



## Mission

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

## Calendar of Events

**April 15, 2014**  
AZ State Meeting  
Prescott, AZ

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## Arizona Connection

Hello Fellow Members,

Another year has passed, and I am thankful I was able to serve you as your State President for 2013. We have made great strides in developing some outstanding leaders in Arizona. I feel blessed to have served with you and for you this year. The theme I chose for all of us this past year was The Butterfly Effect. We didn't need to change the world in one great spectacle, but with many small acts of kindness towards others this year. I know that our consciousness toward that principal has made great changes in the world that we live in, both in the REALTOR® world and in our own personal lives.

I want to especially thank my fellow officers, Chapter Presidents, and Committee Chairs that served our organization this year. You all made my job rewarding and I learned from each of you how to be a better leader and person.

As we look forward to 2014, I am so pleased and proud of our new State Officers and leaders. You all are in great hands with Keri and her team of outstanding businesswomen. Keri is a phenomenal leader and I am so blessed to call her one of my closest friends. She embodies the precepts of Women's Council and will take our state organization to new heights with her constant hard work and her uncanny ability to push people to places and achievements that they never thought they could go. She is one of the main reasons I was able to serve you this year.

All of you have touched me in a special way and I do not have words to express my gratitude and I am in awe of what we all can achieve together.

Always remember, "EVERYTHING THAT YOU DO MATTERS"!

Thank you,

Pamela Frestedt, 2013 President, AZ State Chapter of the Women's Council of REALTORS



Platinum Sponsors

# Pioneer Title Agency

"Commitment to Service"

Pioneer Title Agency is a full service company with an operating philosophy of "Commitment to Service." The company provides title insurance, escrow, account servicing, trustee sales, as well as builder related trust services through over 40 Arizona offices.

## Our goal...To Get Your Transaction Closed



At Pioneer Title Agency we value the relationship we have with real estate professionals. We strive to provide the highest quality of service while keeping the transaction simple and smooth. We know you rely on referrals to grow your business so the importance of satisfied customers is high on our list. We appreciate your business and our escrow department will take the time to educate you on any aspect of the transaction. Our experienced and full service title department has the time to explain the title details that so often can be confusing.

"Commitment to Service" is the standard by which we handle each and every transaction. With that in mind we also work to provide tools to enhance your professional skills. Be sure and check out the useful links we have provided especially home closing 101. Please choose from the list on the right side of the page and if you should have any questions just call your local office.

Terry



Schaper

District Manager, Marketing  
terry.schaper@ptaaz.com  
(928) 778-2222

## Inspire. Educate. Enable. <sup>SM</sup>



We are pleased to offer the following programs for Women's Council of REALTORS® chapter meetings:

### Keeping up with change

A Wells Fargo Home Mortgage consultant will discuss recent industry developments and answer chapter members' questions about how Wells Fargo is responding to change.

### Renovation financing

A Wells Fargo renovation financing specialist will discuss how these loan options can help buyers turn a promising "before" into a happily ever "after."

### Building homebuyers' trust

Take a refresher course in FHA/VA and conventional loans, credit reports, credit scores, and underwriting guidelines with a Wells Fargo Home Mortgage consultant.

Talk with a home mortgage consultant today to schedule one or more of these empowering programs on your chapter meeting calendar!



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## Welcome to Pillar To Post -- The Home Of Home Inspection in the Northwest Valley.



For nearly 15 years, Arizona home buyers, sellers, new owners, and real estate agents have trusted Pillar To Post for detailed home inspections. Our office concentrates on home inspections in Glendale, Peoria, Surprise, El Mirage, Sun City, Sun City West, and Sun City Grand and the surrounding communities, with prompt service Valley-wide.

Are you on a tight deadline? Because of our relationship with Pillar To Post offices across Arizona, we can get your inspection scheduled very quickly—often within 24 hours of your call!

### THE HOME OF HOME INSPECTION

Your detailed Pillar To Post inspection report will be printed on site, including color photos, and is also available for delivery by email or web. All of our inspectors exceed the minimum state requirements for Arizona home inspectors, and are licensed and insured. We encourage you to attend the inspection and let us answer your home inspection questions on site.

Our fees are competitive. BEWARE that there are some home Inspection companies charging much less for what they call home inspections. When the difference in quality service, training, experience, reliability, and overall professionalism is considered, the Pillar To Post is always the real bargain.



Woody Livingston  
20325 N. 51st Avenue Suite 140  
Glendale, AZ 85308  
tel: 602-866-7678  
tel: 623-825-6160  
[woody.livingston@pillartopost.com](mailto:woody.livingston@pillartopost.com)



We here at Landmark Home Warranty are honored to join you as a Platinum State Sponsor of the Woman's Council of Realtors in Arizona. We look forward to working with you, and hope our membership provides many opportunities to learn from you and contribute to your great organization.

We are committed to providing the Arizona Real Estate community with a valuable and sustainable home warranty offering. Working closely with Real Estate Professionals like yourself helps us to continually improve our products and services to you and your clients.

Please contact our local representatives anytime for questions or assistance

- **Lyle Starr** (SEV Chapter Marketing Chair) – [Lyle@landmarkhw.com](mailto:Lyle@landmarkhw.com) Cell (480)318-1360 – East Valley, West Valley, River Cities, Kingman, White Mountains
- **Mike Hoth** (Tucson Chapter WCR Secretary) - [Mike@landmarkhw.com](mailto:Mike@landmarkhw.com) Cell (520) 342-6109 – Southern Arizona
- **James Hughes** – [James@landmarkhw.com](mailto:James@landmarkhw.com) Cell (480) 745-4359 – Phoenix, Scottsdale, Glendale, Peoria and the I-17 corridor north through Flagstaff.

## NEWS FROM LAKE HAVASU

By: Hilary Sosey, 2013 Lake Havasu Chapter President

### **We're heading into our 4<sup>th</sup> Quarter...Seriously ???**

That "time flies when you're having a good time" thing is so true...**Our Programs** have been relevant-interactive & fun! A Broker Panel ("Let's Play Nice"), Effective Communication ("Don't Get Voted Off the Island") and Simplifying our Lives ("Can You Ever-Note enough???)

**We've Co-sponsored** a PMN class with our State WCR, as well as two other events with our Association.

**We've been Social** as we Bowled with our Family & Friends and raised money for our Chapter.

And...As Chapter President I choose the charity we will contribute to - and in support of our own Past President, Angie Saltzman, I have chosen Breast Cancer and our local Community Health Foundation! **Our WCR chapter is sponsoring a bed in the upcoming "Sleepless for the Cure" September 28.** This year's theme is "Fight Like a Girl" - and our theme is (Big surprise???) "Float Like a Butterfly...Sting Like a Bee". Tiffany will be the Bee and I will be a "mature" (giggle) Butterfly...costume to be decided ☺... we are selling T-shirts, Butterflies of every size - even gummy ones in our effort. This promises to be a great event & we are getting overwhelming support... Having fun & making a difference - it doesn't get any better!!

**Tiffany Wilson, as our 2013 President-Elect, is already in high gear** as she prepares for next year...She brings great organization & super energy to our chapter as she develops her 2014 Leadership Team! This is YOUR chapter and our strength comes from the talents each of you brings ... she would Love to have your input - and - involvement...we welcome each of you to "Raise Your Hand", she would love to included YOU!

I am reminded once again that, like the Butterfly, each of you brings a unique & special "gift" to our chapter...GET INVOLVED...You do make a difference...YOU INSPIRE ME, and I Thank you !

Chapter Website:  
<https://www.facebook.com/WCRPhoenix>

#### NEWS FROM PHOENIX

By: Cynthia Williams, 2013 Phoenix Chapter President

Congratualtions to the 2014 Officers of the Phoenix Chapter

President – Cynthia Williams  
President-Elect – Amy Bennett Miller  
Membership - Laura Wood  
Secretary – Rebecca Durfey  
Treasurer -

Please visit our face book page at <https://www.facebook.com/WCRPhoenix>

Chapter Website:  
[www.PrescottChapterWCR.org](http://www.PrescottChapterWCR.org)

#### NEWS FROM PRESCOTT

By: Lynn Stone, 2013 Prescott Area Business Resource Group

Congratulations to our 2014 Leadership

Chair – Julie Jennings

Vice Chair – Jinger Cutting

Past Chair – Lynn Stone

Please visit our website at <http://www.prescottchapterwcr.org/>.

Chapter Website:  
[www.ScottsdaleWCR.com](http://www.ScottsdaleWCR.com)

#### NEWS FROM SCOTTSDALE

By: Carrie McNichols, 2013 Scottsdale Chapter President

Congratulation to our 2014 Officers

President – Kathleen Prokopow  
President – Elect – Stacey Krolak  
Membership – Sandy Lunsford  
Secretary – Michelle LaBlonde  
Treasurer – Shari Campos

Chapter Website:  
[www.SierraVistaWCR.org](http://www.SierraVistaWCR.org)

**NEWS FROM SIERRA VISTA/COCHISE**

*By: Evetta Jones, 2013 Sierra Vista Chapter President*

Congratulations to our 2014 Leadership

Chair – Janice Colberg

Vice Chair – Bill Colberg

Past Chair – Evetta Jones

Please visit our website at <http://www.sierravistawcr.org/>

#### NEWS FROM SOUTHEAST VALLEY REGIONAL

*By: Marci Slater, 2013 Southeast Valley Chapter President*

*It's been a FULL year of meetings, events, fundraisers, traveling, meeting new people around the state and nation, and we've seen butterflies everywhere! If you'd like to view a power point of pictures from our past year, please visit our Facebook page at: Arizona East Valley WCR Chapter (formerly SEVWCR). Althea, Michelle and I were able to travel to both national conferences (Washington DC in May and San Francisco in November) and all of our officers attended the three WCR state meetings. We attended classes & workshops, board meetings, networking happy hours and dinners, shopped, celebrated WCR's 75<sup>th</sup> anniversary and attended the installation of our new 2014 National President, Jo Kenney. We were also able to attend some SEVRAR and AAR networking events and the NAR Expo. I think San Francisco was the best conference of all! It's been a pleasure serving as the Southeast Valley President. I know we have all made some new lifelong friends, grown our businesses and ourselves, and had a TON of fun. Hats off to all of the 2013 officers, board members, & chapter members. This year was a more than I could have ever expected, and I will treasure the memories!*

*On December 6, 2013 we are installing our new 2014 officers of the NEW Arizona East Valley Chapter at the Superstition Country Club in Mesa. Congratulations to Shen-Yi Michelle Chang, 2014 President, Romy Watts, President Elect 2014, Stephanie Hicks, Secretary 2014 & Tricia Manara, Treasurer 2014. We know they are going to do an amazing job next year! Please bear with us in the next month or so, as the Superstition Chapter and Southeast Valley chapters update our websites, Facebook & Twitter accounts, bank accounts, paperwork, applications, etc. to reflect our new name, prices & meeting times. We appreciate your patience! Have a very Merry Christmas and a Happy New Year!*



Chapter Website:  
[www.SuperstitionWCR.com](http://www.SuperstitionWCR.com)

## **NEWS FROM SUPERSTITION MOUNTAIN**

*By: Mary Jo Thomas, 2013 Superstition Chapter President*

The Superstition Mountain Chapter had a wonderful year. Our last quarter is a celebration of our chapter. On December 6, 2013 we had the Installation of Officers for the new Arizona East Valley Chapter of Women's Council of Realtors. On December 10, 2013 the Superstition Mountain Chapter is having a party of Appreciation and Recognition to our members and Sponsors for all they did thru the years for our chapter. It is bitter sweet for us as we close the doors on Superstition Mountain WCR but we are all embracing the opportunities before us in our new chapter. Wishing all a very blessed and happy 2014.

Chapter Website:  
[www.TucsonWCR.com](http://www.TucsonWCR.com)

## **NEWS FROM TUCSON**

*By: Ronda Argueta, 2013 Tucson Chapter President*

**As my term as President winds down I find myself forever grateful.**

**I would like to say thank you to our exceptional leader Pam Frestedt and the AZ State Line Officers for their commitment to the Tucson Chapter.**

**It was a privilege to work side by side with all the Local Chapter Presidents across the State of Arizona! You Ladies are amazing!**

**Congratulations to Keri Hodge as she begins her term as the 2014 AZ State President! We wish you and your team all the best!**

**My heart is overflowing with gratitude for the dedication, support, and love I received from the Tucson Board of Directors, Committee Chairs, Past Presidents and our Membership! Thank you to each of you for "Being Present" this year!**

**Our year started by winning two awards – the Gold Circle of Excellence and AZ State Chapter of the year!**

**Our main goal was to create more buzz about WCR and increase our local membership and boy did we do that to the tune of 87%!**

**I believe providing incredible Speakers and Programs were instrumental in attracting our members to revisit our luncheons.**

**We created the WCR Information Station which was initiated statewide!**

**Our Ways & Means Committee implemented new and improved Events which included The White Party/ Dessert Auction raising over \$15,000.00 in order to reserve thirteen (13) Educational Scholarships and funding a National Speaker in 2014. First time ever!**

**I will end by repeating our 2013 theme of Being Present – In the Moment, In Real Time, In WCR!**

**Happy Holidays from your friends in Tucson!**

Chapter Website:  
[www.WestValleyWCR.com](http://www.WestValleyWCR.com)

#### NEWS FROM WEST VALLEY

*By: Lynn Fox-Embrey, 2013 West Valley Chapter President*

Congratulation to our 2014 Officers

President – Donna Duggins  
President – Elect – Rodie Purcell  
Membership – Adrianna Montano  
Secretary – Adrianna Montano  
Treasurer – Camelia Ungureanu

Please visit us at our website at <http://www.westvalleywcr.com/>

Chapter Website:  
*Facebook page: White Mountain  
WCR*

#### NEWS FROM WHITE MOUNTAINS

*BY: D. Elizabeth Vincent, 2013 White Mountains Chapter President*

Congratulation to our 2014 Officers

President – Linda Reidhead  
President – Elect – Stephanie Reidhead  
Membership – Diane Mosier  
Secretary – Sandy Koury  
Treasurer – Clay Brown

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And a special thanks to

Wilma Purcell, Purcell & Associates

**NEWS FROM THE PRESIDENT ELECT**

Congratulations to the 2014 Local Chapter Presidents and Chairs and their officer teams. We are looking forward to a great 2014 with our first State Meeting on April 15, 2014 in Prescott, AZ. We all worked hard in October at the last State Meeting preparing our new leaders for their 2014 year with planning and training. I look forward to working with all of you over the next year in helping our organization to continue as the premier Women's organization for women leaders and businesswomen.

Our focus next year is to "Nurture Growth". This focus is twofold. First, I want us to focus on growing our membership. By inviting other successful REALTORS® into our ranks, we are able to share our knowledge and business expertise with the best and brightest in the REALTOR® organization. In turn, we learn from them as we engage them in committees and leadership opportunities. Make sure that you look outside of Women's Council to find those special people that you can invite to a meeting or event to GROW their knowledge and business. Second, I want to nurture our growth in our individual businesses and leadership opportunities. Women's Council has all the tools to share with our members and it is designed to do this at the local level. The State Chapter is here to help guide you to these opportunities and you can always contact us for help with any challenges you may be facing.

Thank you for the opportunity to serve all of you as your 2014 State President, I am ready to do the work necessary to GROW our organization in Arizona to new and exciting heights!

Keri Hoge Means  
2013 President Elect

**NEWS FROM THE SECRETARY**

I am soooooo excited about our upcoming year with Keri Hoge Means as our President, and the amazing team on our Leadership Team.

A **Giant Thank you** to Pam Frestedt for leading us through an amazing 2014.

I am excited about the Great Team of President Elect's that I will be working with for 2014.

Lake Havasu	Brenda Atkinson
Phoenix	Amy Bennett Miller
Prescott BRC Vice Chair	Jinger Cutting
Scottsdale	Stacey Krolak
Sierra Vista BRC VC hair	Bill Colberg
East Valley	Romy Watts
Tucson	Jill Herrera
West Valley	Rodie Purcell
White Mountains	Stephanie Reidhead

We have a very exciting year ahead of us, with Sindy Ready becoming our National President for 2015. We will all be President's the same year Sindy is National President.. Yeah! Very Exciting!

My theme for my 2015, Year as President Is



**“Weighing In On Women’s Council of REALTORS®”**  
Along with the Goal as to have us “not be the best kept secret”

Tricia Lehane  
2013 Secretary / 2014 President-Elect