

Women's Council of  
**REALTORS®**

# THE Connection

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

## UPCOMING *events*

**WEDNESDAY, APRIL 11**

### **BROKER PANEL**

Featuring **John Foltz**, Broker/Owner Realty Executives, and **Dominic Scappaticci**, President, Designated Broker, The Equitable Real Estate Company

**WEDNESDAY, MAY 9**

### **TOP 10 TECH TRENDS**

Featuring **Joeann Fossland**, e-Pro, GRI, PMN, Master Certified Coach Everything you need to know about technology today!

**WEDNESDAY, JUNE 13**

### **A WOMAN'S PLACE IS IN CONTROL**

Featuring **Mike Hayashi**, M.Ed  
[www.TakeControlSelfDefense.com](http://www.TakeControlSelfDefense.com)

## 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 APRIL 11 **BROKER PANEL**

### WHAT MAKES AN AGENT A TOP PRODUCER



**Dominic Scappaticci**, President and Designated Broker of **The Equitable Real Estate Company**, has three decades of successful experience in the Greater Phoenix residential real estate market. Previously, Dominic was Executive Vice President of Coldwell Banker Residential Brokerage - Pinnacle Peak. Dominic was one of the first six members in the nation to graduate from Real Trends Institute for "Management Over the Top" and is a member of "1st Class" in this national organization based in Denver, Colorado. In addition, he is a well-known instructor for the Arizona School of Business and Real Estate.



**John Foltz**, President and Designated Broker of **Realty Executives**, believes success is a by product of finding ways to help others succeed. The world delivers back in exactly the proportion to the good things a person puts out to the world. Year after year, John has been recognized as a national leader in real estate advocating plans and programs that will allow the entrepreneurs he loves to be more effective and more successful. He has served as national chairman of Strategic Planning and has been recognized as Realtor® of the Year. John speaks and writes on real estate and leadership, both locally and nationally, always noting that success really is a by product of helping others.

## FEATURED SPEAKER MAY 9 **JOEANN FOSSLAND** **TOP 10 TECH TRENDS**



**Joeann Fossland**, e-Pro, GRI, PMN, Master Certified Coach, will present about everything you need to know about technology today. A dynamo of creative energy with an insatiable interest in what causes success, Joeann helps agents learn to maximize their bottom line, while maintaining sanity and balance in their lives. Joeann coaches and presents workshops and seminars nationwide, using relevant, cutting edge material. Her fresh, fast-moving, information-packed format is designed to leave you in action! "Life is too short to perfect your weaknesses" is a driving philosophy she shares hoping her clients will take the easy route to leverage their unique strengths into a flow of effortless success. In her seminars and workshops, she opens the door to working less and making more by showing her audiences how to tap into the brilliance and resources they already possess.

LOOK FOR THE MARCH SPEAKER DETAILS ON PAGE 2.



# President's Message

ANDY KOLTON, ABR, SCOTTSDALE WCR PRESIDENT

Greetings! The first three months of this year have flown by! We started the year off with great speakers and a very high level of enthusiasm, which will continue in the coming months.

On April 11, we will have a Broker Panel, featuring Dominic Scappaticci, President and Designated Broker of The Equitable Real Estate Company, and John Foltz, Broker/Owner of Realty Executives. They will share with us their views on the success of top agents. On May 9, Joann Fossland, e-Pro, GRI, PMN, Master Certified Coach, will show us how to be more techno-savy. The meeting on June 13 will feature Mike Hayashi from Channel 3's Take Control Self Defense program. Make your reservations and mark your calendars!

I have just returned from our Winter Conference in Prescott. I would like to share with you some facts, and what the benefits are from being a member of WCR. Did you know that WCR is the 12th largest among over 700 U.S. Women's Organizations? It is a member driven organization. We provide productive relationships and various networking opportunities. By going to conferences, state meetings, and national meetings throughout the year, friendships and strong relationships are formed to acquire great networking partnerships. I was surrounded by successful and career-focused individuals. The breakout sessions were inspiring and thought-provoking. We brainstormed and traded ideas on fundraising and member retention. There are 14 chapters in our state. I encourage all of you to get involved ... you will not be sorry or disappointed!

## FEATURED SPEAKER JUNE 13 MIKE HAYASHI A WOMAN'S PLACE IS IN CONTROL



Corporate America's Personal Security Trainer and Consultant since 1986, **Mike Hayashi** has delivered his powerful seminars to more than 350,000 men and women at 250 universities, associations, and Fortune 500 companies. Mike holds a Masters in Education, a 5th Degree Black Belt in karate and has authored articles, videos, and an interactive CD-ROM. He has appeared

on TV and radio 250 times in 20 states and was nominated for an Emmy Award. Mike addresses the most important aspects of how to stay safe and the psychology to handle confrontations successfully. Additionally, Mike teaches participants how to develop the "winning" mindset, how to control fear and panic, and practical, effective, physical skills.

### 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.



## BIRTHDAY Bunch

### APRIL

Susan Bender-Ross	April 4
Sandi Dahl	April 17
Rose Walsh	April 27
Cheryl Bouwens	April 29
Sandy Krestan	April 30

### MAY

Heidi Nevin	May 15
Bridgett Dewett	May 25

### JUNE

Mandy King	June 3
Sandra West	June 3
Maryann Schuman	June 12
Judy Warga	June 13
Sue Barnes	June 14
Marilyn Gentilolli	June 17
Andrea Kolton	June 26
Wendy Kozyback	June 27

## WCR GOVERNING BOARD

### PRESIDENT

Andrea (Andy) Kolton, ABR  
The Equitable Real Estate  
Company  
602.690.2940  
rlestate26@aol.com

### PRESIDENT-ELECT

Stacie Durnford  
Durnford Group LLC  
602.791.4404  
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### VP OF MEMBERSHIP

Sue Barnes  
West USA Realty  
480.948.5554  
sbarnes@westusa.com

### SECRETARY

Sharon Christensen  
Eagle Home Mortgage  
480.861.7802  
desechris@msn.com

### TREASURER

Michal Ann Joyner  
Wells Fargo Private Mortgage Banking  
480.348.4379  
michal.joyner@wellsfargo.com



## WHY *network?*

In a recent article in the *Republic* and *Gazette*, networking was cited as the lifeblood of finding jobs and building career longevity. Experts agree that developing a good network can help sustain you through all your working years. You will learn effective business techniques and strategies and gain insight into meeting challenges.

As a WCR member, you'll find a large support system of experienced professionals as eager to teach as they are to learn. Knowledge is power. At WCR you will find business-building opportunities, such as roundtable discussions, featured speakers and marketing meetings. Join us for a great 2007!

## LOOK WHO'S NEW!

### Welcome to Scottsdale WCR's newest members:

Marilynn Niemann, The Equitable Real Estate Co., REALTOR

Wendy Kozyback, LandAmericanTransnation Title, Affiliate

Cheryl Bouwens, FAS Relocation Network, REALTOR

Courtland Shook, Capture AZ Real Estate & Lifestyle, REALTOR

Kim Kubsch, John Hall, REALTOR

Donna Harris, Intero Real Estate Services, REALTOR

Holly Fitch, Coldwell Banker, REALTOR

## 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!



### WHO'S WHO ON THE BOARD...

Sue Barnes, VP Membership, poses with Stacie Durnford,  
President-Elect.

## 2007 MEMBERS OF THE MONTH

January - Mikki Turner

February - Kim Seifert

March - Jill Kaiser



# MINUTES

## JANUARY 10, 2007

1. Meeting was called to order by President Andy Kolton at 12 p.m.
2. Pledge of Allegiance was led by Leslie Campbell.
3. Mission statement was read by everyone.
4. President Andy Kolton announced that there is now a realtor flyer table and the realtor members are encouraged to bring and display their listing information. She welcomed past presidents in attendance and introduced the Board: Stacie Durnford, President Elect; Sue Barnes, Vice-President of Membership; Sharon Christensen, Secretary; and Michal Ann Joyner, Treasurer.
5. First-time guests and new members were introduced.
6. The monthly speaker K. Michelle Lind, General Counsel for the Arizona Association of Realtors, gave a very informative speech on current legal issues.
7. President Andy Kolton announced that we would not have monthly sponsors this year. Our annual sponsors were introduced, and Jill Kaiser with Wells Fargo Home Mortgage, one of our annual sponsors, spoke about herself and her company.
8. President Andy Kolton encouraged everyone to take advantage of the scholarship fund. An active member receives \$200 per year toward receiving their designations.
9. Sue Barnes, Vice-President of Membership, gave her report. She needs more committee members for the membership committee and anyone that would like to serve should contact her. Also, it was announced that on Feb. 7 a wine and chocolate tasting would be held at Tapino Wine Bar. This is a social event to recruit new members. Anyone joining will receive a free lunch at the next meeting.
10. January's member of the month is Mikki Turner.
11. Reservation Co-Chairs Susan Bender and Becky Fowler announced that a new standing reservation list is being formed. If you wish to be on the list, you need to sign up online. Also, the reservation hotline is no longer being used. Members and guests need to reserve online.
12. Drawings: February's free lunch was won by Bev Dale. There was \$42 won in the raffle. The Ace of Hearts was not drawn and is now up to \$943.
13. The next meeting will be held Feb. 14 and Wayne Stutzer, Financial Planner, will be speaking.
14. The meeting was adjourned at 1 p.m.

## FEBRUARY 14, 2007

1. Meeting was called to order by President Andy Kolton at 12 p.m.
2. Pledge of Allegiance was led by Michal Ann Joyner.
3. Mission statement was read by everyone.
4. President Andy Kolton reminded members that there is a realtor flyer table. She urged all realtor members to bring their flyers to the meeting. She also reminded the affiliate members to bring their materials for the affiliate table.
5. President Kolton then introduced the Board Members: Stacie Durnford, President Elect; Sue Barnes, VP of Membership; Michal Ann Joyner, Treasurer; and Sharon Christensen, Secretary.
6. Our annual sponsors were introduced and Sharon Christensen with Eagle Home Mortgage, one of our annual sponsors, spoke about herself and her company.
7. Past presidents and special guests were recognized.
8. The following first-time guests were introduced:
  - Tricia Lehane with DPR Realty
  - Alyson Fay with Intellichoice Mortgage
  - Lorri Clark with Realty Executives
  - Joni Jones with Coldwell Banker
  - Kathy Goeld with Keller Williams
  - Holly Fitch with Coldwell Banker
  - Barbara Rastello with Old Republic Title
  - Diane Nelson with Land America Transnation
  - Wendy Kozuback with Land America Transnation
9. New members for 2007 were introduced. They are Marilyn Neimann, Wendy Kozyback, Cheryl Bouwens, Courtland Shook, Kim Kubsch, Donna Harris, and Holly Fitch.
10. Our monthly speaker Wayne Stutzer, Senior Vice -President with Dain Rauscher, gave a very informative talk about the financial forecast for 2007 and market conditions for real estate in the Phoenix area.
11. President Andy Kolton once again encouraged all members to take advantage of the scholarship fund. Each member receives up to \$200 per year towards receiving their designations.
12. Mikki Turner, Chairman of the Ways and Means Committee, needs committee members for the fashion show. She passed out a sheet and encouraged members to sign up for the committee.

CONTINUED ON PAGE 5



# MORE MINUTES

## FEB. 14 MINUTES CONTINUED...

13. Mikki Turner, Member of the Month for January, named Kim Seifert as February's Member of the Month.

14. Drawings: A free lunch for March was given away, and \$46 was awarded in the raffle. The Ace of Hearts was not drawn, and it is now up to \$989.

15. Sindy Ready, WCR State President, encouraged the members to attend the State WCR Meeting being held in Prescott, Arizona, on March 13-14. She reminded everyone that it is a great opportunity to learn and network with other WCR members from all over the state.

16. Sondra Burwick announced that our charity, Gabriel's Angels, will be having a Dog Walk and Walk in the Park with Children on March 31. Sondra will be hosting a table for their annual luncheon. Please let her know if anyone wants to participate.

17. The next meeting will be March 14. Dale Hillard, the Broker for West USA, will be speaking about "Business Development and Planning." Please RSVP early.

18. The meeting was adjourned at 1 p.m.

## MARCH 14, 2007

1. The meeting was called to order by Sue Barnes, VP of Membership, at 12 p.m.

2. Sue reminded everyone about the realtor table for listings and the affiliate member table for their materials.

3. Pledge of Allegiance was led by Belinda Raymond.

4. Mission statement was read by everyone.

5. Sue Barnes introduced Dale Hillard, Designated Broker for West USA, who gave a very informative talk about planning and developing your business.

6. Sue Barnes reminded everyone about the scholarship fund. A member can receive up to \$200 per year toward their designations, provided they have been a member for at least a year or active on a

committee. They must attend at least half of the meetings and events per year.

7. Kim Seifert with Stewart Title, one of our annual sponsors, spoke about herself and her company.

8. February's Member of the Month Kim Seifert named Jill Kaiser as the March Member of the Month.

9. The Lockbox for Seniors Program needs money. This is a great program for seniors. If their income is under \$25,000, the lockbox is free to them. Otherwise the cost is only \$25 per lockbox. Please call toll free 1-877-229-5042 or contact Sue Barnes at sbarnes@westusa.com or 480-688-0550. Any donation would be greatly appreciated.

10. The following guests were introduced:

- Kathleen Mould
- Barbara Rastello
- Karen Crevison
- Jim Wehner
- Holly Stidham

11. Sue Barnes announced that the fashion show will be held Sept. 19 at the Westin Kierland. Tickets will be \$60 each, or tables of 10 for \$550. You can also purchase a half table for \$275.

12. Drawings: The free lunch for April was won by Holly Stidham, and \$37 was won in the raffle. The Ace of Hearts was not drawn and is now up to over \$1,025!

13. Maryann Schuman had flyers for the Gabriel's Angels "2007 Walk for Kids" to be held Saturday, March 31 at Cosmo Dog Park in Gilbert. Members are encouraged to participate.

14. The 2007 "StaarNight," presented by the Scottsdale Area Association of Realtors, will be Tuesday, May 1. Members are encouraged to attend. Proceeds benefit the Hutch Fund for SAAR members in crisis.

15. The next meeting will be April 11. Dominic Scappaticci, Broker for The Equitable Real Estate Company, and John Foltz, Broker for Realty Executives, will be speaking about "What Makes an Agent a Top Producer." Members are encouraged to RSVP early.

16. The meeting was adjourned at 1 p.m.