

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

A NEWSLETTER FOR THE WCR SCOTTSDALE AREA CHAPTER • FIRST QUARTER 2007

## UPCOMING *events*

**WEDNESDAY, JAN. 10**

**Speaker: Michelle Lind**  
General Counsel to the  
Arizona Association of Realtors

**WEDNESDAY, FEB. 7** 

**Vino & Valentines Event: 5-7 p.m.**  
Wine, Chocolate, Appetizers, and Prizes!  
Tapino Wine Bar  
7000 E. Shea Blvd. in Scottsdale  
All welcome. \$20 per person.

**WEDNESDAY, FEB. 14**

**Speaker: Wayne Stutzer**  
“Financial Forecast 2007”

**WEDNESDAY, MARCH 14**

**Speaker: Dale Hillard**  
“Business Development”

### 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.

### MAKE A STANDING RESERVATION!

**Tired of registering each month for  
our Business Resource Meetings?**  
Just go online to [www.scottsdalewcr.com](http://www.scottsdalewcr.com)  
and sign up today for the 2007 Standing  
Reservation list.

## FEATURED SPEAKER **JAN. 10** **MICHELLE LIND**

**GENERAL COUNSEL TO ARIZONA  
ASSOCIATION OF REALTORS**



Michelle Lind is general counsel to the Arizona Association of REALTORS®. She serves as the primary legal advisor to the association, provides legal direction in the development of standard forms, is involved in legislative advocacy, and assists in the association's educational efforts.

Prior to joining AAR, Michelle spent 10 years in private practice focusing on real estate related matters. She received her undergraduate degree from Arizona State University, graduating summa cum laude, and her Juris

Doctor degree, graduating cum laude, from ASU's College of Law. She is a State Bar of Arizona board certified real estate specialist.

Michelle has served on numerous Arizona Department of Real Estate Committees. She is Chair-Elect and Journal Editor for the Arizona State Bar Real Property Section Executive Council. Additionally, Michelle is a regular guest lecturer for the ASU College of Business MBA Program and has served as an adjunct professor at the ASU College of Law.

## FEATURED SPEAKER **FEB. 14** **WAYNE STUTZER**

**FINANCIAL FORECAST 2007**



Wayne Stutzer has more than 20 years of experience educating investors and helping them achieve their financial goals. He hosts Business for Breakfast on 1510 KFNN. Wayne also leads a highly experienced team at RBC Dain Rauscher and helps clients develop strategies and create personalized solutions for better development and protection of wealth.

Wayne has taught for more than 18 years various courses for Phoenix College's Senior Adult Program focusing on educating people on current events and their potential impact on the financial markets. He also teaches at Arizona School of Real Estate addressing issues relating to the real estate markets. He is a contributor and writer for various trade associations including the Arizona Association of Mortgage Brokers and Women's Council of Realtors. He graduated summa cum laude with a bachelor's degree from the University of Minnesota. He has a master's degree in educational psychology.

LOOK FOR THE MARCH SPEAKER DETAILS ON PAGE 2.



# *President's Message*

ANDY KOLTON, ABR, SCOTTSDALE WCR PRESIDENT

Since this is my first “official act” as President, I would like to take this opportunity to wish all of you a happy, healthy, and prosperous New Year.

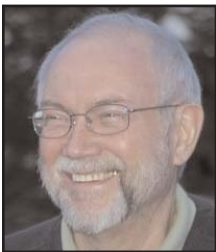
On Nov. 28-29, we had our State Meeting and Installation of 2007 Officers, both state and on the local level. Judy Moses, our National President, swore us all in.

Our first meeting will be on Jan. 10. Michelle Lind, General Counsel to AAR, will be our speaker. I know you won't want to miss it, so make sure you make your reservation on our website at [www.scottsdalewcr.com](http://www.scottsdalewcr.com). We will try to have more fundraiser events like our Wine, Women, and WCR this year.

We ended 2006 with a wonderful Holiday Party and Bazaar. We listened to the sweet sounds of the Aaron Nelson Project while we shopped. The Realtor of the Year Award was given to Bob Nachman. He is our 2007 Regional Vice President. The Affiliate of the Year Award was given to Sherry Johnson of Optimum Financial. Sherry was our Ways and Means Chairman for 2006. Congratulations to you both, and thank you to all of the other Board Members and Committee Chairs who served our chapter this year.

I look forward to this year as President and serving this chapter well. I encourage all of the current members to attend meetings and invite your colleagues to attend as well. My goal this year is to double our current membership. See you in January!

## FEATURED SPEAKER MARCH 14 **DALE HILLARD** BUSINESS DEVELOPMENT



As the Designated Broker for West USA Realty since July 1999, Dale Hillard oversees 1900 sales associates. He obtained his real estate sales license in Arizona in 1979 and later obtained his brokers license in Arizona in 1982. Through 1995, he worked in Sales and Brokerage with various companies, including Century 21, Century 21 Regional, Pulte Homes, and John Hall and Associates. He is also an approved instructor for

the Arizona Department of Real Estate with a focus on contract law, agency law, legal issues, fair housing, commissioners standards, and disclosure. In addition, he is a Certified Ethics Instructor for the Arizona Association of Realtors and an approved instructor for the Graduate, Realtor Institute (GRI). He holds designations of CRB, CRS, and GRI and is a past president of the South East Valley Association of Realtors and the Arizona Association of Realtors. He has an 8 year history as the National Association of Realtors Director..

### JANUARY

Jennifer Appel	Jan. 3
Sherry Johnson	Jan. 7
Sindy Ready	Jan. 10
Mari Winkfein	Jan. 11
Terri Chandler	Jan. 19
Diana Grant	Jan. 31

### FEBRUARY

Isha Vashisht	Feb. 2
Sandy Mager	Feb. 6
Paula Baker	Feb. 9
Marie Estel	Feb. 14

### MARCH

Sharon Wolf-Furman	March 2
Dawn McDonald	March 3
Ann Kellett	March 4
Dorothy Hill	March 6
Stacie Durnford	March 11
Erin Quenzler	March 13
Becky Fowler	March 21
Ryan Mandley	March 24
Holly Eslinger	March 27

## *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 Jami Leahy of Ruby Slipper Designs at [rubyslipper@cox.net](mailto:rubyslipper@cox.net). You can contact Jami directly at 480-855-8878.

# WCR GOVERNING BOARD

**PRESIDENT**  
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## Bob Nachman 2006 REALTOR OF THE YEAR



Bob has been a member of WCR since 1998. He was President in 2000 and has gone on to serve on the national level of WCR. Along the way to his current position, he has been on the National Ways and Means Committee and State President, just to name a few. The current office he holds is Regional Vice President. He has won many awards throughout his career and appeared in Real Estate Publications such as *Broker Agent* magazine. We are proud to give

this award to so deserving a recipient. Thanks, Bob, for all you do and for being a part of Scottsdale Area Chapter.

## Sherry Johnson 2006 AFFILIATE OF THE YEAR

Sherry has been a mortgage consultant for 5 years and has been with Optimum Financial since 2005. She has served on the Southeast Valley WCR Governing Board as Ways and Means Chair and Finance and Budget Chair. She has also served on the Scottsdale WCR Governing Board as Finance and Budget Chair and Ways and Means Co-Chair. Sherry moved to Arizona in 1999. We are proud to give this award to so deserving a recipient. Thanks, Sherry, for all you do and for being a part of Scottsdale Area Chapter.



## Our ANNUAL SPONSORS for 2007

Sindy Ready, Re/Max Excalibur

Sharon Christensen, Eagle Home Mortgage

Theresa Schultz, Alta Vista Inspection Services

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 Annual Sponsors in your next transaction!

## 2006 MEMBERS OF THE MONTH

**February**  
 Jacki McKinney

**March**  
 Dwayne Prince

**April**  
 Andrea Kolton

**May**  
 Sue Barnes

**June**  
 Fashion Show.  
 No meeting.

**July**  
 Stacie Durnford

**August**  
 Michal Joyner

**September**  
 Mary Ann Schuman

**October**  
 Sandy Mager

**November**  
 Susan Bender-Ross

**December**  
 Becky Fowler



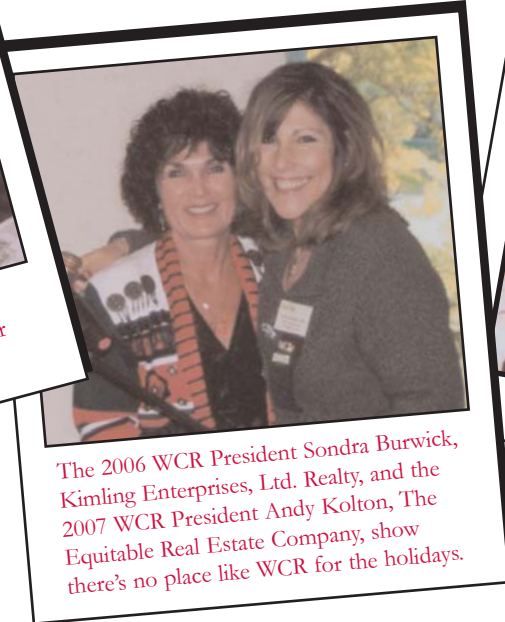
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# FESTIVITIES

With jingle bells, jazz, and jewels, the Scottsdale WCR celebrated its holiday event on Dec. 13 with a luncheon, bazaar, and silent auction to benefit local food banks. The Aaron Nelson Project performed some swingin' sounds of the season with fabulous jazz music. What a way to ring in the season!



*Susan Bender-Ross, Gold Mortgage Company, shares some holiday cheer at the registration table.*



*The 2006 WCR President Sondra Burwick, Kimling Enterprises, Ltd. Realty, and the 2007 WCR President Andy Kolton, The Equitable Real Estate Company, show there's no place like WCR for the holidays.*



*A vendor displays her jingle bell jewels.*

*Welcome*  
**NEW MEMBERS**

**Dawn McDonald**, Send Out Cards, Affiliate  
**Renee Wilkinson**, Prudential Arizona Properties, REALTOR  
**Janelle Kennedy**, The Equitable Real Estate Company, REALTOR  
**Kim Seifert**, Stewart Title, National Member, National Affiliate  
**Patty Carabio**, Camelback Title Agency, Affiliate  
**Clark Sanchez**, State Farm Insurance, Affiliate  
**Sunshine Collins**, First American Title, Affiliate  
**Peggy Rauch**, Realty Executives, REALTOR  
**Michelle Houze**, Realty Executives, REALTOR  
**Sharon Kreutz**, HomeSmart, REALTOR  
**Susan Bender-Ross**, Gold Mortgage Center, National Affiliate  
**Connie Hopkins**, Staging Solutions LLC, Local Affiliate  
**Robin Diessner**, Intero Real Estate Services, REALTOR  
**Judy Warga**, Service One Home Warranty, Local Affiliate  
**Marilynn Niemann**, The Equitable Real Estate Co, REALTOR

## JOIN NOW & LUNCH IS ON US!

Attention all new members! Join in January, February, or March and receive a FREE lunch at the next month's meeting. So don't delay. Sign up today and let us treat you to lunch! For information regarding membership, go to [www.scottsdalewcr.com](http://www.scottsdalewcr.com) or contact VP Membership Sue Barnes at [sbarnes@westusa.com](mailto:sbarnes@westusa.com).

## OUR CONDOLENCES

The Scottsdale WCR Chapter would like to share our condolences with Sponsorship Chair Leslie Campbell. Her father recently passed away.

## WHAT *WCR* MEANS TO ME!

### SUSAN BENDER-ROSS

#### NOVEMBER 2006 MEMBER OF THE MONTH

"As I complete my first full year with WCR, I am thrilled I got involved with such a wonderful organization. Through WCR, I have met a fabulous group of realtors and other affiliates like myself and have enjoyed the monthly speakers and networking opportunities. I can't think of a better way to become part of this dynamic industry and am looking forward to an exciting 2007!"