



## Mission

*We are a network of successful REALTORS® empowering women to exercise their potential as entrepreneurs and industry leaders.*

## State Leaders

### President

Marcia Cull, ABR, CSP, GRI, PMN  
Reece Nichols Realtors  
Kansas City, MO

### President-elect

Caroleen Ferrell, ABR, CRS, GRI, PMN  
Realty Executives Ferrell  
Associates  
Rolla, MO

### Vice President

Jamie Leggett, CRS, GRI, PMN, e-Pro  
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### Secretary

Mary Carter, ABR, GRI  
Keller Williams Realty Southwest  
St. Louis, MO

### Treasurer

Donna Joerling  
The Joerling Group  
Washington, MO

## President's Message

Ready to get involved with the 12th largest Women's professional organization in the USA? As your 2008 President, I urge you to be a participant. We are career professionals and should share our time, talents, and experience to advance our industry. WCR will provide you with the education and tools to fulfill your dreams.

I appreciate the opportunity to represent you and look forward to working with our Chapters to become stronger and more successful. Missouri Women's Council of REALTORS is Ready!!!

Marcia Cull, 2008 Missouri State President

## Committees for 2008

Each State meeting of the Missouri Women's Council of REALTORS® provides time for committees to meet and make their plans. Do you belong to a committee? If not, you may choose from the list below—don't miss an opportunity to give the State YOUR input!

EDUCATION AND PROGRAMS—Chris Cristofferson, Chair  
FINANCE AND BUDGET—(Treasurers)—Donna Joerling, Chair  
MEMBERSHIP (V.P.'s. of Membership)—Jamie Leggett, Chair  
WAYS AND MEANS—Carole Harris and Phyllis Christian, Chairs  
AWARDS AND RECOGNITION—Swanee Marsh, Caroleen Ferrell, Marcia Cull Chairs  
HOSPITALITY—Nancy Kenep, Brenda Miller, Chairs  
NEWSLETTER—Jan Thomas, Chair  
COMMUNICATIONS—Linda Lollis, Chair  
CHAPTER EXCELLENCE/ANNUAL REPORT—Lea Petras, Chair  
SECRETARIES—Mary Carter, Chair

## Leadership Spotlight:



Missouri is proud to have one of its own as Regional Vice President for the year 2008—Yvonne Parker.

Yvonne has served in several state offices in the past and was elected in 2007 to fill this post representing Region III, which includes Missouri, Kansas, Nebraska, Iowa, Minnesota, North Dakota and South Dakota.

Yvonne holds her ABR, CSP, GRI, and PMN designations, and works with Reece and Nichols REALTORS in Kansas City.

## What's Online

*Have you been to our site lately?*

Check out the state website at [www.wcrmissouri.com](http://www.wcrmissouri.com). You will find everything you need to know about the happenings of our State chapter, or at least who to email or call to find out! There is a special toolbox with several forms available to help you apply for awards, sponsor, or just find out how the organization works. If you wonder about events, those are scheduled and there for you, too. Take advantage of this great feature—click and know!!!

## Upcoming Events

You will want to attend the next State Meeting of the Missouri Women's Council, to be held September 24 at the Lodge of the Four Seasons at Lake of the Ozarks. Plan to come a day early for this meeting and attend the Installation of 2009 Officers which is scheduled for the evening of September 23. Check [www.MissouriRealtor.org](http://www.MissouriRealtor.org) after August 23 for registration information.

November 5-9 is the date for the 2008 National Women's Council Conference, held this year in Orlando, FL. Local chapters will be sending their officers to this annual business meeting where each local, state, and regional chapter has a vote on issues and officers for the National Organization. Hotel Renaissance Orlando Resort at SeaWorld is the host hotel for the meeting held in conjunction with the National Association of REALTORS® conference in Orlando running concurrently with Women's Council. Please visit the national website, [www.wcr.org](http://www.wcr.org) and click on *Events* for further details.

## Sponsors

Please look to the last page of this Newsletter to find the business card ads for the 2008 Sponsors of our State Newsletter—

- Randi Bishop
- Donna Joerling
- Jamie Leggett
- Mary McBride
- Nancy Rogers

You, too, can have your business card appear in the remaining Newsletters and be a sponsor of our State Chapter. For information, contact Mary McBride, *RealtyNet Mary McBride* at 314-591-1727 or email her at [rnmcbride@aol.com](mailto:rnmcbride@aol.com)

## 10 Reasons to Get Your PMN Designation

*Recap of National Website By Jan McClanahan, Cape Girardeau*

1. For the skills, the know-how and the tools to keep your business out in front and on top of an evolving market.
2. PMN training courses are taught by recognized experts who dig deep into hot topics that are driving the marketplace and shaping business for today.
3. Your customers are smarter and more demanding and you have the tools to be up to date on the latest market trends by having your PMN.
4. There is more competition at this time which is fiercer and faster than ever and you have to be able to retrieve information for your clients. Your PMN will help you.
5. By having the PMN designation it shows your clients you are committed to ongoing education and professional excellence.
6. By having your PMN designation you show your colleagues that you understand and value the importance of a powerful network of business connections.
7. By having the PMN you enhance your career.
8. By having the PMN you grow your business.
9. By having the PMN you expand your sphere of influence.
10. By having the PMN you can earn other credits toward the CRB and CIPS designations.

## Overview of State Meetings in 2008

Why come to a State Meeting? In this year alone, State meetings have been filled with action. In January at the meeting in Jefferson City, the new slate of officers took their positions and committees met to set their courses for the year. Those who stayed for the afternoon visited the State Capitol and talked with Legislators about REALTOR® issues. In April at the St. Charles venue, our group had a surprise visit from Vicki Cox Goulder of Tuscon, AZ, 2009 President-Elect of NAR, who gave a spirited testimonial of her leadership training in Women's Council. The June meeting highlighted personality types as Lynn Banks helped members define their personality types and how personality affects how we do business. Elections were held for State Officers for 2009, with the following elected to serve:

President—Caroleen Ferrell

President-Elect—Barb Keathley

Vice-President—Carole Harris

Treasurer—Robin Witzke

Secretary—Donna Joerling

Governors—Randi Bishop and Jamie Leggett

## Missouri State Chapter Presidents for 2008

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