

March 23, 2006  
Volume 1, Issue 1

UP *coming*  
**Events**

**April 13th**  
*"Pearls of Wisdom"*  
**Westpoint Financial**  
11:30 a.m.—1:00 p.m.  
MIBOR Room B

**April 19th**  
*TriAnnuals*  
9:00 a.m.—12:00 noon  
Merrillville, Indiana

**April 27th**  
*Spring Fling—"Shake,  
Rattle, & Roll"*  
6:00p.m.—11:00 p.m.  
Indiana Roof Ballroom

**May 18th**  
*Top Agent Panel*  
11:30 a.m.—1:00 p.m.  
MIBOR Room B

**June 15th**  
*Past Presidents  
Luncheon*  
11:30 a.m.—1:00 p.m.  
Hilton -82nd & Shadeland

**July 17th-22nd**  
*Regionals*  
Lake Geneva, WI

from *the*  
**President**

**WCR – YOU MUST BE IN TO WIN!**

Keeping in mind the above statement, our local chapter has planned a powerful and knowledgeable series of meetings for 2006 that will positively impact your real estate practice. Women's Council of Realtors meetings and events will provide tools to elevate your business, both professionally and personally, to the next level through educational, referral and networking opportunities. . . .

***But you must be present to win. . . .present in WCR.***

**The success of our Chapter depends on the strengths of our members. Come join us and experience the WCR difference, WHERE IT ALL COMES TOGETHER!!!**

*Deb Blanchard*



**Deb Blanchard**  
Carpenter Realtors  
2006 Indianapolis  
Chapter President

***To learn first-hand what WCR can do for you, join us!***

WCR lunch meetings are usually held 11:30am-1:00pm on the 3rd Thursday of each month at MIBOR. The cost is \$10.00 and reservations are required. Please RSVP to Bobbie Naugle at 317-796-8380 or [bnaugle@callcarpenter.com](mailto:bnaugle@callcarpenter.com).

**Discover the WCR Difference**

At the  
Women's Council of  
REALTORS®, when our members  
invest their valuable time with us, we  
know they expect that investment to pay  
off. That's why WCR delivers the kinds of  
information, resources and networking  
opportunities that help our members stay on top  
and out front of the real estate business. Join us,  
and you'll discover an environment that makes  
the most of your skills, talents and ambitions,  
a community that both supports and  
encourages your success. In short,  
you'll find the place where it all  
comes together.



**President**

**Deb Blanchard**

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**Ruth Beaver**

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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.*

## Benefits & Services of WCR Membership

- **A local & national referral network** - on average, our members close 1.9 WCR referrals annually.
- **Cutting-edge educational programs** - timely, practical information on essential real estate topics, as well as professional development and personal growth.
- **Mentors, advisors, and friendships** - we believe that by working together our members are more successful than they would be alone.
- **Access to prominent industry speakers** - local, state and regional meetings, workshops and special events.
- **A focus on individual growth** - we bring our members concrete programs that yield tangible results.

Contact Melissa Davis, V.P. of Membership, at [info@christysrealty.net](mailto:info@christysrealty.net) or 317-370-6911, for more information or for a membership application, so that you can start receiving all the benefits & services WCR has to offer.

## Get Involved - Sign Up for a Committee

### BUDGET & FINANCE

Chair – **Marilyn Parrish** 317-846-6300  
KELLER WILLIAMS  
[marilyn410@indy.rr.com](mailto:marilyn410@indy.rr.com)

### BYLAWS & STANDING RULES

Chair – **Mary Lou Gordon** 317-243-3666  
CENTURY 21 GORDON  
[c21mgordon@sbcglobal.net](mailto:c21mgordon@sbcglobal.net)

### EDUCATION & PROGRAMS

Chair – **Rhonda Kuchik** 317-846-1250  
MAK MORTGAGE  
[rhonda@makmortgage.net](mailto:rhonda@makmortgage.net)

### HOSPITALITY

Chair – **Sue Bard** 317-513-8712  
America's Insurance Consultants  
[sbard62@aol.com](mailto:sbard62@aol.com)

### NOMINATING COMMITTEE

Chair – **Melinda Wood** 317-889-1111  
1<sup>ST</sup> CHOICE REAL ESTATE GROUP  
[mwood@mibor.net](mailto:mwood@mibor.net)

### RESERVATIONS

Chair – **Bobbie Naugle** 317-796-8380  
CARPENTER REALTORS  
[bnaugle@callcarpenter.com](mailto:bnaugle@callcarpenter.com)

### WAYS & MEANS

Chair – **Amari Dekrey** 317-340-7111  
RE/MAX PREFERRED  
[amaritherealtor@aol.com](mailto:amaritherealtor@aol.com)

### WEBSITE & COMMUNICATION

Chair – **Janet Jernigan** 317-844-5770  
PLATINUM REALTY GROUP  
[janet@janetjernigan.com](mailto:janet@janetjernigan.com)

## Check out our website

[www.WCRIndy.com](http://www.WCRIndy.com)

- Benefits & Services of membership
- A complete list of our chapter membership
- Calendar of our upcoming events
- Our Mission & Vision statements
- A message from our chapter President
- Information on WCR National organization

## What have I missed?

Have you been able to attend all of our monthly meetings this year? Even if you have missed just one, you have missed a lot! Make sure you have all of our upcoming meetings scheduled in your calendar, so that you don't miss another great meeting. For a schedule of all of our upcoming meetings & events, go to [www.wcrindy.com/calendar.htm](http://www.wcrindy.com/calendar.htm).

**January 19th, 2006** - Jay Rose with Keller Williams, REALTOR® & Attorney, spoke on the changes to the IAR residential forms, Purchase Agreement & Listing Contract. He also spoke about Psychologically Affected Properties; including what makes a property psychologically affected, Indiana laws pertaining to the disclosure of Psychologically Affected Properties, and gave us sample forms to use for disclosing &/or requesting disclosure of Psychologically Affected Properties.

**February 16th, 2006** - Jim Litten, President of FC Tucker & *Chairman of the Indiana Real Estate Commission* spoke about the role of the Commission and how to avoid getting into "trouble". One thing Jim recommended was for all of us to keep accurate records of completed continuing education classes. The Commission is doing spot checks! Hopefully, you were at this meeting to hear all of Jim's interesting stories & useful information.

**March 16th, 2006** - Brent Chance, Real Time Appraisers, gave us some great information regarding Cost vs. Resale Value of a number of home improvement projects. Kitchens and bath improvements had a high dollar return; but surprisingly, siding & window replacement also topped the list. Brent also gave us some great websites for checking zoning, flood plain maps, demographic information & more.

So. . . Don't miss our next meeting on April 13th!

## State, Regional, & National WCR Update

Hello Indianapolis WCR members:

We certainly have gotten off to a busy start this year. It actually started right after Tri Annuals, with visits around the State; Columbus, Evansville, Ft Wayne, Muncie, North Central and of course Indianapolis. I have been working with Linda Duesler to get a chapter chartered in Kosciusko County (Warsaw). We are also working on a chapter in Lafayette, as well as a possible chapter in Merrillville.

The upcoming Tri Annuals will be in Merrillville at the Radisson April 18th-20th. The WCR meeting will be held on the 19th between 9:00am-12:00noon. Our State President, Donita Wolf, says the speaker's topic will be "Staging". The IAR technology committee will be sponsoring Pat Zaby and his marketing presentation, "You're kidding: I didn't know that!" You will need to register with IAR for this class.

WCR State membership is up from 317 in September to 342, Indianapolis has 78 members with 75.6% REALTORS and 24.4% Affiliates.

Don't forget Regionals, which will be July 17<sup>th</sup>-22<sup>nd</sup>. They will be held in Lake Geneva at the Grand Geneva Resort. From the website, it looks to be a pretty awesome place to be. Looking forward to seeing you there.

Connie Coleman  
2006 State Governor  
Indiana Women's Council of REALTORS®





**Barbara Buffington**  
BLB Real Estate Services, LLC

**Dean Dowell**  
H.H.I. Inspections

**Mary McKeown**  
Keller Williams Metro North

**Katherine Miller**  
Brentwood Title

**Robin Page**  
Boardwalk Mortgage &  
Finance, LLC

**Lydia Stauder**  
Keller Williams Metro North

**Jeffrey Todd**  
Arc Blue Solutions

**Deborah Watson**  
Wells Fargo Mortgage

**Angie Yaggi**  
Security Title

## *"Why I Joined Women's Council of REALTORS®"*

In the fall of 2000, while taking my first GRI class in Merrillville, I learned about Women's Council of REALTORS. Several ladies in my class were recruiting for their chapters, and I asked what it was. They told me that they could not sign me up, but when I got back to Indianapolis to call Robbie Williams and she would tell me all about it.

When I returned to Indianapolis, I did call Robbie. She was so gracious in telling me all about the organization, and of course she invited me to attend the next meeting. I felt very welcomed and learned a lot. It did not take me long to become hooked.

Robbie encouraged me to also attend the NAR Conference. The Conference was in Chicago that year, so my husband and I drove up. I was so impressed with the National WCR meetings. I began to see this organization of over 14,000 national members, in a whole new light. I also got to see what real networking looked like, up close and personal.

My membership in this organization has been very beneficial on so many levels. I have met a lot of wonderful people, received numerous referrals from across the country, made some lasting friendships, received a better understanding about being a leader and leadership, and have grown both professionally and personally. What other organization offers all of this and more?



Bonita Hurt  
Carpenter Realtors  
*2004 Indianapolis Chapter President*

## Announcements & Reminders

- Would you like to share your WCR story? Do you have an idea for an article for our next newsletter? Submit your ideas or story to [newsletter@wcrindy.com](mailto:newsletter@wcrindy.com).
- Would you like to be one of our website and newsletter sponsors? The cost is just \$200 per year. We are limited to six sponsors per year, so sign up to reserve your spot now. Contact [janet@janetjernigan.com](mailto:janet@janetjernigan.com) for more info.

## Thank you to our Sponsor!

The logo for US Imaging of Indiana, Inc. It features a CD-ROM on the left and the text "US IMAGING OF INDIANA, INC" on the right. Below the text is the slogan "We make your paper problems disappear!".

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