

**Talking Points**

**Q.** What is WCR?

**A.** WCR stands for **Women's Council of REALTORS**. Women's Council of REALTORS is a national organization with designated Regions, State Networks, as well as Local Networks.

**Q.** How often do they meet? When? Where?

**A.** The North Shore Network generally holds its Business Resource Meetings on the second Thursday of the month unless there is a holiday or national conference which conflicts. Sometimes we skip a month in the summer or have a fun event. We usually meet at different North Shore restaurants or country clubs starting at 11:30 a.m. and ending by 1:45 p.m.

**Q.** Why should I join WCR just to have lunch with a group of women REALTORS?

**A.** Members are not all REALTORS and are not all women! Many men have joined WCR. The North Shore Network consists of REALTORS and Strategic Partners. The Strategic Partners are men and women upon whom the real estate community depends for necessary services related to our business. We have attorneys, loan officers, title insurers, inspectors, cleaning services, movers, interior designers/stagers, HVAC servicers, insurance agents, furniture rental people, and services that help sellers clear out their homes.

**Q.** What will I get out of membership?

**A.** **1.** You will meet and make friends with REALTORS from across the North Shore who are always willing to share their knowledge and experiences.

**2.** You will meet friendly Strategic Partners whose services you need in order to conduct your business.

**3.** You will hear excellent speakers who present timely information relative to your business.

**4.** Nearly every month, you will have networking opportunities. People always want to do business with people they know, like, and trust. You will develop strong relationships with the other members.

**5.** You will enjoy a delicious meal in a nice setting.

**6.** You will have opportunity to attend state, regional, and national meetings where you will meet leaders in real estate and hear fabulous speakers.

**7.** WCR has a strong national referral network too! You can increase your income simply by making a phone call to another WCR member across the state or across the country.

**Q.** Okay, what do I need to do to become a member?

**A.** Our Membership Director will be happy to give you a membership packet with an application.

**Q.** Do you think I could visit once before deciding to join?

**A.** Yes! Please contact any of the Officers for additional information.