

Women's Council of REALTORS®
State Orientation Outline

Segment 1: Welcome and Opening exercise

Segment 2: Who We Are

Origin of WCR

- Review WCR Organizational Chart
- Review Mission and Vision Statements
- Talk about WCR benefits and exchange of value
 - Local State and National Events
 - WCR.org, Member Expertise Profile and Referral Center
 - Performance Management Designation and Courses
 - WCR Web Store

Segment 3: Chapter Leadership

- Leader's Role
- Communicate and Share the Mission and Vision
- Your chapter provides tangible value to your members

Segment 4: Leadership Team

- The Leadership Team is your governing board
 - President, President-Elect, VP of Membership, Secretary, Treasurer, 2 Past Presidents, Standing Committee Chairmen
 - Resource Group Chair, Vice-chair, Immediate Past Chair
 - What does it mean to operate as a team
 - Clear and Distinct responsibilities (discuss job descriptions)

Segment 5: Volunteerism – Getting Members Involved

Use and Demo “The Task Is To Ask” action kit

- Talk about the benefits of volunteering
- Communicate with members
- Timely New Member Orientations

Segment 6: Online Tools and Resources

- wcr.org and chapter Websites Administration

Segment 7: The Business Plan and Annual Report

- Develop plan for the year using the Chapter Business Plan
- Areas for Improvement
- Mandatory Annual Report for year end

Segment 8: Roundtable Breakout - Each table to have a facilitator

- LCP/Chair PE/Vice-Chair VP of Membership/Membership Marketing Chair
- Secretary Treasurer Chairman/Meeting Management with Agendas

Segment 9: Demo/Workshop new Tools and Concepts

- Multi-Year Planning
- Scanning For Program Topics
- Exchange of Value

Segment 9: Conflict Resolution

- Conflict Resolution Activity

Segment 10: Wrap Up Panel/Q and A