

AT A GLANCE

249 State and Local Networks nationwide

3,865 New Members in 2023

13,052 Total Members

8 New networks chartered/in process in 2023

GOVERNANCE & STRUCTURE

- › **Welcome to a New CEO:** Women's Council concluded a thorough 9-month CEO search in 2023. We're excited to welcome Amanda Stinton as the new CEO of Women's Council of REALTORS®. [Read the press release.](#)
- › **Strategic Planning:** Year 1 of Strategic Plan is complete! Highlights include:
  - ◆ Transition to a mission-focused network structure and culture
  - ◆ Diversity training challenge to organization leaders
  - ◆ Updates to event curriculum for leadership development
  - ◆ Changes to leadership qualifications



LEADERSHIP DEVELOPMENT

- › **Leadership Institute:** 2023 marks the 5<sup>th</sup> graduating class for Women's Council's Leadership Institute, totaling nearly 80 graduates of the program who have grown into leadership roles at the national level and within the Council, NAR and other affiliates as well as roles within the communities they serve.
- › **Supporting Women in Real Estate Grant:** We received 23 submissions in 2023 with 10 winners awarded \$2,500 each. Grants support innovative program delivery that advances women in the real estate industry.

LEADERSHIP INSTITUTE



NETWORK EXCELLENCE

- › **Network 360:** Annual leadership training conference for Network leaders that brings 250 state and local leaders together to chart their course for the year ahead.
- › **Charter-ing Growth:**
  - ◆ Carolina on our mind — The largest growth that we have seen over the last 12-18 months has been in North and South Carolina.
  - ◆ East coast, growth coast — Outside of North and South Carolina, we continue to see most network growth along the Atlantic (eastern region), with new networks in Florida, Georgia, New York, and Virginia, and interest in Massachusetts.
- › **Certified Networks:** In 2023, the network certification program continues to grow. This program recognizes and rewards the most active networks that achieve five key benchmarks. This year, 90% of state networks and 80% of local networks are certified networks.



COMMUNITY ENGAGEMENT

- › **RPAC Fundraising:** We are proud to say that our participation rate of 59%, and over \$2.6 million invested, and an average investment of \$371 are among the highest levels of the Realtor® family. An incredible 19% of Women's Council RPAC investors are Major Investors.
- › **Saving the Bees:** Combining social good and professional development, Women's Council partnered with woman-owned Hiveologie. This education platform offers discounted programs that count toward PMN, and 3% of all course sales support and grow an establishment of hives in New York with roughly 2M honeybees and growing.
- › **Tree Planting Campaign:** In partnership with the National Forest Foundation, our members are working to support reforestation efforts.

ENGAGEMENT & EVENTS

- › **Celebrating 85 years of Women's Council and Our Achievements!** 2023 marks our celebration of 85 years of the remarkable milestone of Women's Council's Anniversary! Our National Conference included special acknowledgement and celebration honoring the legacy of Women's Council.
- › **Pop-Up PMN Courses:** Continue to offer timely development topics to Women's Council members, including Lead Generation, and Reels & TikTok for Real Estate.
- › **Mastermind Groups:** Open forums of Women's Council members who come together monthly and share a passion for real estate specialties (Commercial, Broker/Owner, Business Building & Global). Mastermind groups have attracted hundreds of members and are a great way to engage new members and promote specific networking and growth.

