach us how to be more culturally aware in our business dealings, so that we attract more closed sales.
- Look out for the 'Report Back' on the National Conference attended by our Leadership in May. This conference will be held in Washington, DC, and is always an outstanding event, chock-full of money-making ideas and business-building tools.
- Don't miss the Summer Tea to be held at the Hills Hotel on La Paz, in Luguna Hills on May 21 at 11am. A prize will be given to the best brim.
- June will see the WCR State Conference hosted by WCR Sacramento in our State Capital.

As always, we thank YOU our valued members and our wonderful sponsors for all your support and input. Without you, we could not bring such value to our members and our community!