

Believe in yourself, reach your summit



Mike and guide at the top of Kilimanjaro

We've heard the name for much of our lives. *The Snows of Kilimanjaro* by Ernest Hemingway intrigued us with the name and the uniqueness of this great peak, rising alone above the African bush lands near the Serengeti with its images of wild animals, lions, elephants, rhinos, leopards and buffalo.

Mt. Kilimanjaro's iconic, glacier capped peak lies at the equator above the hot, arid bush lands and leads one's eye to upward almost 20,000 ft, almost 4 miles high, and almost one mile higher than any mountain in our lower 48 states. It is a dormant volcano that rises into the heavens. Its summit is 2,000 feet above Mt. Everest's base camp.

February 11th of this year, at 6:30am, following a 6½ hour climb through the dark of night since midnight, I stood on the highest point of this great mountain, the tallest peak on the African continent, the roof of Africa. This moment culminated many months of training and preparation and almost six days of climbing and camping, going ever higher into the thinner air with each step. At the summit, the air was only half of the density we have here at sea level. Only a walking/climbing pace of one small step....and then one more small step,only one every second,.... was possibleand even thenfrequent rest breaks were necessary. The wind

Beautiful day at "Killy"

was blowing hard and the temperature about -20 Centigrade and the chill factor too cold to consider. Wow, nature is severe.

Never having climbed, or camped on even smaller mountains, the challenge of climbing Kilimanjaro took a great belief in myself and the human spirit. It took getting away from the comforts of the automobile and the airplane. Why, one could easily fly around the peak in a pressurized airplane and take a look, and only minimum exertion would be necessary. But to hike and climb there, from the rain forest to the alpine desert, sleeping in freezing temperatures, feeling the dirt and grit, the scree, or gravel ground by the glaciers puts one closer to nature and builds self confidence.

In our daily lives and work, we have challenges and threats, and we have opportunities to prevail, to overcome, and to succeed. If we believe in ourselves, prepare ourselves, surround ourselves with a good team like we have in WCR, we will reach our goals and stand on the top of our mountains and enrich our lives.

Believe in yourself and find success and peace within, and you will reach your summit with confidence.

Mike Owen

What WCR means to me:

Three reasons belonging and serving as an active member of Womens Council of Realtors® has empowered my life:

- 1.) Developed leadership skills
- 2.) Developed strong referral base, in January and February 2010 I closed two sales totaling \$400,000 in volume. \$9,000 revenue stream for my company
- 3.) Developed friends for a lifetime



My cost to belong is about \$1,000 a year, \$216 for my dues which includes \$75 for Performance Management Network dues along with about \$700 for marketing in National Roster. I expected at least \$20,000 a year in income from my \$1,000 investment. You do the math!

Tim Kinzler,
Past President

What WCR means to me:

WCR Lessons Learned

- 1) Showing up is half the battle.
- 2) The only competition is yourself.
- 3) Stay focused on your dreams. Believe in Yourself.
- 4) Have a support system to encourage you.

And

- 5) Never Give UP!



As I look back over my career, I know the most important decision I ever made was getting involved with the council. When times are good, you can count on the referrals and when times are not so good, you can count on the relationships. The Women's Council of Realtors prepares you for whatever comes your way. **So when they say, "Are You Ready?" You can answer, "YES, I am!"**

Pamela Banks
Past President

Passing baton, receiving it

I often use the metaphor of 'passing the baton' – when we leave one leadership position, we pass the baton to another to carry on. What that baton holds is your choice to give, and it is your legacy.

So, when you are thinking about your legacy and passing the baton, I know it's hard to give up! You have become so very attached to it. Imagine in your mind what you want that baton to look like. What will you fill it with? What will it be made of?

Here's a sample I hope mine will look like...the deal isI show you mine...You show me yours...:O)

Tracey's Baton: Part 1: It's a work in progress so it grows, changes and evolves.)

Of course, I picture my baton as a beautiful shiny thing. It effervesces with energy and hope. It pulses with creativity. It loves to share itself and breaks off pieces to give to others – and regenerates immediately growing stronger.

My baton has a firm inner core. Structured like a honey comb. It's built on the foundation of values

and principles and the 'comb's' or octagonal parts are filled with the 'honey' – it's rich and gooey, sweet and nutritious. The nutrients are the knowledge we gain along the way and of course the knowledge we seek.

The coolest thing is that - the more 'honey' it makes and gives away the more honeycombs it needs – and the baton grows!

The outside of my baton is like one of those memory foam pillows. Really great to hold on to but always ready to bounce back and take on the next shape.

When I pass my baton, I always imagine that the next holder will feel the energy, pulse with the passion, and feed on the nutrient rich honey, and gain from the structure and inner strength of the honeycomb. I imagine that

the baton immediately becomes stronger and better by what the new holder gives to it.

My baton is also magic! Every time I pass it on....it magically appears in my other hand.

Your turn!

Tracey Goldenberg



What WCR means to me:

WCR is the one membership I will never let go. I have been a member

since 1989. I have been local chapter president 2 times for 2 different chapters. WCR means friends, referrals for business, and education. WCR members are caring people.



Lydia Crystal
Past President

MEMBERSHIP CONTEST RUNS THROUGH MARCH 31st

Irene Burns is leading the contest

Recruit the most National Members and you will receive your choice:

2011 National Dues Paid or

\$141.00 towards PMN or State Meeting Attendance

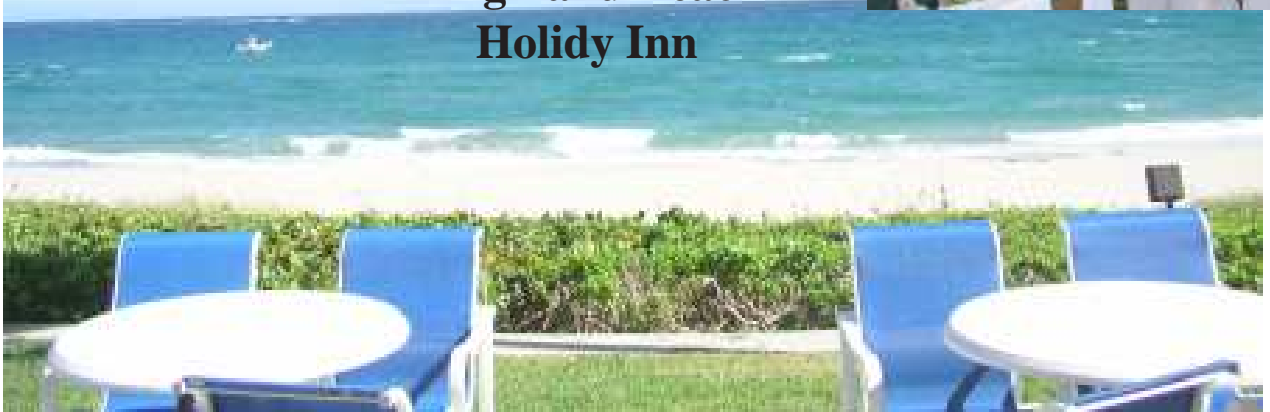
Womens Council of Realtors® Dance-A-Thon at the Wayne Barton Center







**Mary Kenyon's
Installation
Highland Beach
Holiday Inn**



Toastmasters cures ones fears

Do you have a fear of public speaking? Does the thought of getting up in front of an audience leave you quaking in your shoes? Never fear, WCR Palm Beaches Noon Toastmasters is here. We offer a caring, supportive environment in which you can develop better speaking and presentation skills. You will learn how to think quickly and clearly on your feet. You will become a better listener. You will improve on and build your leadership abilities. Through the Toastmasters program you will improve your communication skills and open doors in your personal and professional life. What is not to like?

Please join us as a guest at an upcoming meeting.

When: every Friday from 11:45 - 1:00 pm (except holidays)

Where: Train Depot, 747 S. Dixie Highway, Boca Raton, FL 33431

When you chose to join as a member the cost is only \$42 every six months, plus a onetime charge of \$20 for materials. For more information visit www.toastmasters.org or call me directly at 561-504-9036 (cell) We look forward to seeing you soon.

Karon Clark

Where do you stand in leadership?

One lazy Sunday afternoon as I was channel surfing, I came across a movie about race car drivers called "The Driver" As I watched this movie I realized the race is more then who drives across the finish line first. There is a team on the racetrack.

There are also other drivers on the track that are part of the team. They block the other drivers so there teammate can move ahead further and faster around the track.

As I continued to watch this movie there were only three cars left on the track racing towards the finish line. It was very intense, as two of the cars were side by side, and anyone of them could cross the finish line and win the



race. But, one of the drivers had a teammate on the track, and it was his job to block the other driver so his teammate could cross the finish line first. So he put his pride aside and blocked the other car and made a clear shot for his teammate to cross the finish line and win the race.

As the celebration of the winner continued, his teammate knew even though he did not cross the finish line first, that he too was a winner.

Race car drivers
Leadership.....Teamwork.....how
does this all tie together?!

Women's Council of Realtors is full of good leaders; we are here to help you move to the forefront.

Sandy Shepard

Congratulations Palm Beach Chapter Members

Rising Star - Wendy Lindquist - Keller Williams Realty

Affiliate of the Year - Colin Conroy, HomeTeam Inspection -

Member of The Year - Lydia Crystal - Crystal Clear Transaction Services -

Most Dedicated Affiliate - Michael Strohmenger - WIN Home Inspection

Humanitarian of the Year - Betsy Owen, Coldwell Banker -

Presidents Award - Mary Kenyon, Keller Williams Realty -

Entrepreneur of the Year - Deborah Bacarella, Florida Sunshine Real Estate

Congratulations to the following State Award winners from our Chapter:

Governor of the Year: Tracey Goldenberg

WCR Extra Effort Award: Tim Kinzler

2010 Governor – Deborah Bacarella

2010 District Vice President: Judy Ramella

FAR Humanitarian of the Year Michael and Betsy Owen

Way to go getting involved in Florida State WCR:2010 State Appointments:

District Vice President – Judy Ramella

Governors Forum: Tracey Goldenberg

Education Committee Chair: Pamela Banks

Speaker & Program Task Force: Mary Kenyon

PMN Task Force: Kristin Stampini

Strategic Plan – Nancy Macaluso

Newsletter Vice Chair: Betsy Owen

Realtors® announce conference

Great and Exciting News!!! The “Save the Date” information and on-line registration is now available on floridarealtors.org (link below) for the Florida Realtors Conference and Trade Show. Please pass this link on to everyone you can think of and ask them to put it on their website. Let's get out there and **get 5,000 to the 2010 Convention - We Can Do It!!!!**

<http://www.floridarealtors.org/Save-the-Date-2010-Convention.cfm>

On March 22, the booth information will be put on the Florida Realtors website for all other prospective exhibitors. **If you have potential exhibitors, please pass that information along to Kimberly Gowie at**

Treasurer's Good News



I am pleased to report that the chapter's bank account is in good standing and is solvent. Our Ways and Means Committee held a very successful event that helped raise our chapter's balance and in addition, our leadership team was well under budget in their expenses to the Mid-Winter Orientation Conference in Orlando. The chapter currently has \$7488.53 and I look forward to its continued growth this year!

Laura Stemple



Volume 7 No 1 - March, 2010
 WCR Governing Board
 2010
 WCR Governing Board
 2010 & Committee Chair

- President.....Mary Kenyon
561-674-2079
- President Elect:.....Sandy Shepherd
561-7890280
- VP. Membership.....Wendy Lindquist
954-913-6347
- Secretary.....Amy Stark
954-445-4545
- Treasurer:Laura Stemple
561-368-9600
- Past Pres. Board....Tracey Goldenberg
561-543-7744
- ByLaws.....Nancy Macaluso
561-301-2171
- Parliamentarian.....Mike Owen
1-213-2070
- Edu. & Programs.....Michele Bellisari
561-926-4643
- Ways & Means.....Taryn Schulman
954-205-9682
- Sec. Cor.....Darlene Pachter
561-451-9379
- Past Pres. Advisory.....Pamela Banks
561-346-1658
- Affiliate.....Kathryn Pascale
954-383-0073
- Newsletter.....Betsy Owen
561-276-4717
- Nominating.....Judy Ramella
561-596-0940
- 2010 GovernorDeborah Bacarella
561-239-2300
- Registration.....Teresa Garcia
561-346-1424
- Toastmasters.....Karon Clark
561-504-9036
- 2010 Dist. 3 Vice Pres.....Patty Renna
772-215-5150
- WEB Links:WCR.org
WCRfl.com
RAPB.com
WCRPalmBeach.com

2010 Programs

All meetings unless otherwise noted
 begin at 8:30am sharp.
 Arrive early for pre-meeting
 networking.

RESERVATIONS

We would like to thank our sponsors who
 supported us in the dance—a—thon

- On A Roll Elite Painting Services
- American Fidelity Title
- Coastal Title
- Win Home Inspection
- Wells Fargo Home Mortgage
- Hometeam Inspection Service
- Third Federal Savings and Loan
- Kathryn L. Pascale, Mold Inspection
- Craig Stemple Pools
- Music in Motion
- W.J. Bradley Mortgage Capital Corp
- Arwood Real Estate
- Seaside National Bank
- Pinnell Survey Inc.

(continued from page 1)

creative, more focused on our lead generation and establish new business relationships. We will need to continue to develop new tools of the trade to be successful. I believe Women's Council can help you learn to develop and use the correct tools to grow your business. It is a members' active participation which will increase the value of their membership. It is through our relationships here, with other career professionals, and as spirited women, that we have the opportunity to contribute to change and to be changed, both personally and professionally. I encourage you to participate in professional development opportunities and to share your ideas with me and the entire leadership team.

It is difficult economic times when we especially need the strong foundation, vision and education that Women's Council of Realtors® has to offer. I congratulate you if you have renewed your 2010 membership dues. You have made a positive decision that will positively affect your business. I would ask you to call me if you have not paid your renewal. I want to make sure that each and every member knows and is receiving the valuable benefits of membership in The Greater Palm Beach Chapter of the Women's Council of Realtors®. Your growth will begin with you taking positive steps. WCR is where it all comes together. See you at the next meeting.

Mary Kenyon



WCR Review

Greater Palm Beach County

March, 2010

A publication of the Greater Palm Beach County Chapter of the Women's Council of the Realtors®

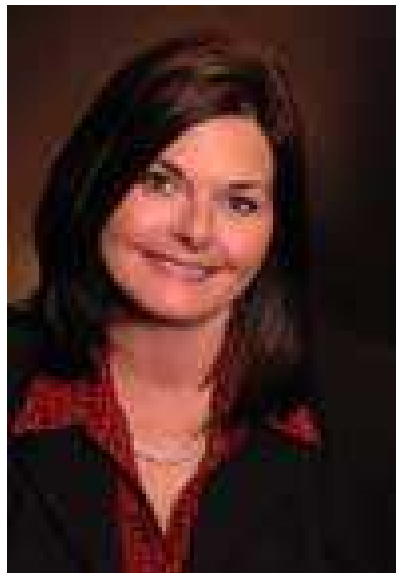
Vision of Women's Council of Realtors®

The Greater Palm Beach Chapter begins a new year with a vision: Together we will grow personally, professionally and as a Chapter

As a new year has started, we have the opportunity to be better than ever before. Your 2010 Leadership Team is committed to providing you with the education and tools to grow both personally and professionally. We began in January with a Top Producer Panel moderated by 2008 National President Ann DeFries. Everyone that attended would agree that we all learned the importance of "Getting Back to The Basics" and staying focused on lead generation. In March we continued business growth with the program "How to Survive and Thrive in a Changing Economy" led by Peak Performance Strategist Doug McGuirk. We have exciting programs planned for this year including a Women's CEO Panel, Women of Outreach and Influence, Social Networking Tips, Business Planning and the importance of Going Green.

Most organizations begin with an illustrious person's vision that then leads others towards their

vision. The vision of Women's Council of Realtors® is: *Through our influence as successful business professionals, women will effect positive change in the profession and in the broader community. It all began 85 years ago*



Mary Kenyon

when the California Real Estate Association formed the first chapter of the Women's Division. This was a bit of a radical idea during the 1920's. Just a few years prior, women had just received the equal right to vote and now women were trying to garner a voice in real estate and wanted to be paid fairly. At this time men were paid money for

selling real estate and women were paid by a bottle of wine. Although I love a good bottle of wine, a good commission check is far more satisfying.

Later, in 1938 Joseph Catherine, President of the National Association of Realtors®, encouraged the formation of the Women's Council of Realtors® after being impressed by the California group. The men thought this would keep the women busy and out of their hair. I love this—leave women to their own accord, and we will thrive. Through the decades, WCR membership growth has reflected the vast number of women choosing a career in real estate and recognizing the immense benefits of WCR membership.

Today, with more than 290 chapters and 15,000 members, WCR is the 12th largest U.S. Women's professional organization.

Women's Council was founded by spirited women. It is no different for us. Many of us started our real estate careers during the real estate growth market when buyers and sellers were abundant. Now, we find that we must be more **(continued on page 2)**

2010 Local Sponsors: Bronze: American Fidelity Title, AmTrust Bank, Dynamic Inspections, Fifth Avenue Building Inspectors, Florida Business Brokers Association President Mike Bacarella, Realtors® Association of the Palm Beaches, SunTrust, **Florida State Sponsors of WCR: Platinum:** Exit Realty Florida, North American Title Company, The Home Team Inspection Service, Wells Fargo Mortgage, **Gold:** Bank of America, National City Mortgage, a division of National City Bank, Stewart Title Guaranty, The Real Estate Book, Washington Mutual Bank, **Silver:** Arrow Hughes Exterminators, Attorney's Title Insurance Fund, Barbara Brady-the Brady Team, Countrywide, Deborah Glomb, Frank Charmley Photography, Nan Harper, Kenyon Real Estate, South shore Homes & Properties, Wachovia,