



March 2008

Board of Directors

President

Judy Bateman

JudyBateman@SchneiderSells.com
636-485-5759

President Elect

Patricia Stapf

PatStapf@msn.com
314-503-4973

Vice Pres. Membership

Cindy Williams

cwill4109@aol.com
636-485-2262

Treasurer

Leah Petras

Leah@LeahPetras.com
(314) 324-6601

Secretary

Debby Heidbreder

dheidbre@cbgundaker.com
314-630-4537

Past President

Phyllis Christian

PCChristian@PrudentialAlliance.com
314-346-6906

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From the Desk of the 2008 St. Charles WCR President

Well Connected Resources

Ahh, Spring !! Now that March is here we are gearing up for our busy season. Are you ready? Here at WCR we are determined to provide all of our members with the tools necessary to succeed. We are fortunate to live and work in a region that has seen tremendous growth . That is good for all of us. What a great time to be a REALTOR, and a great time to be an affiliate that does business with REALTORS. The education, programs, and our national web site, provide all of us with the information necessary to be able to excel in our chosen professions. I am excited about 2008, and I hope you are too. Interest rates are great for buying, which can only be good news for our sellers. Ignore the gloom and doom of the national media.....THEY ARE WRONG..... We owe it to ourselves, to our clients and to our profession to get educated about the so called housing slump. Our own St. Charles County Assoc. of REALTORS has embarked on an electrifying campaign to get the word out MAKING A MOVE.... THE RIGHT TIME FOR REAL ESTATE IN 2008. Join the movement and be a crusader for the cause. We all benefit when we work together. If you believe in the benefits of belonging to an organization that has your best interest at heart , then you will want to encourage your peers to join you in promoting the good news about real estate. You will also want to be in St. Louis on March 13, for our joint March membership meeting with Jefferson County and St. Louis chapters..... We will hear six top producers give their perspective on what kept them on top in 2007, (I guess nobody told them the market was bad) shhhh their brokers don't want them to know! Have a prosperous month and don't forget to register for our joint meeting on March 11th. See you at the top!
Judy Bateman 2008 President WCR



Judy Bateman

**SCHEDULE OF
SPEAKERS**
See Irish Beef Stew
recipe on page 3

- March 13- Shared meeting with St. Louis & Jefferson Chapters
- April 10-Financial Success with MO Homes
- May 8-Free CE (SCC) Core "Do It Right" Corky Hyatt
- June 12-Business Planning: Sharon Keating
- September 11- "Our Industry Insurance Policy" Michelle Kratky
- October 9-Networking
- November 13- "Tool Time"
- December 11- Christmas

**TIP OF THE
PRESIDENTS HAT TO:**

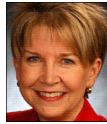


John Knecht for going above and beyond for the Karen Weidiger Foundation. Tip of hat also to Mary Cooper for filling in for Carol Prose on the governing board + ways & means while Carol is recuperating



MEGA NETWORKING SUMMIT

April 4-6, 2008
St. Charles Convention Center
St. Charles, MO (St. Louis area)
[Register Now](#) [Optional PMN Course](#) [Hotel Reservations](#)



Featuring Donna Fisher

Networking can be one of the most profitable ways to market your real estate services, generate business leads and problem solve. Learn how to create a positive, lasting impression with your introduction while making the most of this mega-networking event. Donna Fisher, international author of such books as *Power Networking* and *Networking for Dummies*, uncovers why people are uncomfortable with networking and provides tips for avoiding common networking turnoffs.



Featuring Pat Zaby, CCIM, CRS

What was great and on target yesterday, may be uncertain and even undesirable tomorrow. Things change; shift happens. Real estate isn't a job, it's a business. To become a successful survivor in a shifting real estate market, one must develop a plan, not just for working in the business but working on the business. Join Pat Zaby for this motivating session designed to help position you for the career you deserve.

IMPORTANT DATES

- March 19- Awards Banquet
- April 4-6- National Mega Networking Summit- St Charles
- July 11-13- National Influential Women Summit- Boston
- August 1-3- Womens Council Leadership Academy
- November 21- SCCAR/WCR Installation

I just want to remind Realtors that have not renewed their membership to please do so ASAP. You can go on the national web site and renew on line



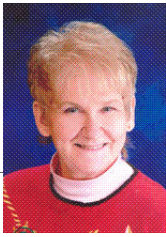
@ www.wcr.org or you can give your renewal to Cindy Williams. If you have any questions please call Cindy Williams @ 636-485-2262. For any Affiliates that have not renewed they can talk to Michael Tobin or Cindy Williams. Our programs are to good this year to not renew . Don't forget that our March meeting is a Tri-County meeting at St. Louis not at the Columns. Hope to see you there.

THURSDAY MARCH 13 WCR MEETING

It is always a real treat that we share a meeting every year with the St. Louis and Jefferson County Chapters. This year the host for the meeting on March 13 will be St. Louis and the program will be very exciting. It features a Top Producer Panel with two members from each Chapter. We are so proud of Jamie Leggett, CBG and Phyllis Christian, Prudential Alliance who will represent the St. Charles Chapter. The St. Louis Chapter's panelists are Jill Lich, Realty Executives and Elizabeth Robb, Elizabeth Robb and Associates. Jefferson County Chapter's representative is Cindy Callahan of RE/MAX Best Choice. Everyone is invited to share in networking opportunities as well as seeing friends

BUSINESS TIP

NEVER TELL YOUR CLIENT SOMETHING THAT YOU CAN SHOW THEM...A PICTURE SPEAKS LOUDER THAN YOUR WORDS



A Message from Secretary Debby Heidbreder

WOMEN'S COUNCIL OF REALTORS®, St. Charles County Chapter

GENERAL MEMBERSHIP MEETING

Date: February 14, 2008

Time: 11:30 a.m.

Place: Columns Banquet Center, St. Charles, MO

- I. President Judy Bateman called the meeting to order at 11:40 a.m., welcomed the membership, introduced the Head Table, SCCAR Officers, State WCR Officers, past State and Chapter Presidents and guests.
- II. New Member Diane Kelewae led the Pledge of Allegiance.
- III. Member Donna Joerling gave the Inspiration.
- IV. Affiliate Michael Tobin introduced the Affiliates of the Month. Bob Rutledge of Midwest Capital Mortgage talked about his upcoming book, "Wally's Way An Action Plan for Real Estate Success." Charlie Holloway with Equity Land Title spoke about his company. They then drew for the centerpieces.
- V. Lunch was served.
- VI. Member Cindy Williams talked about Member Services.
- VII. Affiliate Charlie Holloway talked about Trivia Night on April 11, 2008 and the \$1,000 Visa Card to be drawn on December 11, 2008.
- VIII. Member Leah Petras collected the networking sheets and New Member Pam Bauer won the signs.
- IX. Member Edwina Conley talked about available upcoming CE classes, including the class on March 20, 2008 for GRI graduates. President Judy Bateman introduced Billy Collier, Executive Director of United Services, Lorna Frahm, Prosecuting Attorney for St. Peters and Cheryl Howard, Insurance Consultant and Board Member of Power Link. All three spoke about their careers and how they became women of influence.
- X. Member Edwin Conley won the 50/50.
- XI. The next meeting will be a joint meeting March 13, 2008 with the St. Louis and Jefferson County Chapters at St. Louis.
- XII. There being no further business, meeting was adjourned at 1:10p.m.

Irish Beef Stew

2 Tbsp oil
1-1/2 lb. trimmed boneless beef round steak, cut into ¾ inch thick chunks
2 Tbsp flour
1 large onion, coarsely chopped
1 can (14-1/2 oz.) beef broth
1 can (14-1/2 oz.) stewed tomatoes, undrained
1 env. Garlic & Herb Salad Dressing & Recipe Mix
3 medium potatoes, cut into ¾ inch chunks
3 medium carrots, cut into ½ pieces
3 cups hot cooked noodles



HEAT oil in 5-quart saucepot on medium-high heat. Coat meat with flour. Add to saucepot with onion; cook and stir until browned. Stir in broth, tomatoes and salad dressing mix. Bring to boil, stirring occasionally. Reduce heat to low; cover and simmer 30 minutes.

ADD potatoes and carrots; cover. Simmer an additional 30 minutes. Remove cover; simmer 15 minutes or until meat is tender and sauce is thickened, stirring occasionally.

SERVE over noodles.