



# Women's Council of REALTORS®



## Milwaukee Metro Chapter

September, 2008



### President's Message

#### Welcome Bienvenidos,

I recently attended the State meeting for Women's Council of Realtors. We had an excellent key note speaker—Dave Stark, President of Stark Company Realtors, in Madison. He shared 13 very interesting points regarding what he considers needed to be a successful REALTOR, and he had no problem with me sharing these points with our members:

1. **Belief**—believe in your company, industry, career and yourself.
2. **Alignment**—share energy, common ideals, value achievement.
3. **Learning & growth**—if you're not learning and growing, your shrinking.
4. **Encouragement**—people want to be valued and need encouragement to succeed.
5. **Mastery**—continuous pursuit of excellence—you can't get into this business to 'try it'. Continue to strive to learn.
6. **Accountability**—own your results. If you assign responsibility to others, you become a victim.
7. **Focus**—focus on activities that are consistent with your goals. Focus on things that give you results.
8. **Productivity**—don't let the ones who are not productive dictate your business.
9. **Excellence**—what will we tolerate? Don't tolerate the ones who are incompetent. Pursue Excellence.
10. **Sharing**—makes us stronger.
11. **Striving**—strive to improve—put in the effort.
12. **Respect**—for others, customers, industry, yourself.
13. **Abundance**—there is plenty to go around! If you become fear-based, that's when you start to fall apart.

*Aura Mora-Gheller*

*2008 Local WCR Milwaukee Metro Chapter*



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Visit our website! [www.wcrmilwaukee.com](http://www.wcrmilwaukee.com)

## Thank you for your generous donations at our Fashion Show!

Jean Daul (Knight-Barry Title Group)  
 Rebecca Thompson (First Weber Group)  
 Jeanette Calvi (Calvi Clinic)  
 Deb Mlnarik (First Weber Group)  
 Donna Muelver (Showhomes)  
 Mandy Fritsche (Countrywide Mortgage)  
 Tonia Butkovic (Anchor Bank)  
 Sherri Krabath (The Equitable Bank)  
 Sabrina Van Leuven (Metropolitan Title)  
 Mary Boehme (JP Mortgage Chase)  
 Tori Schulz (Shorewest REALTORS®)  
 Jill Meier (Queen of Hearts)  
 WCR—Milwaukee Metro Chapter  
 Stephanie Glowinski-Moeller (Community Bank & Trust)  
 Mike Derenne (First Weber Group)  
 Julie Hanrahan (TCF Bank)  
 Scott Bush (GMAR Office)  
 Shelley Morgan (Homestead Realty)  
 Gail Howard (Famous Homes Realty)  
 Honest Home Inspections



Christine King (Ameriprise Financial)  
 Sandy Hendrickson (Investment Title & Closing Services)  
 Susan Hermes (Sue Hermes Realty)  
 Bett Bauer (Title 100)  
 Brenda McClellan (Locker's Flowers)  
 Diane Rustand (Tahitian Noni International)  
 Jeff Statz (Olde Highlander Golf Club, Oconomowoc)  
 Tammy Tellock (Sentry Insurance)  
 Jill Meier (Chicago Title & Closings)  
 Aura Mora Gheller (Shorewest REALTORS®)  
 Cynthia Morris (Macy's)  
 Terry Johnson (First Weber Group)  
 Erin Mueller & Mary Welch (Pursue Your Art)  
 Tricia Chartier (Coldwell Banker Residential Brokerage)  
 Bonnie Liljestrand (Active Appraisals)  
 Linda Kindt (The Equitable Bank)  
 Tammy Tellock (Sentry Insurance)  
 Marcy Vescio (Radon Solutions)  
 Bob Morgan (BT Kane Group Financial, Inc.)

### June's WCR Raffle Donors

**Tricia Chartier**  
 Coldwell Banker Residential Brokerage

**Stephanie Glowinski Moeller**  
 Community Bank & Trust

**Sabrina Van Leuven**  
 Metropolitan Title

**Julie Hanrahan**  
 TCF Bank

**Jean Daul**  
 Knight Barry Title Group

### June's WCR Raffle Winners

**Anne Marie Marine**  
 Realty Executives Integrity

**Russ Berg (2x)**  
 Intervest Inspections

**Deb Mlnarik**  
 First Weber Group

**Christine King**  
 Ameriprise Financial Services, Inc.

**REMINDER** If you win a door prize,  
 please try to bring one  
 to the next meeting.

**2008 WCR FUNDRAISING GOALS**

### A HUGE Thank You

to our

### 2008 Sponsors

*Sherri Krabath*—Equitable Bank for sponsoring the Easter basket auction for benefit of the Waukesha Women's Center.

*Deb Mlnarik*—First Weber Group for sponsoring our October luncheon spooktacular pumpkin sale.

*Mary Wunderlich*—Chase Home Mortgage for sponsoring our 2007 Holiday Wreaths

For 2008 sponsorship opportunities please contact:

Tori Schultz  
 tlschultz@shorewest.com

or

Sherry Krabath  
 Sherri.krabath@equitablebank.net

### Ways and Means committee member list ~

Tori Schultz  
 Shorewest REALTORS®  
 tlschultz@shorewest.com

Tonia Butkovic  
 Anchor Bank  
 414-531-8954 cell  
 tbutkovic@anchorbank.com

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 414-429-5828 cell  
 sherri.krabath@equitablebank.net

Mandy Fritsche  
 Countrywide Home Loans— a division of  
 Countrywide Bank, FSB  
 262-327-5700 cell  
 mandy.fritsche@sbcglobal.net

Jean Daul  
 Knight Barry Title  
 262-754-8899 office  
 jean@knightbarry.com

Deb Mlnarik  
 First Weber Group  
 262-971-2890  
 dmlnarik@firstweber.com

Mary Wunderlich  
 Chase  
 262-796-5844

Your Ways and Means Committee is dedicated to helping our organization raise the money needed to fund the organization's basic needs, education, scholarships, and board members. Our 2008 goal is to raise \$13,500. We thank you for your continued support!



***It's all about Networking.....***



***We will track from Jan 1<sup>st</sup> – Dec. 31. Start thinking referrals!***

Tricia Chartier	21	Ann Marie Marine	3	Karen Kilman	1
Stephanie Glowinski-Moeller	18	Mandy Fritsche	2	Linda Kindt	1
Sue Hermes	8	Michael Murray	2	Jill Meier	1
Shelley Morgan	5	Sunni Boehme	1	Deb Mlnarik	1
Dianne Kreitzer-With	5	Tonia Butkovic	1	Donna Mulver	1
Janet Dzikowski	4	Julie Hanrahan	1	Rebecca Thompson	1

**A big part of WCR's emphasis is giving referrals. During 2007, we gave out at least 94 referrals to other members of our chapter!**

A big part of WCR's emphasis is giving referrals. When you give a referral to a member of WCR (including a referral to another state) please send an email to Tricia Chartier so you will be given credit in the newsletter. For example: when you sponsor the WCR Harmon Homes page, that would be considered 1 referral. By giving a good qualified lead to a member of WCR, it's a warm lead for that person. Please send an email to [triciachartier@sbcglobal.net](mailto:triciachartier@sbcglobal.net) and let me know how many referrals you have sent out so far this year.



**Attention**  
**Membership:**

The Wisconsin Realtor's Association will be holding their annual convention this year at the Kalahari Resort in Wi Dells September 7-9.

On September 8, at 5:00 our Wisconsin State Chapter will be holding their Business meeting which will focus on Elections for the State Chapter officers and networking. If you are a Realtor member or National Affiliate, you are eligible to vote. The nominations thus far:

Jennifer Utter—Governor; Sara Anderson—President Elect; Roberta Velluci—Secretary; Sue LaDue—Treasurer — the incoming president is Gail Howard



**SERVICE SPONSORS –2008**

**Chase Home Finance—**  
**Postage as needed —**  
**Mary Wunderlich— 262.717.9997**

**Homes.com—**  
**Editor of Newsletter—**  
**Julie Heger — 262.662.1030**



***It's all about Networking.....***



A big part of WCR's emphasis is giving referrals. During 2007, we gave out at least 94 referrals to other members of our chapter!

***Welcome to WCR's Newest Members***

New Members will be recognized in the newsletter along with those members who recruited them.

If you know anyone who would be interested in joining WCR please notify:

Shelley Morgan  
VP of Membership  
(414)322-5650

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**Birthday Wishes to WCR Members!**

- Karen Kilman—July 3
- Terry Johnson—July 8
- Sabrina Van Leuven—July 10
- Maryanne Stephens—July 17
- Scott Bush—July 20 (The BIG 50)
- Julie Heger—July 23
- Aleena Heldt—July 23
- Beth Jaworski—Aug 8
- Sandra Hendrickson—Aug 11
- Bonnie Liljestrand—Aug 12
- Sharon Szatalowicz—Aug 22
- Aura Mora Gheller—Aug 22
- Janet Dzikowski—Sept 3
- Jamie Sanger—Sept 4
- Mandy Fritsche—Sept 10
- Donna Muelver—Sept 5
- Christy Stemm—Sept 11
- Sande Neuoffer—Sept 18
- Eloise Wilde—Sept 21
- Linda Kindt—Sept 21



**Member News!**

Stay tuned to every month for member news on this page of the newsletter.

To share your news with your fellow WCR members please email Aleena Heldt:

[AleenaH@onlinehsa.com](mailto:AleenaH@onlinehsa.com)

**Bob Morgan**

**B T Kane,**

**Group Financial Inc.**

Mortgage Loan Originator

*'any deal, any place, any time'*

**414.322.5651**

# Plan Ahead for Upcoming Meetings!

Make sure to put these upcoming WCR Luncheon Meeting dates in your date book for 2008!

September 4th— Condo CRUISE

October 2nd

*Election of Officers*

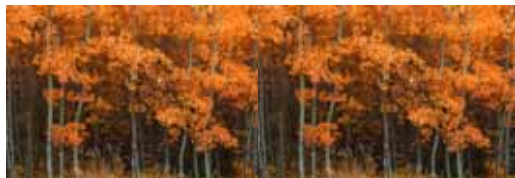
November 6th—

*New Officer Installation*

December 4—

*Christmas Party*

**Our Website is now LIVE!**  
[www.wcrmilwaukee.com](http://www.wcrmilwaukee.com)



**NOTICE:** In an effort to encourage early reservations for our luncheon meetings, it was voted on by the Board that reservations after the cut off date will be accepted (if allowed by the restaurant). However, the luncheon charge will be raised to \$20 for members. We will attempt to do everything possible to make sure your choice of entrée can be served, but in some cases, late reservations may have to eat whatever the restaurant has available at that time. This is especially the case for those that may call in on the day of the meeting. This policy is effective immediately.

## September Meeting

Date: Thursday, Sept. 4th, 2008

Time: Boarding 11:45 am

Speaker Topic: Bob Monnat of The Mandel Group discussing the condo developments new & old along the Milwaukee River

Place: EDELWEISS Cruise  
(205 W. Highland)

Cost: \$41 Members  
\$46 for Non-Members

Menu Selections:

Mixed Green Salad  
Grilled Chicken Breast  
w/Vegetables  
Cheesecake

To make a reservation call or email:

**Cut off date: THURSDAY,  
AUGUST 28th**

**Marcy Vescio  
262.370.8164**

**Or by email:  
mousiev@gmail.com**

*Must give 24 hrs cancellation notice—no shows at luncheon will be billed (no exceptions!).*

**NO WALK-IN'S—  
NO EXCEPTIONS!**

**Mandy Fritsche**

Countrywide Home Loans—  
a division of Countrywide  
Bank, FSB

**Cell (262)327-5700**



**Thursday September 4th, 2008**

**Check-In At 11:15 a.m.**



# CONDO CRUISE

**Boarding at 11:45 a.m. Edelweiss (205 W. Highland)**

**Pulls off the dock at 12:00 p.m. sharp!!**

**Returns to dock around 2:00 p.m.**

**\$41.00 Members / \$46.00 Non-Members**

Lunch will start with a Mixed Green Salad

Then accompanied by a Grilled Chicken Breast with Vegetables

Dessert is Cheesecake

*Come network within our industry and hear Bob Monnat of The Mandel Group discussing the condo developments new and old along the Milwaukee River. Limited seating RSVP today!!*

Street Parking available as well as the Bradley Center Structure.



RSVP to Marcey Vescio [mousiev@gmail.com](mailto:mousiev@gmail.com)

Questions??? Call Tricia Chartier (414)807-4083



Attention Members! Newsletters and other communications arrive via email! If you would prefer to have the newsletter sent out through regular mail, contact:

Shelley Morgan (262) 255-4843



Has your phone number changed? Has Your e-mail address changed?  
 Please notify BOTH: Shelley Morgan—414.322-5650 or [smorgan2@wi.rr.com](mailto:smorgan2@wi.rr.com)  
 And the National WCR Office: 800.245.8512 or [WCR@wcr.org](mailto:WCR@wcr.org)

**Wisconsin State Chapter President—Shelley Morgan**

<p><b>2008 Milwaukee Chapter Officers</b></p> <p><u>President:</u>                  Aura Mora-Gheller                  Shorewest REALTORS®                  414.315.7195</p> <p><u>President Elect:</u>                  Tricia Chartier, PMN                  Coldwell Banker Residential Brokerage                  414.807.4083</p> <p><u>VP - Membership</u>                  Shelley Morgan, PMN                  Homestead Realty                  262.322.5650</p> <p><u>Secretary</u>                  Stephanie Glowinski-Moeller                  Community Bank and Trust                  414. 281.5535</p> <p><u>Treasurer</u>                  Mike Raber                  RE/MAX Lakeside                  414.431.3862</p>	<p><b>WCR 2008 National Officers</b></p> <p><u>President</u>                  Judy Moses, PMN</p> <p><u>President-Elect</u>                  Ann DeFries, PMN</p> <p><u>Recording Secretary</u>                  Becky Hill, PMN</p> <p><u>Financial Secretary</u>                  Deborah Tatum –Gilmore,                  PMN</p> <p><u>Region II-Regional Vice President</u>                  Cecilia Klinowski                  847.840.2385</p> <p><u>Wisconsin State Governor</u>                  Sara Anderson, PMN                  First Weber Group                  608.276.5200</p> <p><u>WCR Governing Board Meeting</u> ○</p> <p><u>WCR Membership Mtg.</u> □</p> <p><i>All Board meetings will be before the luncheon meetings.                  Networking at 11:30—lunch at noon,                  finishing up by approx. 1:30</i></p>
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<b>September 2008</b>						
Su	M	Tu	W	Th	Fr	Sa
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28	29	30				

<b>October 2008</b>						
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26	27	28	29	30	31	



**THE MISSION OF THE WOMEN'S COUNCIL OF REALTORS®**

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

