

Cincinnati Area Chapter Business and Networking News

Women's Council of REALTORS®

WHERE IT ALL COMES TOGETHER

June 30, 2005

Volume 2, Issue 2

Cincinnati Chatter

coming
up
Events

July 18, 2005 9:00 A> M. ! 12:00 P. M.
Power Business Networking Breakfast
Cincinnati National Underground Railroad
Freedom Center

Welcome & Comments: David Pepper
Cincinnati City Council Member

Featured Guest Speaker: Denise Porter
Cincinnati Postmaster

"Getting and Staying Connected"

Sponsor: American Home Mortgage

July 13, 2005 9:30 A. M. CABR
Governing Board Meeting

new
member
Welcome

Carolyn Ashby 513.777.5573

RE/MAX P & O Company

Jane Banfield 513.32.7222

MI Homes

Chris Beresford 513.533.4111

RE/MAX Preferred Group

Bob Bracken 513.661.8700

RE/MAX Acclaimed Realty, Incorporated

Velda Cunningham 513.247.3308

RE/MAX Unlimited REALTORS®

Sara Lou Durham 513.533.4111

RE/MAX Preferred Group

Valerie Fee 513.794.5180

First Horizon Home Loans

Nancy Fields 513.934.3333

RE/MAX Results Plus

Mary M. Goard 513.793.1190

Hukill, Hazlett Harrington Agency, Inc.

Judy Hauser 513.985.0550

LandAmerica Commonwealth Land Title

Tina Hipple 513.248.3660

RE/MAX Elite

Ronda Segelke 513.731.6029

Fifth Third Bank

Jennifer Smith 513.985.3400

Custom Land Title, LLC

Joyce Bea Sterling 859/525.0680

KY Homefront Real Estate Services

from
the
President



Mary Gardner-Smith

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Fair Housing, Every Day

We have all been there. We begin working with a client who has a cultural background different from ours and feel challenged. Sometimes with respect to communication, sometimes with respect to perceptions, but nearly always with respect to developing the trust and confidence necessary to any successful home-buying process.

For me, a big step forward came when I discovered a book called *Kiss, Bow, or Shake Hands: How to Do Business in Sixty Countries* by Terri Morrison, et al (Adams Media, 1995). In some cultures only men shake hands with other men. In others, they do not introduce their wives. In some cultures men may kiss men, women may kiss women, but men and women may not kiss in public. American slang and gestures are insulting in some cultures.

One of the reasons I think it is important for us as real estate professionals to be culturally sensitive in addition to remaining successful in an ever-diversifying marketplace is that it is a short step from insensitivity to discrimination. While I believe we've made progress with Fair Housing, discrimination remains a serious issue.

Educating ourselves to deal effectively with all sorts of people is the best antidote I know when it comes to neutralizing the poison of discrimination. Sensitivity practiced every day not only helps us training ourselves to see where fairness ends and discrimination begins. It also role models and, one hopes, coaches others to do the same.

If we make cultural awareness and sensitivity a priority in our business, every day, fair housing can but follow.



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We are a community of real estate professionals creating business opportunities, developing skills for the future and achieving our individual potential for success.

Angel of the Month Award Winners

The Angel of the Month Award presented last went to not one - but two - of our chapter's greatest supporters, Jackie Hartley and Jennifer Smith. Jackie is our most recent Past President and has been a member of the Cincinnati Chapter of WCR since September of 1978 and Jennifer is a newcomer to our organization. Both have been active in our chapter by donating their time and resources.

Each of them have been generous with their personal donations to our fundraisers. Jackie is serving as the Nominating Committee Chairperson and we are fortunate to have Jennifer as our Chapter Secretary. Each are active on the Ways and Means Committee. Jennifer has been instrumental in securing a sponsor to print our yearly Membership Directory. Thank you Jackie and Jennifer for your loyal support. Volunteer and you may also win the Angel of the Month Award.

National & State Meetings Update

By Mary Gardner-Smith

Ora Forusz, Jackie Hartley, Nancy Hendrickson, Kathi Parks, Joy Robinson, and I traveled to Columbus to attend the State Meeting at the OAR Spring Conference. It was held at the Easton Hilton on Sunday, April 17, 2005. We are hoping to have additional members join us in September at the next State Meeting to be held in conjunction with the OAR Convention and Exposition on September 11 at the Hyatt at the Columbus Convention Center in Columbus. The Governing Board/General Membership Meeting will be held from 9:30 -11:30 A. M. followed by Lunch from 12:00 - 1:30 P. M.

The State Chapter will sponsor a PMN Course entitled "The Business of Your Business: People, Planning, Money and Management" on Saturday, September 10 from 8:30 to 4:30 P. M. The Instructor will be International Speaker and Consultant Robert Morris. The tuition fee is \$100.00 for WCR Members and \$125.00 for non members. (http://www.WCROHIO.org/images/PMN_Class.DOC)

I had the opportunity to attend my first WCR National Midyear Meeting in Washington, D. C. from May 12-15. Our local chapter was also represented by Dereda Cunningham, President-elect. We attended non-stop meetings led by dynamic individuals who typify the WCR mission. While at the Midyear Meeting, I observed and actually heard President Bush speak to over 4,000 real estate agents on Friday, May 13. We had a range of education sessions and many networking opportunities, also. We were able to sit in on the Governing Board and Regional Meetings, where the processes of policies and programs were put into place by a cross section of WCR members from across the country. Beth Pressler, our own Regional Vice President, was nominated as 2006 National Financial Secretary.

I encourage all WCR members to make plans to attend our next National Convention & Exposition, which will be held October 26-30, at the San Francisco Hilton & Towers in San Francisco, CA. (<http://www.wcr.org>)

Our Combined Regional Meeting with Regions I and II is just around the corner. It will be held in Oak Brook, IL from July 15-17. The 2005 National Line Officers will be in attendance. I plan to drive and would welcome any members to ride with me.

The Orientation for 2006 Chapter Officers will be held in November, possibly the second week, after we have returned from the National Meetings. Judy Von Duyke, State President-elect has informed me that the National Women's Council of REALTORS® will provide a half-day Orientation at no charge to the state of Ohio WCR. This will include materials and a trained National WCR volunteer facilitator. Way To Go, Judy and the State of Ohio WCR! This step should take us to the next level of climbing the ladder and making our Chapter known as the Business Resource Center for the Greater Cincinnati Area Real Estate Community. I will advise you of the date and location as soon as we learn same from Judy.

A candle loses nothing of its light by lighting another candle!

I've read this many times but never tire of it because it is the best advice I can think of to pass along to all my WCR friends both men and women. Men without the PURPLE HAT of course.

Purple Hats!



I am sending you an angel to watch over you in honor of women's history month and in memory of Erma Bombeck who lost her fight with cancer.

IF I HAD MY LIFE TO LIVE OVER - by Erma Bombeck (written after she found out she was dying from cancer).

I would have gone to bed when I was sick instead of pretending the earth would go into a holding pattern if I weren't there for the day.

I would have burned the pink candle sculpted like a rose before it melted in storage.

I would have talked less and listened more.

I would have invited friends over to dinner even if the carpet was stained, or the sofa faded.

I would have eaten the popcorn in the 'good' living room and worried much less about the dirt when someone wanted to light a fire in the fireplace.

I would have taken the time to listen to my grandfather ramble about his youth.

I would have shared more of the responsibility carried by my husband.

I would never have insisted the car windows be rolled up on a summer day because my hair had just been teased and sprayed.

I would have sat on the lawn with my grass stains.

I would have cried and laughed less while watching television and more while watching life. I would never have bought anything just because it was practical, wouldn't show soil, or was guaranteed to last a lifetime.

Instead of wishing away nine months of pregnancy, I'd have cherished every moment and realized that the wonderment growing inside me was the only chance in life to assist God in a miracle.

When my kids kissed me impetuously, I would never have said, "Later. Now go get washed up for dinner." There would have been more "I love you's." More "I'm sorry's."

But mostly, given another shot at life, I would seize every minute...look at it and really see it .. live it and never give it back. Stop sweating the small stuff.

Don't worry about who doesn't like you, who has more, or who's doing what.

Instead, let's cherish the relationships we have with those who do love us.

Let's think about what God HAS blessed us with. And what we are doing each day to promote ourselves mentally, physically, emotionally.

Please share this with all the phenomenal women you are grateful to have as friends in celebration of Beautiful Women's Month. Maybe we should all grab that purple hat earlier. If you do, something good will happen: you will boost another woman's self esteem.

Keep Us Updated

Do you have a new e-mail address? Have you moved to a new company? Be sure to notify National WCR of all changes to your contact information including telephone numbers, mailing addresses, Web Sites as well as any E-mail address changes. An address correction form appears in the WCR annual membership directory, the *Referral Roster*. Please fax to the National WCR office at 312-329-3290. An online correction form is available at www.wcr.org. You can also e-mail the contact

information changes to National WCR at wcr@wcr.org or telephone toll free to 800-245-8512. You can also e-mail changes to WCRChanges@MarySellsCincinnati.com, via Fax 513.766.3800, or Telephone 513.683.SOLD. I will be happy to make the corrections for you. We also want to be sure the Local Membership Directory is correct when printed in the very near future. We appreciate Jennifer Smith, WCR Affiliate Member and Owner of Custom Land Title, for her kind generosity.

Mark your calendars for the Power Business Networking Meeting, to be held August 17 in conjunction with the Affiliate Showcase. We will journey to beautiful Trillage in Butler County for a fun-filled catered picnic lunch provided by Dick Morris. He will also be our Featured Speaker with the Topic of "A Developer and Builder's Eye View of Planning a Community and Understanding Some of the Aspects Architecturally."

WCR Power Business Networking Meetings are a great way to network with other real estate professionals, to meet business associates and friends

Mark Your Calendars

and to strengthen your referral network. The August Meeting and Affiliate Showcase will give attendees the opportunity to explore all that this great chapter and our affiliates have to offer to the real estate community.

NOTW: The Invitation for the meeting will appear on the CABR Web Site under the WCR Link. For more information about future WCR local and national WCR meetings, visit us online at www.wcr.org/events.htm, www.cabr.org by clicking on the WCR Link, or http://www.cabr.org/WCR_CurrentMeeting.htm.



Dimensions of the Chapter Experience

If you attend chapter meetings---

We will help you acquire new skills to meet today's professional challenges.

If you make it a point to sit with people that you don't know---

We will increase your referral business and, sometimes, become friends for life.

If you decide to participate, even if only in a small way---

We will help you define and reach your next level of achievement.

If you keep in touch with other members ---

We will encourage you when you are down and cheer you on when you succeed.