



June 2011

Volume 2



Kansas City Northland Chapter NEWSLINE



Kimberly Abbs-Riley
 2011 President
 Kansas City Northland Chapter
 WCR

I've traveled all around the state in the last few months as your chapter President as well as Vice President of the State Chapter. I have visited with great people and gotten some wonderful ideas for our chapter. We started the Man Auction and it has blossomed into a statewide event. Kudos to Tammy, Valerie and Shawna! Great programs are what make our chapter strong and what won us the Gold Award from National.

I thank you all for your help and positive attitude toward the tragedy in Joplin. We have been able to provide monetary as well as physical help to our sister chapter and their members.

We are half-way through the year. I want you to know how much I appreciate your attendance at our meetings. If you have any ideas for future programs, let me know See you next week.

Life is Good!

Kimberly Abbs-Riley

Clay & Platte County Economic Development Panel

August 4, 2011 \$15.00 11AM

Re/Max Innovations 3200 NE 83 St. KC,MO

TBD

September 8, 2011 \$15.00 11AM

Reece & Nichols Northland

State WCR Officer Installation

September 13, 2011 Tan-Tar-A

Women's Council State Business Meeting

September 13-15, 2011 Tan-Tar-A

Social Media Roundtables

October 6, 2011 \$15.00 11AM

Realty Executives

Empowered Business Planning

November 3, 2011 \$15.00 11AM

First Community Bank

NAR/WCR Annual Convention

November 9-13, 2011 Anaheim, CA

Installation of 2012 Officers

December 1, 2011 time: TBD Free

Re/Max Revolution 2850 Kendallwood Pkwy

Find us on the web at:

www.kcnorthlandwcr.com

See: www.wcr.org for National news

2011 OFFICERS

President Kimberly Abbs-Riley kimberlyabbsriley@gmail.com

President-Elect Mary Richards mary.richards@remax.net

Vice President Nikie Glasbrenner nikglas@msn.com

Secretary Shawna Pyfrom spyfrom@2-10.com

Treasurer Tammy Liber tliber@grm.net

Parliamentarian Marcha Tietjen marcha@epsi.net

2010 SPECIAL COMMITTEE CHAIRS

Affiliate of the Year – Valerie Starks

Audit John Lindner 816-741-4602 jlindner@peoples.com

Entrepreneur of the Year—Marcia Cull

ExCEL Award - Kimberly Abbs-Riley

Chapter Excellence—Mary Richards—816-856-9398

Education & Programs - Lyn Cheek 816-414-3232
lcheek@remax.net

Event Coordinator—Shawna Pyfrom- 816-678-3681
spyfrom@2-10.com

Hospitality Gena Claxton The Real Estate Book

Member of the Year-Mary Richards—816-853-9398

Newsletter Carole Harris—816-809-6667
treeladyc@yahoo.com

Reservations Tammy Ebright 816-560-6021

Website Nikie Jo Glasbrenner 816-507-5159

2010 STANDING COMMITTEE CHAIRS

Bylaws Marlo Howard- 816-215-7858
marlohoward@realtyexecutives.com

Education & Program

Marketing / Ways & Means

Tammy Ebright 816-560-6021
trebright@fcbankonline.com

Membership

Nikie Jo Glasbrenner 816-507-5159
nikglas@msn.com

Nominating Kimberly Abbs-Riley

Strategic Planning

Rue Lovett 816-628-6611
nickrny@yahoo.com

Finance Tammy Liber

National Focus

The Second Annual Man Auction was held at Paddy O'Quigley's Restaurant and Bar on March 23rd. Celebrity Auctioneer was Cinda Rader. O'Quigleys' provided a meal and drink tickets for each attendee.

There were 25 Men auctioned.

The Missouri State Chapter met in St. Charles on June 22, 2011. We had a wonderful attendance. The Program was presented by Beth Steele from Columbia. She spoke on how to do big business on a small budget. It was well received by all.

We met our new M.A.R. CEO, Russ Cofano. He is charming and we will enjoy working with him.

New officers were elected at this meeting. Leading us next year will be Jan Thomas from St. Louis Metropolitan chapter, President-elect will be Donna Joerling from St. Charles, Randi Bishop from Columbia will be our Vice President, Michelle Silies from St. Louis will continue as Secretary, Alice Leeper from Columbia will serve as Treasurer and Carole Harris from Kansas City Northland will be the Governor.

Next year we will only have three state meetings. They will be Jefferson City in January, Springfield in April and Lake of the Ozarks in September.

The drawing for our Tuscan Villa Vacation was held. We sold 1000 tickets for a seven day stay at the winner's choice of six villas in Manciano, Tuscany, Italy for four persons plus a cash prize of \$3,500 in spending money. The winner was drawn at the MAR Meeting on June 24. Nancy Hereford of St. Louis.



On **April 7th** we had Mike Phillips come and discuss the process and changes made to the HUD program. Mike is the number One listing and Selling agent Nationwide of HUD Reps.

Congratulations to our chapter for attaining the certification of **GOLD** in the Annual Report submitted by all Local Chapters all over the United States. We are consistently recognized by National for having the highest standards of excellence and bringing the best programs to our membership.

Now go out and each one bring a new REALTOR member!

On May 11th, members of our chapter traveled to Washington, DC for the National Mid-Year meetings. Carole Harris, Rue and Cecil Lovett made the trip from our chapter.

Carole was part of a Forum on Communication and Outreach. They examined the websites of chapters across the country and offered critiques on them. National is coming out with a standard website to be used by all chapters due to the incorrect information and improper use of the Women's Council Brand.

Watch for more on our website kcnorthlandwcr.com.

May 5th We met at Re/Max Revolution for a program on Foreclosures and Short Sales by Russ Bouknight. He provided an informative lesson discussing the ins and outs to these tricky transactions.

June 2nd was the Joint meeting of our chapter and the Kansas City Metro Chapter. We met at the Regional Police Facility in Pleasant Valley, with best selling author and Kansas City agent Michael J. Maher. He spoke on how to grow our business by referrals. His title was "The Generosity Generation". Michael J. Maher is dedicated to helping sales people earn a better living and live a better life. His book, (7L) *The Seven Levels of Communication: Go from Relationships to Referrals* has been endorsed by everyone from Dave Ramsey to Howard Brinton. He rocketed to the top of his profession in just three years with the trademarked slogan of "**We're not #1... YOU are®**", The Maher Team receives over 500 referrals per year and continues to be one of the top teams in Kansas City.

Check out Michael's website www.7Lbook.com