

## KANSAS CITY NORTHLAND CHAPTER NEWSLETTER

Dear Fellow Members,

How did the 4<sup>th</sup> quarter get here so fast? The leaves are turning and this year has flown by with a whirlwind. We took a couple of months off after our June joint meeting with Kansas City Metro, Johnson County.



Sheila Espinoza, from Arizona, a Past National President joined us for a 'Business Etiquette' presentation. She made us aware of critical mistakes we can make when working with clients of different cultures, religion and social etiquette. America is the melting pot of the world and if you want to run a first class operation, one should take the time to discover our difference and celebrate the opportunities this brings to business.

We are looking forward to finishing the 4<sup>th</sup> quarter strong. Becky Hill, our 2009 National Women's Council of Realtors President will be our October guest speaker. In November we will be offering a CE class in the Northland. We will finish the year with the Installation of our Chapter Officers in December. Our hope is that you will join us for these events

*Jerri*

### HERE'S WHAT'S HAPPENING!

**October 7, 2009 8AM**

**October 8, 2009 11AM**  
**WCR National President Becky Hill**  
**"Success Strategies"**

**November 5, 2009 8AM Breakfast**  
**With KCRAR, Core Class**  
**Continuing Education**

**November 11-16, 2009**  
**NAR/WCR Meetings**  
**in San Diego, CA**

**December 3, 2009**  
**Installation of Officers &**  
**Kimberly Abbs Riley 2010 President**

**All meetings this year will be held at**  
**THE NATIONAL**  
**6700 N National Dr.**  
**Parkville, MO**

Find us on the web at:  
[www.kcnorthlandwcr.org](http://www.kcnorthlandwcr.org)

State WCR at [www.wcrmissouri.com](http://www.wcrmissouri.com)

WCR National at [www.wcr.org](http://www.wcr.org)

### August— Goofy Golf

The Annual Goofy Golf tournament was held at Mari-Mac Golf Club in Kearney on August 6th. Each foursome played nine holes and put up with some unusual stunts at each hole. Everyone was a good sport and had a lot of fun. The food was once again furnished by OUTBACK STEAKHOUSE. We had steak, chicken, garlic mashed potatoes and Caesar salad. Everyone who played received a small prize/gift furnished by our wonderful affiliates.

### September— School up-date Breakfast

In September, we had the local school Superintendents share with us at a breakfast meeting, the progress of education in our area. We are blessed to have some fine people moving our local education into the 21<sup>st</sup> century. They were eager to share, or 'show and tell' what the progress of their district means to our Real Estate values in the Northland. Good schools that meet student and parent needs create Real Estate sales and productive good citizens for our future.

School officials who attended were:

Kearney: Janell Noland

North Kansas City: Leann Knight

Smithville: Dr. George Curry

Liberty: Eileen Stewart

Excelsior Springs: Jim Horton

Parkville: Dr. Fisher



### WCR Wine Tasting Event September 17<sup>th</sup>, 2009

If you didn't make it to the first annual Wine Tasting Event held by your Kansas City Northland Women's Council of Realtor's Chapter you really missed a fun event! The event was held at Wines by Jennifer in Parkville. The weather was absolutely beautiful and a 'happy go lucky' crowd gathered for food, wine and fun. The event was sponsored by our local vendors and we estimate the guest count at 50. We raised \$1,300 for our chapter. Thank you to all who made this a successful event. And, we look forward to gathering on the patio again for food, wine and fun next year.

## 2009 OFFICERS

### President

Jerri Moulder  
Keller Williams Northland Partners  
Phone: 816-260-8704  
[Jmoulder@kw.com](mailto:Jmoulder@kw.com)

### President-elect

Kimberly Abbs-Riley  
Platinum Realty KC  
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### Vice President

Mary Richards  
Reece and Nichols Realtors  
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### Secretary

Nikie Glasbrenner  
Realty World  
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### Treasurer

Debbie Casolari  
Reece & Nichols  
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### Past President

Lyn Cheek  
Re/Max Revolution  
Phone: 816-260-8704  
[lcheek@remax.net](mailto:lcheek@remax.net)

### Parliamentarian

Marcha Tietjen  
ReMax Excelsior Springs  
816-589-7104

## **Take Action Now**

Encourage all you national members to update their mailing address in the Member Expertise Profile in the next few weeks. The 2010 invoices mail in early November so your assistance with updating mailing addresses

**The 2009 deadline** to Submit your Local Chapter's 2009 EYA Award Winner application and photo is December 1, 2009. Qualifications can be found at [www.wcr.org](http://www.wcr.org).

We hope to have an applicant from each chapter to apply for the State award. You may be nominated by another person or nominate yourself .

## **2009 WCR/REALTORS National Conference & Expo** November 11-15, 2009

The Westin Gaslamp Quarter Hotel in San Diego, CA is the WCR headquarters. Help Keep Costs Down: When registering for the conference be sure to mark "WCR" as your primary affiliation. WCR receives a portion of each registration marked "WCR." This helps to cover costs and gives you access to the Women's Council hotel room block.

The WCR registration and hotel forms are at  
<[http://www.wcr.org/Portals/0/09nc\\_registration.pdf](http://www.wcr.org/Portals/0/09nc_registration.pdf)>

**Want an Incentive** to National Members that joining in November and December that doesn't cost your chapter anything? New members who join in November or December get these last two months of 2009 free. For example, if they join in November, they get 14 months for the price of 12. What a deal! There is no extra paper work for you - just send in the completed applications beginning November 1 and the free months are automatically included! Note: these members will not count towards the 2010 Recruitment Contest that begins on January 1.

New members may join online when paying by credit card. This feature is available for NEW members only who are REALTORS, REALTOR-Associates, Affiliates with membership in a REALTOR Association or Executive Staff of REALTOR Associations. Click on the Join Today link at the top of the WCR Web site main page to start the application process. The credit card is processed immediately and members are sent an email receipt and Username and Password so they can start completing their Member Expertise Profile.





**2008 SPECIAL COMMITTEE CHAIRS**

**Affiliate of the Year –**

Laurie Arbuthnot– 816-665-9882  
[laurie.Arbuthnot@sentry.com](mailto:laurie.Arbuthnot@sentry.com)

**Ambassador Program–**

Valerie Starks– 816-309-1314  
[valerieb@ctitle.com](mailto:valerieb@ctitle.com)

**Audit**

John Lindner 816-741-4602  
[jlindner@peoples.com](mailto:jlindner@peoples.com)

**Business Woman of the Year–**

Kristi Soligo—816-407-5200  
[kristi@kristisoligo.com](mailto:kristi@kristisoligo.com)

**Chapter Excellence**

Kimberly Abbs-Riley– 816-853-1400  
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[kabbsriley@platinumrealtykc.com](mailto:kabbsriley@platinumrealtykc.com)

**Excel Award**

Nikie Jo Glasbrenner– 816-507-5159  
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**Event Coordinator**

Shawna Pyfrom- 816-678-3681  
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**Hospitality**

Angela Wolfe– 816-210-3419  
[bakeryang@ymail.com](mailto:bakeryang@ymail.com)

**Member of the Year-**

Linda Cone—816-820-6699  
[lcone@reeceandnichols.com](mailto:lcone@reeceandnichols.com)

**2008 STANDING COMMITTEES**

**Bylaws**

Marlo Howard- 816-215-7858  
[marlohoward@realtyexecutives.com](mailto:marlohoward@realtyexecutives.com)

**Education & Program**

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**Marketing**

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**Membership**

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**Nominating**

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**Strategic Planning**

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**Ways & Means**

Valerie Starks—816-309-1314  
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And  
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**Reservations**

Valerie Starks– 816-309-1314  
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And  
Danielle Kohler 816-914-8738  
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**Website**

Nikie Jo Glasbrenner 816-507-5159

## WCR INSTALATION of OFFICERS held at TAN-TAR-A September 29

September 29, was the Installation Banquet of the State Officers of WCR. Those inducted included: Barbara Keathley of St. Louis as President; Carole Harris of your chapter as President-elect; Chris Christofferson of Springfield as Secretary; Jan Thomas of St. Louis as Treasurer; Caroleen Ferrell of Rolla as Governor I and Jim Matteson of Columbia as Governor II. The theme was "Evening in Paris". The installing officer was Margo Willis, Secretary of the National WCR Chapter.

### WCR 4th Quarter Business Meeting

was attended by Kimberly Riley, Mary Richards, Shawna Pyfrom, Tammy Liber, Rue and Cecil Lovett., Yvonne Parker, Carole Harris and Marcia Cull. In this time of "recession" the Women's Council of Realtors agreed not to participate. There are only 7 states who don't have a real estate Transfer Tax on the books. Missouri is considering it and the REALTORS have decided to go all out to prevent it from happening. The campaign will kick off with red bracelets that say "Say Yes to No More Taxes." There will be more information shortly. Remember that we oppose the Transfer Tax as double taxation. Imagine the Buyer or Seller having to pay an additional 5% sales tax on the sale/purchase of their home and how it could affect our business.

### OFFICERS NOMINATED FOR 2010 are:

**President - Kimberly Abbs-Riley,  
President Elect - Mary Richards,  
VP of Membership- Nikie Jo Glasbrenner,  
Secretary - Debbie Casolari  
Treasurer - Tammy Liber.  
Be sure to come and vote.**