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| Metro South | June 2016 • Volume 1, Issue 6 |



***Mission:***

*We are a network of successful REALTORS® advancing women as professionals and leaders in business, the industry and the communities we serve.*

***VISION STATEMENT:***

*Through our influence as successful business professionals, women will effect positive change in the profession and in the broader community.*

June Business Resource Meeting

“POWER2LIVE”

Featuring: Oliver Adams

Location: Pinehurst Event Center

108 South Lee Street

Stockbridge, GA 30281

Cost: $10 per member; $15 non-member

RSVP Very Important email nolltammyj@gmail by 3/9/16.

As a Leader and Innovator in real estate and personal finance, Oliver Adams never stops improving himself! Oliver currently serves as the 2016 President of the Metro South Association of REALTORS® providing leadership to members and affiliate partners. Currently Oliver is a Business Development Director for the South East Region of Atlanta with Better Homes and Gardens Real Estate Metro Broker, Georgia’s largest real estate company. Oliver is a former Keller Williams Productivity Coach but continues his efforts to grow REALTOR value propositions through his Strong Business Relationships. Oliver decided early in life that anything worth obtaining is worth personal sacrifices. Following the first Gulf War conflict in 1991, Oliver realized he wanted to get involved in Real Estate, help people with Credit, and challenge people to maximize their dreams through Focus Strategies. This is where his second life begun after serving 22 years in the United States Army and now he is a highly sought Author, Business Coach, and Speaker.

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| Governing Board  **President**  Tammy Noll  Oliver Adams Realty, LLC  **President-elect**  Brande Bradford  Market South Properties  **VP, Membership**  Amy Hudgins  Apple Realty, INC  **Secretary**  Standish Ponder  Crowe Realty  **Treasurer**  Dean Bendall  HomeBridge Mortgage  **Membership Chair**  Les Lane  Market South Properties  **Finance & Budget Chair**  Carole Hodge  Wells Fargo  **Marketing Chair**  Angela Ham  Keller William Realty Atlanta Classic  **Education Chair**  Michelle Griffin  Preferred Realty Partners, LLC  **Ways & Means Chair**  Karen Devonshire  Sparks/King/Watts Law Firm  **Hospitality Committee**  Wanda Stoy  Light House Inspections  **Awards & Recognition**  Gloria Easler  Southside Realtors | Thank You to Our June Sponsors!  Avalon-Logo-NEW-Copy  wells-fargo  NEW MEMBER ORIENTATION  If you joined Women’s Council and have not attended New Member Orientation.  Then this is for “YOU”  Monday August 8th 6:30-8:30pm  Logan Roadhouse Garage.  20 Mill Road McDonough GA 30253  Please RSVP to Amy Hudgins  678-414-2978 [amyhudgins@bellsouth.net](mailto:amyhudgins@bellsouth.net) Les Lane 770-756-7355 leslanesells4u@gmail.com    Still need training with GAMLS on the New Paragon System? Well Greg Epps will be here August 11th  Bring your laptops and all your questions… |

WCR PMN Course,

"Business of Your Business: Financials, Function & Freedom"

Georgia Women's Council of REALTORS®

Tuesday, August 16, 2016 from 8:00 AM to 5:00 PM (EDT)

The Women’s Council of REALTORS®, Georgia Chapter Invites You to Attend, as a Valued Women’s Council Member, at a Discounted Cost, the Below Newly Revised PMN Course ~

“THE BUSINESS OF YOUR BUSINESS: FORMULA, FINANCIALS, FUNCTION & FREEDOM”

Course Outline: This course will teach you how to think about the business of your business and make it more profitable and you more successful. You'll learn strategies for systemizing your business, as well as fundamentals for improving your bottom line and achieving your financial goals. Learn the how’s and why’s of staffing, how to develop an actionable business plan and why your role should be that of a CEO working on the business versus an employee working in it.

WHEN: Tuesday, August 16, 2016

WHERE: GAMLS Corporate Center, 2nd Floor, DeKalb Association of REALTORS® Building, 1414 Montreal Road, Tucker, GA 30084

TIME: Sign-In Begins at 8:30am. Class Time 9:00am–5:00pm (Course Approved by the GREC for Seven (7) Hours CE Credit & Counts Toward the Prestigious Performance Management Designation)

INSTRUCTOR: Deborah T. Gilmore, ABR, GRI, PMN, SRES and the 2010 President, National Women’s Council of REALTORS®

COURSE FEES: Before June 30th – $40.00 Early-Bird for WCR Members & $50.00 for Non-Members. Beginning July 1st – $65.00 for WCR Members & $75.00 for Non-Members (\*plus a small credit card processing fee for any class purchase).

(\*NOTE: Regular On-Line and Classroom Cost is $125.00)

- SNACKS & LIGHT LUNCH PROVIDED –

Generously Sponsored By:

Dean Bendall, HomeBridge Financial Services

Karen Devonshire, Sparks, King& Watts

 

FUTURE BUSINESS RESOURCE MEETINGS

July 14th 8:30-10:00am

Speaker: Chris Ragan President of the "Fuller Project"

Will speak about community projects in Henry and Clayton County.

Aug 11th 8:30-10:00am

Speaker: Greg Epps “Paragon Essentials Class”

Sept 15th 8:30-10:00am

Speaker: Jere Metcalfe

Sotheby's Fine Homes/ Luxury Market

Oct 13th 8:30-10:00am

Speaker: TBD

November 10th 8:30-10:00am.

Speaker: Affiliate Appreciation

December No Meeting

We will do a combined Luncheon with MSAR for

Our Installation of New Officers.