

# THE **Women's Council of REALTORS®** Connection

A NEWSLETTER FOR THE WCR SCOTTSDALE AREA CHAPTER • SEPTEMBER 2006

## UPCOMING *events*

### WEDNESDAY, OCT. 11

Terry Goddard  
Arizona Attorney General  
“Scams, Frauds & Predatory Lending”

### WEDNESDAY, NOV. 8

Dr. Jay Butler  
ASU Professor  
“Outlook 2007”

### TUESDAY & WEDNESDAY, NOV. 28-29

State Meeting &  
Installation of 2007 Officers

### WEDNESDAY, DEC. 13

Holiday Event, Bazaar,  
Luncheon & Live Jazz

## MONTHLY MEETING DETAILS

**Location:** Gainey Ranch Golf Club  
7600 E. Gainey Club Dr. in Scottsdale

**Date:** 2nd Wednesday of the month

**Time:** 11:30 a.m. - 1 p.m.

Registration & Networking: 11:30 a.m.  
Lunch & Meeting: Noon - 1 p.m.

**RSVP:** Remember to RSVP online  
before the event. Just go to  
[www.scottsdalewcr.com](http://www.scottsdalewcr.com) and  
click on “Reservations Form.”

\$20 General Admission with Reservation  
\$22 At the Door

\*\*You must reserve your space by  
9 a.m. on the Monday prior to the  
meeting for reservation pricing.

## NEXT SPEAKER OCT. 11 **TERRY GODDARD** ARIZONA STATE ATTORNEY GENERAL



Join us for lunch on Oct. 11 at the Gainey Ranch Golf Club, 7600 E. Gainey Club Dr. in Scottsdale, when our featured speaker will be Arizona State Attorney General Terry Goddard. His presentation will cover “Scams, Fraud & Predatory Lending.”

Throughout his public service career, Terry has fought to improve the lives of

Arizonans, a commitment he continues as our Attorney General. He has focused much of his efforts on consumer protection:

- Fighting cyber crime, especially identity theft and internet crimes against children.
- Tackling the evils of predatory lending by taking action against companies that mislead and financially harm homeowners.
- Suing drug manufacturers and payday loan providers for abusing consumers.
- Taking on car dealers that use deceptive advertising.

These lawsuits have returned millions of dollars to consumers and the State and have forced significant changes in business practices.

Terry has also been a leader in the State’s fight against methamphetamine. He has a long history of serving the public, including four terms as Mayor of Phoenix and seven years as the Arizona State Director for the U.S. Department of Housing and Urban Development. Terry is an Arizona native, born and raised in Tucson. He received his undergraduate degree in American history from Harvard University and his law degree from Arizona State University. He served an active duty tour in the Navy and retired as a Commander after 27 years in the Naval Reserves. He and his wife Monica have a young son.

Make your reservations early because space is limited for this very special event. To RSVP, go to [www.scottsdalewcr.com](http://www.scottsdalewcr.com). Just click on “Reservations Form.” Or call our Reservations Hotline at 480-346-5310. The networking segment goes from 11:30 a.m. to noon with the business resource meeting commencing at noon. We look forward to seeing you there!

**SCAMS, FRAUD &  
PREDATORY LENDING**



# President's Message

SONDRA BURWICK, SCOTTSDALE WCR PRESIDENT

The first half of 2006 was filled with activity to coordinate our Annual Fashion Show. On June 7, we realized it was all worth the work! We had more than 230 in attendance who enjoyed live jazz by the Aaron Nelson Project and fashions by

Tommy Bahama and M Schaeffer of Kierland. Tara Hitchcock, our Mistress of Ceremonies, did a phenomenal job presenting the fashions modeled by TV personalities Kent Dana, Diana Sullivan, Scott Passmore, Jamie King, and Mike Hayashi. Chris Versall, Scottsdale Police Department, and our own Stacie Durnford also modeled. The consensus - it was "the best ever!"

Our event raised almost \$11,000. We were pleased to present Pam Gaber of Gabriel's Angels Pet Therapy Program ([www.PetsHelpingKids.org](http://www.PetsHelpingKids.org)) with a check of \$2,800 at our August chapter meeting.

Our fall social mixer and membership drive called "Wine, Women & WCR" was well attended by members and new REALTORS and affiliates. About 40 of us enjoyed the evening at Tapino Kitchen and Wine Bar sampling some fine wines and outrageously delicious appetizers! The event was so popular that we're planning to organize another one before the end of the year.

We are excited to have Dr. Jay Butler from Arizona State University as our featured special guest speaker on Nov. 8 with a presentation entitled "Outlook 2007." We are all eager for news about the real estate forecast for 2007. Dr. Butler is a leading authority on the real estate developments and market trends. Those of you who have had the opportunity to hear Dr. Butler before will want to invite everyone you know. You won't want to miss his presentation.

Mark your calendar for the Holiday Luncheon and Bazaar on Dec. 13. Back by popular demand, there's no meeting -- just fun, food, shopping, and cool jazz. Shop, dine, and unwind to the easy-listening live jazz of Aaron Nelson. Last year was a huge event with more than 125 attendees shopping at 15 vendor booths including facial products, spa treatments, designer purses, hand painted silk scarves, designer clothes, specialty candles, and of course jewelry! Our silent auction raised \$1,400 for local food banks. We hope you can come celebrate the season with us this year.

Sue Barnes, VP Membership, and I attended the Region Meetings in Boise, Idaho. The meetings were terrific with lots of good information presented and the events well planned. If only they could have turned down the heat! Sue has done a phenomenal job of getting our membership records up to date and implementing a birthday database for our members.

Andy Kolton, President-Elect, attended the Leadership Conference in Chicago and is getting ready to lead our chapter in 2007. Andy will bring a great deal of enthusiasm and energy to our chapter. I'm looking forward to her term.

I hope to see you at the upcoming events. See you then!



## BIRTHDAY

### Bunch

#### OCTOBER

Jackie Post	Oct. 4
Belinda Raymond	Oct. 5
Julia Miller	Oct. 18
Kurt Pogoloff	Oct. 22

#### NOVEMBER

Mike Hayashi	Nov. 7
Lyn Trayte	Nov. 16
Victoria Cuomo	Nov. 23
Kimberly Smith	Nov. 24
Jill Kaiser	Nov. 26
Sondra Burwick	Nov. 27

#### DECEMBER

Sharon Zolnush	Dec. 1
Kim Seifert	Dec. 4
Mikki Turner	Dec. 6
Lisa June	Dec. 7
Bob Nachman	Dec. 17
Barb Schwallier	Dec. 20
Lorre Feld	Dec. 23

## Newsletter Info

This newsletter is published by the Scottsdale Area Chapter Women's Council of REALTORS for its members and guests. All articles and items are for informational and entertainment purposes only.

Items for publication should be sent to Sondra Burwick via email at [SondraBurwick@cox.net](mailto:SondraBurwick@cox.net). You can contact Sondra directly at 602-750-0007.

## WCR GOVERNING BOARD

### PRESIDENT

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## WHAT WCR MEANS TO ME!

### MICHAL ANN JOYNER AUGUST 2006 MEMBER OF THE MONTH

"I have been a member of four different chapters of WCR since 1985. I don't think I'm any different than most prospective members when I say that I joined in an attempt to generate business. How naive of me! In actuality, WCR gave me so much more than business. I found friends. I found men and women who were successful in their business and wanted to socialize with other like-minded business individuals in our industry. People do business with other people that they like and respect. What better way to find out if you like and respect someone than to work with them on a committee! You find out if they're dependable and if you have similar communication patterns. This results in business. I'm proud to say that my two best friends today are Realtors that I originally met through WCR. Ultimately, I satisfied my original goal of new business and also satisfied the more important goal of friendship."

### MARY ANN SCHUMAN SEPTEMBER 2006 MEMBER OF THE MONTH

"WCR has really been a great opportunity for me. It's truly fulfilling being able to work along side such a wonderful team of professionals on such a worthwhile event like the Gabriel Angels Charity. Through the WCR's encouragement and instruction, I feel as though I am able to do so much more. I have been a member for less than a year, but have already been blessed with many new business opportunities and meaningful relationships. It's a joy to work with the WCR and one that I hope to be a part of long into the future."

## Our ANNUAL SPONSORS for 2006

Sondra Burwick, Kimling Enterprises, LTD

Sindy Ready, Re/Max Excalibur

Sharon Christensen, Eagle Home Mortgage

Theresa Schultz, Alta Vista Inspection Services

Shelly Crabtree, New West Lending

Dorothy Hill, Re/Max Excalibur

Jill Kaiser, Wells Fargo Home Mortgage

Kim Seifert, Stewart Title

Bob Nachman, Re/Max All Stars

Sharon Wolf-Furman, AJF Engineering

Analee Pace, Old Republic Home Warranty

Michel Joyner, Wells Fargo Home Mortgage

Belinda Raymond, Scottsdale Desert Inspections

Lisa Stein, Fidelity Home Warranty

Please remember our 2006 Annual Sponsors  
in your next transaction!

## 2006 MEMBERS OF THE MONTH

### February

Jacki McKinney

### June

Fashion Show.  
No meeting.

### March

Dwayne Prince

### July

Stacie Durnford

### April

Andrea Kolton

### August

Michal Joyner

### May

Sue Barnes

### September

Mary Ann Schuman

August 2, 2006

# MINUTES

WOMEN'S COUNCIL OF REALTORS  
GOVERNING BOARD MEETING



## Members in Attendance:

Sondra Burwick, Sharon Christensen, Jill Kaiser, Dwayne Prince, Andy Kolton, Sue Barnes, Sherry Johnson, Sandy Mager, Stacie Durnford

Sondra called the meeting to order at 11:51 a.m.

**Chapter of Excellence:** Members should go to MOCA and put in information.

**Membership:** Sue Barnes sent out list of new members. Working on birthday cards for members. Currently 100 cards in stock. Changes are being made to site. Keeping e-mail information current. Sondra to do a blast announcement to bring a realtor to the chapter meeting, and your lunch will be gratis. Motion to charge \$25 for non-members to attend chapter meeting presented. After discussion the motion was withdrawn.

**Education:** Connie Kadanski to speak at the next chapter meeting on cold calling. Sondra passed out a speaker list through November.

**Annual Sponsors:** Sharon will be bringing the advertising board to the chapter meeting next week.

**Treasurer:** Sharon passed out the tally for the fashion show, and the current budget. No corrections to the budget.

**Fashion Show:** Sandy asked Andy to look to next year's date book for booking the Doubletree. Stacie will be putting together the thank you cards to the contributors.

**Wine Taste:** Andy to go to Tapinos for a solid date on the event in September. Stacie will go to Twana, and Sondra to check out Baccus, as alternative sites.

**Realtor Expo:** We had multiple contacts, and collected many cards. We will follow-up on the cards.

Motion made by Sue Barnes to donate \$50 to Hospice in the name of Fran Cunningham. Seconded by Dwayne Prince, and passed unanimously.

Sondra started discussion on a \$100 donation to the Pappas school. The discussion yielded a motion by Sandy Mager to make the same donation to

the Piute center. Seconded by Sue Barnes, and passed unanimously.

Sondra suggested we make Scottsdale Mayor Mary Manross an honorary WCR member. The board was in agreement.

Meeting adjourned at 12:13 p.m.

## Supplemental Board Minutes

On Aug. 17, a motion was made by Sandy Mager to have the wine taste at Tapinos in Scottsdale. The motion was to pay all incurred expenses. The motion was seconded by Andy Kolton. This was e-mailed to the voting board members. The motion passed unanimously.

On Aug. 30, a motion was made by Sue Barnes to purchase a credit card authorization terminal for processing of credit card requests. The motion was seconded by Dwayne Prince. Information was sent to board members, and the motion was passed unanimously.

## JOIN TODAY. FREE MEMBERSHIP!

Interested in becoming a member of WCR? Receive FREE membership! For new members only...receive free membership for November and December of 2006 if you sign up and pay for your 2007 membership today! If you have any questions, please contact:

- Sue Barnes, VP Membership, sbarnes@westusa.com, 480-948-5554
- Stacie Durnford, Membership Committee Chair, stacie@durnfordgroup.com, 602-791-4404

Take action! New members can join today and get 14 months for the price of 12. What a deal! Plus, be active, attend meetings, or join a committee, and our scholarship fund will reimburse you up to \$200 per year towards your education for designations. Go to [www.scottsdalewcr.com](http://www.scottsdalewcr.com) for further membership information.

## Welcome NEW MEMBERS

**Mike Hayashi**, Take Control Self Defense, Affiliate

**Lorre Feld**, Keller Williams High Desert, REALTOR

**Lyn Trayte**, The Equitable Real Estate Company, REALTOR

**Heidi Nevin**, The Equitable Real Estate Company, REALTOR

**Julia Miller**, John Hall, REALTOR

**Terri Chandler**, JAZ Residential LLC, Affiliate

**Erin Quenzler**, The Equitable Real Estate Company, REALTOR

**Jennifer Appel**, The Equitable Real Estate Company, REALTOR



# Holiday Luncheon

• Scottsdale Women's Council of Realtors •

*Ring in the holiday season with W.C.R.!*

*Date* Wednesday, Dec. 13

*Time* 11 a.m. to 1:30 p.m.

*Location* Gainey Ranch Golf Club  
7600 E. Gainey Club Dr.  
Scottsdale, Arizona

*Details*

- Delicious holiday buffet.
- Mini shopping mall expanded.
- Silent auction (all proceeds to benefit our local food banks).
- Live jazz by the Aaron Nelson Project.

*RSVP*

Go to [www.scottsdalewcr.com](http://www.scottsdalewcr.com)  
to register today!

Women's Council of  
**REALTORS**<sup>®</sup>