

Are  
You  
**READY?**



Women's Council of  
**REALTORS®** Get Ready.

Get ready for...

## LOCAL SUPPORT, NATIONAL STRENGTH

When you join the Women's Council of REALTORS<sup>®</sup>, you tap into a whole world of concrete, powerful programs that yield tangible results for you and your business. It's all possible thanks to our unique structure, the foundation of which is our nationwide network of local and state chapters. That foundation allows us to bring our members the best of both worlds: the strength and continuity of a national profile, with the responsiveness and accessibility of chapters close to home. The result? The Women's Council of REALTORS<sup>®</sup> brings you more programs, more networking opportunities and more ways to build your business than any other REALTOR<sup>®</sup> organization.

Get ready for...

## NETWORKING AND REFERRAL OPPORTUNITIES

We believe that by working together, our members are more successful than they would be alone. So a Women's Council of REALTORS<sup>®</sup> membership opens up a whole world of networking and referral opportunities, including local and state chapter meetings, workshops and special events.



### Referral Network

Ask a Women's Council member what the most valuable benefit of her membership is, and chances are she will say "referrals." The backbone of our dynamic referral network is our Member Expertise Profile system, searchable by members only at WCR.org. It's your link to 14,000 members, who are among the top-producing, most experienced professionals in real estate, ready and willing to put qualified referrals in your hands.

Members also use our national network as a tool to develop valuable relationships with REALTORS<sup>®</sup> across the country, fellow professionals who are there to answer questions, offer advice and share their wisdom about their local market or real estate in general.

### Local Chapters

When you become a Women's Council of REALTORS<sup>®</sup> member, you also become a member of your local chapter, which regularly offers a number of business-building opportunities like roundtable discussions, featured speakers, marketing meetings and other timely and topical events. Those events complement our national referral network by providing face-to-face interaction and discussion with other professionals right in the community where you live and work.

### National Meetings and Special Events

Our state chapters hold events designed to expand your career opportunities, develop your skills and talents and broaden your knowledge and know-how. To build on those opportunities, we also offer a host of business-building national meetings and special events. Our Summit, Midyear Meeting and Annual Conference provide the opportunity for members from across the U.S. to come together and conduct business, boost their professional knowledge and make contacts from all over the nation.

Get ready for...

## PROFESSIONAL AND PERSONAL DEVELOPMENT

From meetings and educational sessions at the local level to our national training programs, acclaimed professional and personal development curricula are a big benefit of your membership, helping you develop new skills, discover new business opportunities and stay on the cutting edge of the profession.

### **The Performance Management Network**

The Performance Management Network is a next-generation REALTOR<sup>®</sup> designation built from the ground up to bring you the real-world skills, the know-how and the tools that will keep your business out front and on top of an evolving market. Designed by some of real estate's best and brightest minds, the Performance Management Network's suite of professional performance training courses is taught by recognized experts who dig deep into the hot topics that are driving the marketplace and shaping your business. For information on becoming a designee, contact our Education Department toll free at 800-245-8512 or consult our up-to-date schedule of courses at [www.coursecalendar.com](http://www.coursecalendar.com).

Get ready for...

## INFORMATION AND RESOURCES

Staying on top means staying in touch. So the Women's Council of REALTORS<sup>®</sup> brings you a range of valuable, up-to-the-minute sources of information.

### **eConnect**

As the official voice of our organization, *eConnect* newsletter is packed with timely, practical articles on topics like selling and marketing, financial planning and professional growth. It's also a great source of news about the Women's Council of REALTORS<sup>®</sup>. *eConnect* is emailed to members monthly and is available online.

### **WCR.org**

In addition to networking opportunities with a community of supportive and committed professionals, WCR.org offers business tips and discussion groups all at your fingertips in our online Member Center, as well as educational webinars and the latest news on what's happening at WCR. Plus, your free Member Expertise Profile on the newly enhanced WCR.org Referral Center includes a complimentary photo, up to six areas served, areas of special expertise, industry and community involvement and leadership experience.

### **Support System**

As a Women's Council of REALTORS<sup>®</sup> member, you'll join 14,000 other motivated professionals who know that you're never too experienced to learn something new, or too successful to provide some sound advice. That's the heart of our support system - talented REALTORS<sup>®</sup> in your market and around the country who are there to cheer you on, lend an ear when you need one and ask for a little of your wisdom, as well.

Chapter website: [wcrbaltimore.com](http://wcrbaltimore.com)

# Are You READY?

To plug into the power of your profession?

# Are You READY?

To tap into training, news and information  
that will keep you on top of a profession  
that's changing every day?

# Are You READY?

To join the top individuals in the profession  
for networking opportunities you can use to  
take your business higher than ever before?



Then you're ready to become a member of the Women's Council of REALTORS®.

Now more than ever, membership in the Women's Council of REALTORS® is the way to stay out in front of a fast-changing market, increasingly savvy customers and tough competition.

A nationwide community of many of the industry's most successful and motivated real estate professionals, the Women's Council of REALTORS® delivers an unmatched combination of professional training and personal support you need to keep your business at its very peak. From our local chapter meetings to our Performance Management Network training, from national meetings and networking conferences to our vast referral network, we bring you the real-world tools and information that help you anticipate change, outpace the competition and grow your business in ways you never thought possible. You'll also find members interacting on Facebook ([Facebook.com/wcrfans](https://www.facebook.com/wcrfans)) and Twitter ([twitter.com/womenscouncil](https://twitter.com/womenscouncil)).

It all starts now, at the Women's Council of REALTORS®.  
So get to know us. And get ready.

**ALABAMA**

Baldwin County  
Birmingham  
Dothan/Wiregrass  
East Alabama  
Huntsville  
Mobile  
Montgomery  
Muscle Shoals Area  
Tuscaloosa

**ARIZONA**

Flagstaff Area  
Lake Havasu Area  
Northwest Valley  
Phoenix  
Prescott Area  
Scottsdale Area  
Sierra Vista/Cochise  
Southeast Valley Regional  
Superstition Mountain  
Tucson  
White Mountain

**CALIFORNIA**

Antelope Valley  
Bakersfield  
Carquinez Strait  
Central Coast  
Coastal-West Orange County  
Concho Valley  
Contra Costa  
Delta  
East Bay  
El Dorado County  
Inland Valley  
LA-Orange County Line  
Long Beach/South Bay  
Marin  
Monterey Peninsula  
Napa Valley  
Norcal  
North San Diego County  
Palm Springs/Desert Cities  
Placer County  
Sacramento  
San Diego  
San Fernando Valley  
San Francisco  
San Gabriel Valley  
San Joaquin Valley  
San Mateo County  
Santa Clara Valley  
Santa Clarita Valley  
Santa Cruz  
Simi-Moorpark  
Solano County  
South Orange County  
Southern Alameda County  
Southwest Los Angeles  
Southwest Riverside County  
Tri Cities  
Verdugo Hills  
Victor Valley  
Wine Country  
Yosemite Sierra

**COLORADO**

Mile High  
Northern Colorado  
Pikes Peak

**CONNECTICUT**

Greater Fairfield  
Laurel  
Southern Fairfield County

**DELAWARE**

Sussex County

**FLORIDA**

Bonita Springs/Estero  
Cape Coral  
Daytona Beach Area  
East Polk County  
Emerald Coast  
Englewood On The Gulf  
Flagler County  
Florida Keys  
Fort Lauderdale  
Fort Myers  
Gainesville-Alachua  
Greater Brevard County  
Greater Palm Beach County  
Hollywood/West Broward  
Jacksonville  
Jupiter/Tequesta/Hobe Sound  
Lakeland, Inc  
Manatee County  
Miami-Dade  
Naples-On-The-Gulf  
Nature Coast  
North Broward  
Ocala/Marion County  
Orlando Regional  
Osceola County  
Pensacola Bay Area  
Pinellas Suncoast  
Punta Gorda-Port Charlotte-  
North Port  
Sarasota  
South Lake County  
St. Augustine Regional  
St. Lucie County  
Stuart-Martin County  
Tallahassee  
Tampa  
Venice  
West Volusia

**GEORGIA**

400 North  
Athens  
Atlanta  
Cherokee  
Cobb County  
Coweta  
De Kalb  
Fayette County  
Greater Macon  
Gwinnett  
Metro East  
Metro South  
Savannah  
West Georgia

**IDAHO**

Canyon County  
Capital City  
Coeur D'Alene  
South Central Idaho  
Southeast Idaho

**ILLINOIS**

Champaign County  
Chicago  
Du Page/Will  
Elgin Area/ McHenry County  
Fox Valley  
North Shore  
Northwest  
Peoria  
Rockford  
South/Southwest  
West Suburban

**INDIANA**

Evansville  
Fort Wayne Area  
Greater South Bend Area  
Indianapolis  
Muncie  
North Central Indiana

**KANSAS**

Johnson County

**KENTUCKY**

Greater Louisville

**LOUISIANA**

Baton Rouge  
New Orleans Metropolitan  
Shreveport-Bossier  
St. Tammany

**MAINE**

Portland

**MARYLAND**

Anne Arundel  
Coastal Delmarva  
Frederick  
Greater Baltimore  
Greater Capital Area  
Harford County  
Prince Georges County

**MASSACHUSETTS**

Central Middlesex  
Greater Boston  
Greater Worcester  
Northern Region

**MICHIGAN**

Birmingham-Bloomfield  
Flint  
Lake Pointe  
Lakeshore  
Lansing  
Livingston  
North Oakland  
Northern Michigan  
Rochester Area  
Saginaw Valley  
Washtenaw County  
Western Michigan

**MINNESOTA**

Twin Cities

**MISSISSIPPI**

Jackson

**MISSOURI**

Columbia  
Jefferson City Area  
Kansas City (Mo) Metro  
Kansas City Northland  
Lake Of The Ozarks  
Metropolitan St Louis  
Mid-Missouri  
Ozark Gateway  
South Central Missouri  
Southeast Missouri  
Springfield  
St. Charles County  
Tri-Lakes

**NEBRASKA**

Lincoln  
Omaha

**NEVADA**

Las Vegas  
Northern Nevada

**NEW HAMPSHIRE**

Central New Hampshire  
Southern New Hampshire

**NEW JERSEY**

Middlesex County  
Monmouth County Shore-  
Country  
Northern New Jersey  
Ocean County  
South Jersey Shore

**NEW MEXICO**

Albuquerque  
Las Cruces  
Santa Fe

**NEW YORK**

Bronx  
Brooklyn  
Buffalo Niagara  
Capital Region  
Dutchess County  
Empire Local Westchester  
Greater Hudson Valley  
Long Island  
Rochester  
Tri-County New York

**NORTH CAROLINA**

Crystal Coast  
Raleigh Regional  
Western North Carolina

**OHIO**

Cincinnati Area  
Clark-Champaign  
Cleveland  
Columbus  
Dayton  
Lake And Geauga Area  
Medina County  
North Central Ohio  
Stark County  
Toledo

**OKLAHOMA**

Tulsa

**OREGON**

Central Oregon  
Greater Portland Area  
Lane County  
Mid Valley  
Rogue Valley  
Southern Oregon

**PENNSYLVANIA**

Greater-Berks

**RHODE ISLAND**

Rhode Island

**TENNESSEE**

Chattanooga  
Great Smoky Mountains  
Knoxville  
Lakeway Area  
Memphis  
Middle Tennessee  
Nashville  
Sumner County  
Tri-Cities Tennessee  
Upper Cumberland  
Williamson County

**TEXAS**

Abilene  
Austin  
Bay Area Houston  
Brownsville  
Collin County  
Dallas  
Dallas Metro East  
El Paso Del Norte  
Fort Bend  
Fort Worth  
Golden Triangle  
Greater West Houston  
Henderson County  
Highland Lakes  
Hill Country  
Houston 1960  
Houston  
Lake Houston  
McAllen  
Montgomery County  
Northeast Tarrant County  
Odessa  
San Antonio  
Southwest Dallas County  
Tyler

**UTAH**

Northern Utah  
Northern Wasatch  
Salt Lake City  
Utah County  
Washington County

**VIRGINIA**

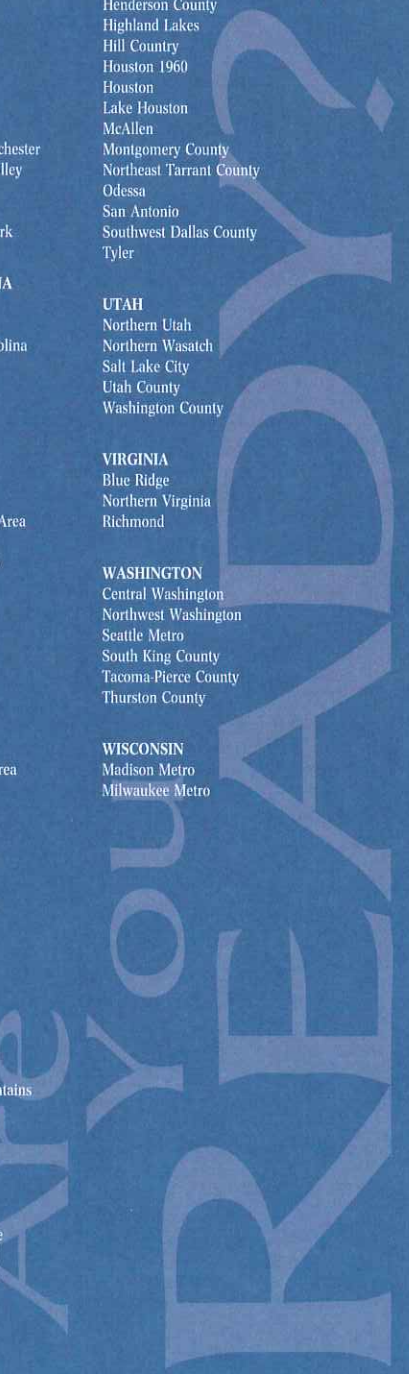
Blue Ridge  
Northern Virginia  
Richmond

**WASHINGTON**

Central Washington  
Northwest Washington  
Seattle Metro  
South King County  
Tacoma-Pierce County  
Thurston County

**WISCONSIN**

Madison Metro  
Milwaukee Metro



430 N. Michigan Ave., Chicago, IL 60611

(800)245-8512 • Fax: (312)329-3290 • Email: wcr@wcr.org

# Are You READY?



**It's time** - time to tap into the enormous wealth of professional opportunities and personal support membership in the Women's Council of REALTORS<sup>®</sup> provides. Join today, and get ready to access the kinds of timely, essential resources and networking opportunities that will help you stay on top and out front of the evolving real estate market. With more than 290 chapters and 14,000 members, we aren't just one of the nation's largest women's professional organization, we're a powerful engine for the industry, one that helps drive our members' careers to ever greater heights.

## Are you ready to join us?

Join online at [www.wcr.org](http://www.wcr.org). Or fill out the attached application. For more information on joining, call toll free at 800-245-8512, M-F, 8:30-4:30 CST.

[www.wcr.org](http://www.wcr.org)

Women's Council of REALTORS<sup>®</sup>. Get Ready.

### MEMBERSHIP APPLICATION INFORMATION ABOUT YOU

Name \_\_\_\_\_

Company Name \_\_\_\_\_

Company Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

#1 Phone (\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_) \_\_\_\_\_

#2 Phone (\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_) \_\_\_\_\_

E-mail \_\_\_\_\_

Web Site \_\_\_\_\_

Residence Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

I would like my mail sent to my company  my residence

Local Chapter you are joining \_\_\_\_\_

Board of REALTORS<sup>®</sup> in which you hold membership (mandatory)  
\_\_\_\_\_

Type of membership held:

REALTOR<sup>®</sup>  REALTOR-ASSOCIATE<sup>®</sup>  Affiliate

What year did you become active in real estate? \_\_\_\_\_

REALTOR<sup>®</sup> designations you have earned \_\_\_\_\_

NRDS ID# \_\_\_\_\_

Were you a national WCR member in the past 12 months? \_\_\_\_\_

Following question for National Affiliate applicants only:

Is your REALTOR<sup>®</sup> Board membership under your name?  your company name?

Note: One of the above MUST be checked to become a National Affiliate WCR member.

### DUES AMOUNT OWED

National dues: \$96.00

State dues: 20.00

Local dues: 19.00

TOTAL DUES: \$135.00

### METHOD OF DUES PAYMENT

Check for \$ \_\_\_\_\_ payable to WCR is enclosed.

Charge \$ \_\_\_\_\_ to my

Visa  MasterCard  American Express  Discover

Credit card # \_\_\_\_\_

Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_

### For Local Chapter Use Only

Verify all REALTOR<sup>®</sup> Board Information, dues amounts and payment information before forwarding this application.

SPONSORED By \_\_\_\_\_

Application process completed by \_\_\_\_\_

Date \_\_\_\_\_

Please send completed application along with payment to:

Women's Council of REALTORS<sup>®</sup> *Erica Solomon*  
430 N. Michigan Ave., Chicago, IL 60611  
Fax: (312) 329-3200 *8901 Greylock Rd*  
*Pikesville, MD 21208*