



### Mission

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

### Chapter Leaders

#### President

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### What's Online

Have you been to our site lately?

Check out our local chapter site today: [www.wcratlanta.com](http://www.wcratlanta.com).

## President's Message



Dear Members,

What a glorious time of year! A time of wonderful surprises as Spring bursts forth with warmer weather - not only with tulips and daffodils but with Buyers, eager to find their dream home!

Smart Numbers revealed that April and the start of the 2nd quarter had a year-to-year double digit percentage increase in closings for all single family homes with 12.2% greater than the same year ago period and the 3rd consecutive year-to-year monthly increase.

We have been honored to receive the Silver National 2009 Award of Excellence. Congratulations to our 2009 President, Peggy Vargo, and her Governing Board and their tenacity to reach for the stars!

The Keynote Speaker for our April meeting was John Adams of the AJC Homefinder. It was held at Villa Cristina. Mr. Adams is known as, "The voice of real estate."

Our May Keynote Speaker was Cindy Simpson, who shared relevant and poignant lessons on "Navigating Your Way Through Today's REO Market With Ethics." Please contact me if you would like to receive an invitation for our meetings and to be on our mailing list for future events.

Carol Clark of Carol Clark Law taught our Continuing Education Class on the 25th of March, 2010 - The Six W's of Good Contract Writing: Using the current GAR contract, six reminders to keep you out of court. We enjoyed a great attendance. Ms. Clark's wisdom is phenomenal, and she shared with us in a most delightful and memorable manner. I will always remember the Six "W's" and Ms. Clark hopping up onto the seat of a folding chair to drive a point home! Ms. Clark has been a faithful contributor to the Atlanta Chapter, WCR. Please schedule your next closing with her!

Deborah Gilmore, National President, WCR, shared a wealth of pertinent information with us in her inimitable style as the Keynote Speaker for the joint Chapter's March meeting at the Renaissance Waverly Hotel. We are indeed blessed and privileged to enjoy her as our National President.

Louri Kearns is the Committee Chair for our fundraiser, "How to Murder a Millionaire" dinner theatre for our charity, Georgia Care and Counseling Center. Louri will soon announce the details of this very special fund raiser. It will be family friendly. Georgia Care and Counseling Center provides pro-

## New Members

The Atlanta Chapter of Women's Council of REALTORS® is proud to welcome the following new members:

Jennifer Alou  
Laurie Bos  
Jeanette Burns  
Donald Carver  
Georgette Cipolla  
Caryn DeOliveira  
Joanne Elgart  
Jammie Hammang  
Stacy Horst  
Kirsten Howard  
Donna Lehr  
Kelly LuKenda  
Jamie Lyons  
Richard Miller  
Wight Mixon  
Stephanie Nuesse  
Mina Price  
Cindy Simpson  
Tisa Sinclair

## Sponsors

### Silver Sponsors



### Luncheon Sponsors



bono counseling for men, women, children, and families. Sponsors will be needed for all levels. Please begin now compiling your suggestions for sponsors and submit their contact information to Lourie at: [lkearns@2-10.com](mailto:lkearns@2-10.com).

Our grateful thanks to all of our sponsors, including Shane Wilcher of REMN Mortgage who has graciously volunteered to publish our newsletters. I encourage you to support them as you go about in your daily business. They are truly the best!

Thank you for your kind attention and I look forward to seeing you soon and wish you a lucrative Spring!

With warmest regards, I am,

Sincerely yours,

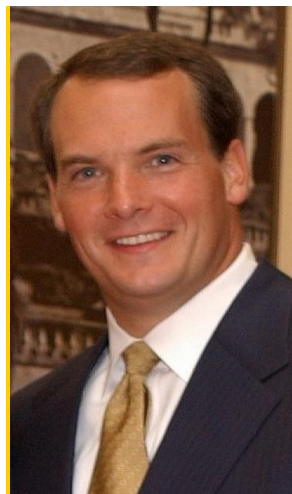
Judy Harper, Broker Associate  
Harry Norman, REALTORS®

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## Upcoming Events

### Atlanta Chapter September Business Resource Meeting

**Keynote speaker:** Roger S. Green, Green Financial Resources, LLC  
**Topic:** Finding Your Green in Real Estate Today and Tomorrow  
**Save the Date:** 16 September 2010



We are delighted to have Roger Green of Green Financial Resources, LLC as our Keynote speaker. In August 2007, 2008 and again in August of 2009, Roger



Green was named as one of America's Top 100 Independent Advisers in Registered Rep Magazine and was also named as one of the Top 100 Independent Financial Advisers in the country in Barron's for 2007 and 2008, and then was named as one of the 2009 Advisor Hall of Fame in Research Magazine. A Barron's February 2009 and February 2010 listing included Roger as one of the Top 1000 Financial Advisors. Roger hosts a weekly educational radio program that will help to keep you "up-to-date" on the latest financial topics. Tune in to WNIV at 970AM or log in to [www.wniv.com](http://www.wniv.com) on Saturdays from 3:00-4:00PM to hear "Your Green", WNIV's longest running program - on the air for over 10 years. You will not want to miss this luncheon nor the CE class soon to be announced in September.



Save the date: 07 October 2010

**PMN Course**

- The Networking & Referral Course (also counts toward the RSPS)
  - National President Deborah Gilmore, REBAC Instructor
  - 6 Hour CE Class
  - Georgia Institute of Real Estate
- Watch for more details soon!



Our charity this year is Georgia Care and Counseling Center whose slogan is, "Empowering Women" and offers pro-bono therapy. All of their therapists are trained to do individual, couples/marital, and family therapy and individual therapists also have additional specialties such as child/adolescent, spirituality, depression, anxiety, stress, grief and loss, sexual abuse, life changes, transitions, marriage enrichment, women's and men's issues, domestic violence, substance abuse, and clergy support groups. Watch for an announcement for a fund raiser later this year.



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