



Arizona State Chapter



One person **can make a difference, and everyone** should try! John F. Kennedy

Meet your 2015 Arizona State President, Tricia Lehane AHWD, CIPS, CRS, ePro, GRI, MRE, PMN, RSPS, SRES,

I am a full time REALTOR® in the Greater Phoenix/Scottsdale area, helping people find the key to building memories. The key that opens a door and brings a sense of joy, love, energy, security, and for some, a family. The keys jingling in your pocket, is the key to your future, and a treasure called 'home'. Educating and helping people buy and sell their home is the key to my success.

My motto in life is P.E.P. ~ Positive, Enthusiastic & Persistent

I was born and raised in southeast Colorado. Early in my career I heard the call of the North, so I moved to Canada where I lived and worked for 30+ years. I built my career in sales and marketing management prior to becoming a full-time REALTOR®, after moving to Arizona in the fall of 2005 from British Columbia. Helping people find the right place where they can raise their families, create memories, and put down roots, is what puts the **P~E~P** in my step every day. I am proud to have been selected as Entrepreneur of the Year for the Phoenix Chapter in 2013, and Member of the Year for the Scottsdale Chapter in 2014. It is such an honor to serve as your State President for 2015, and "pay it forward" everything that I have learned, all of the invaluable suggestions, the incredible advice, and of course my many life lessons I have learned on my own! We have lots of exciting plans for 2015! There is always an open door for you to reach through, my e-mail is tricia@choosearizonahomes.com and direct cell to call or text 602.689.9977.

Local Chapter Business Resource meetings & upcoming events

January 21 ~ Scottsdale Chapter Business Resource Meeting Breakfast, 8:30am, The Sterling Collection at Silverleaf ~ Dena Patton - Life & Business Coach - The Big Secret to Ensuring your Goals for 2015 & Sindy Ready, WCR National President - Your Journey to Leadership

January 21 ~4-7pm ~ Come out and Celebrate our National President – Sindy Ready

January 28 ~ Phoenix Chapter Business Resource Meeting Breakfast, 8:30am, Stone Creek Golf Club, Personal safety/self-defense expert

Please mark your calendars with these dates ~ More details to follow on these events.

February 12th ~ Lake Havasu Valley Business Resource Luncheon ~11:30am, Lake Havasu Association of REALTORS® ~ Lawrence Yun, Chief Economist of National Association of REALTORS®

"Face the Future with Confidence"

February 25th ~ Scottsdale Chapter Business Resource Meeting Special Event ~ Leigh Brown, National Speaker & REALTOR®

February 26th – Scottsdale Association of REALTORS® new Building opening

March 17th - Phoenix Chapter Business Resource Group Council Derby at Turf Paradise

March 21st ~ Tucson Chapter Family Fun Run

March 24th ~ Arizona State Women's Council of REALTORS® Spring Meeting ~ Prescott Resort & Conference Center

3 simple phrase to guide your 2015

Say it! ~ write down what you are saying, seeking or wanting! Hang it up in your bathroom, write it/fold it and put it in your wallet.

Do it! ~ Nothing happens overnight. Most goals take time, dedication and resolve and they all start with the first step forward. This means movement on your part.

Live it! ~ Each day, you again must continue to walk towards these dreams and goals. Keep this mental picture in your mind!

Safety in our workplace!

Checking in – Safety Tips

When you have a new client, ask him/her to stop by your office and complete a Prospect Identification Form (Find a copy online at www.REALTOR.org/Safety). Also, photocopy their driver's license and retain this information at your office. Be certain to properly discard this personal information when you no longer need it.



Ways and Means Tips...

5 Ways to Generate more income on your fundraising event!

1. **Bump your ticket price**
2. **Find a sponsor**
3. **Expect higher profits**
4. **Add more auction items ~ Live and or silent auction items**
5. **Have a wildcard auction**

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