

Women's Council *of*
REALTORS[®]

Mile High

NEW MEMBER GUIDE

[#LeadersMadeHere](#)





President's Message



Hello and welcome to the Mile High Network! I am honored to serve as the 2022 Local Network President for Women's Council of Realtors Mile High. What a year of change and growth we experienced in 2021 and we are ready for even bigger things in 2022! Like many of our sister networks we had some work to do after not being able to meet throughout the pandemic. Our first task was to elect a new Board of Directors. We recruited and elected a group of individuals that were entirely new to Women's Council. Our goal was to rebrand, re-energize and renew the Mile High Network. We are working hard to bring you valuable content, leadership training and to help connect you with industry partners and resources. Our focus this year will be:

- *To empower our network to be successful in their business*
- *Educating the network and our community by providing them with the tools to understand homeownership while upholding fair housing.*
- *elevating the network to provide community impact*
- *Empowering a diverse membership to become community leaders.*

We are thrilled to have the support of our National and our State Leadership, and we absolutely know that our members are responsible for our continued growth and success. We are proud to announce that we earned the Women's Council of REALTORS Network Certification Badge that was awarded to us this past November at the National Conference in San Diego. We want to continue the positive momentum and we need your help in achieving our goals. There are many opportunities to participate in our teams at all levels and we value your time commitment to our organization. We are honored that you have chosen to be part of this organization and we look forward to connecting with you. With thanks and appreciation.

Sandra McGee, 2022 President
Women's Council of Realtors Mile High

Like us and follow us on:

Facebook

<https://www.facebook.com/womenscouncilofrealtorsmilehigh>

Instagram

<https://www.instagram.com/wcrmilehigh/>

Women's Council Microsite

<https://www.wcr.org/networksites/colorado/mile-high/>



MEET THE 2022

Leadership Team



SANDRA MCGEE
President



MALIKA WHITE
President Elect



**DIEM THY
FABIAN**
Treasurer



SHELBY TRELOR
1st Vice President



**YAZMINA
VIALPANDO**
Membership
Director



KAYLA VICE
Programs Director



PAM CARTER
Strategic
Partnership



KATHY LUU
Hospitality

History



With a current female membership of 67% in the National Association of REALTORS® (NAR), many who are unfamiliar with the organization may ask “why do we need a Women’s Council?” The answer lies in the history of organized real estate, with NAR going back over 110 years and Women’s Council over 80 years. Women’s Council exists because for the first 20 years of its existence, women were barred admission from many local REALTOR® associations, so a separate group was created, and in turn, a “women’s division” was formed at the Annual Convention in Milwaukee in November, 1938 by 37 women from nine states.

The Council exists today because its 80 year history and legacy is much more significant than “an organization of women”. It is the business leadership skills the Council provides that has positioned the Council as a leader for the industry, for organized real estate, and for political action committees. See at a glance for more information regarding the impressive statistics and infographics that demonstrate the Council’s impressive leadership in business and the industry that continues to today. Since its inception, many dedicated members have served as role models and achieved many “firsts” in the industry and in their communities. Through the decades, Women’s Council membership growth has reflected the vast number of women choosing to work in real estate as they recognize the immense career benefits combined with a Women’s Council membership, including:

- › Earnings equitable to men’s because “commission is commission.”
- › Flexible work schedules allowing REALTORS® the ability to raise a family and have a career instead of choosing one or the other.
- › A support system of women in the same field garnering many friendships, networking capabilities, and referrals.
- › Confidence through connection with other professional women REALTORS®.
- › Recognition for their own achievements and success, as well as inspiration and courage to strive for greater successes.

Women’s Council Today

Today, Women’s Council is a nationwide community of 12,000 real estate professionals which includes many of the best and brightest in the business. The backbone of the Council is its network of more than 250 local and state networks in nearly 40 states, with volunteer managers trained to position their groups as a business resource in their REALTOR® communities. This structure represents the largest Networks infrastructure in the REALTOR® family, that represent 1,200 elected officers that drive over 1,500 programs annually that focus on business leadership. Women’s Council today includes award winning business leadership programs, including the Network 360 Leadership Conference, a conference that provides incoming leaders of Networks the skills needed to be successful at this leadership opportunity, and a Women’s Council Leadership Institute that capitalizes on the 80 year strength of carrying out the Council’s mission to advance women as professionals and leaders in business, the industry, and communities we serve. In addition to these leadership conferences, two national conferences are organized every year in May and November, together with the NAR so that members can take advantage of a “conference within a conference” that both respective organizations offer for members. Business leadership education is also a core purpose of the Council today, and the Performance Network Management program provides members specific training in areas including presentation skills, running a business, negotiation skills, and networking and referrals. Newsletters such as eConnect and various social media channels provide a continuous and ongoing business leadership skill building for its members. Finally, at the foundation of all activities of Women’s Council throughout its 80 year history is business opportunities. Its “Member Finder” feature includes a full profile, bio, leadership experience, integration with member listings, and an online referral platform. The data supports the business success of the members. Average commission income from Council member-to-member referrals is \$15,000, with 54% of members referring business to one another annually. In the surveys the Council has done for nearly 80 years, the #1 reason cited for doing Women’s Council member-to-member referrals is “Council membership means a high-level business leader who will follow through on client needs.



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

The Women's Council of REALTORS is recognized as the voice for women in real estate, and the premier source for the development of leaders in the industry, organized real estate, and beyond.





Core Values

Power of Relationships
Leadership
Professional Credibility
Diversity
Involvement
Success
Influence
Opportunity

Women's Council Brand

- Conveys Professionalism
- One of the most recognized Brands In Real Estate
- Historic - Founded in 1938

#LeadersMadeHere



Women's Council of
REALTORS[®]

Value

REFERRALS

CAMARADERIE

Education

COMMISSIONS

mentoring

**SUPPORT
SYSTEM**

Women's Council of
REALTORS[®]

BUSINESS

★ Role ★
Models

LEADERSHIP

RELATIONSHIPS

networking

EMPOWERING

Calendar of Events

February

- 2/3 Annual Commission Update
- 2/23 Living in the REEL World, Growing your Instagram Marketing 10-12pm

March

- 3/8 International Women's Day Finding Your Voice Panel 1-4pm
- 3/28 New Member Orientation

April

- 4/28 Bingo Palooza-Derby Edition 6-9pm

May

- 5/03-5/6 Women's Council Midyear Conference in Washington D.C.
- 5/10 Community Outreach-A Precious Child 9-11am

June

- 6/7 Jelly Donuts and Appraisals 9am-1pm
- 6/27 Membership Meeting/Roundtable

July

- 7/25 Double Your Business in One Year With Shay Hata 10-1pm

August

- TBD Public Speaking Is My SuperPower

September

- 9/13 Realtor Safety Month Class
- 9/26 Membership Meeting/Roundtable

October

- 10/10 There's No Crying in Tax Season Taxes & Business Planning 9-12pm

November

- 11/18 Casino Night Installation, Multi-Organization Collaboration 6-10pm

December

- 12/12 Membership Meeting/Roundtable

Board Meetings *Via* Zoom
 Every First

Monday Of The
 Month

10am-11am



- 2/7
- 3/7
- 4/7
- 5/2
- 6/6
- 7/5(Tuesday)
- 8/1
- 9/6(Tuesday)
- 10/3
- 11/7
- 12/5

***Pop up Socials

TOP 5 REASONS TO JOIN Women's Council of REALTORS® Mile High

JOIN US
TODAY!

1

TOP REFERRAL NETWORK

- 54% OF MEMBERS SENT 1 OR MORE REFERRALS TO ANOTHER WOMEN'S COUNCIL MEMBER
- \$15,000 AVERAGE COMMISSION FOR WOMEN'S COUNCIL REFERRALS (ESTIMATED)
- ROBUST ONLINE REFERRAL SYSTEM FOR MEMBERS TO CONNECT AND SHARE REFERRALS ON WCR.ORG



2

BUSINESS LEADERSHIP TRAINING

THE COUNCIL OFFERS 1500+ PERSONAL AND BUSINESS LEADERSHIP DEVELOPMENT OPPORTUNITIES ANNUALLY NATIONWIDE. FROM THE FLAGSHIP PMN DESIGNATION, LEADERSHIP INSTITUTE AND NUMEROUS LOCAL, STATE AND NATIONAL EVENTS- WE PROVIDE A PATHWAY FOR YOU TO REACH OUR GOALS



3

OUR NUMBERS TELL IT ALL

- WOMEN'S COUNCIL MEMBERS EARN MORE: \$134,470 AVERAGE | \$87,690 MEDIAN
- WOMEN'S COUNCIL MEMBERS ARE SOUGHT AFTER LEADERS: 65% HOLD LEADERSHIP POSITIONS IN COMMUNITY OR BUSINESS ENTITIES
- WOMEN'S COUNCIL MEMBERS HOLD 20% OF NAR COMMITTEE POSITIONS



4

CONNECTIONS AND CAMRADERY

THE RELATIONSHIPS WITHIN YOUR LOCAL, STATE AND NATIONAL NETWORKS ARE INVALUABLE FOR YOUR BUSINESS AND YOUR LEADERSHIP GROWTH. YOU'LL BELONG TO A NETWORK OF 12,000 MOTIVATED, PROFESSIONAL AND HIGH-ACHIEVING REAL ESTATE PROFESSIONALS.



5

MEMBER BENEFITS PROGRAM

ENJOY DISCOUNTS ON TRAVEL, ENTERTAINMENT, BUSINESS AND A VARIETY OF ADDITIONAL PRODUCTS AND SERVICES. SAVINGS WILL PAY FOR YOUR DUES SEVERAL TIMES OVER!



QUESTIONS?
CONTACT YAZMINA VIALPANDO
MEMBERSHIP CHAIR
BOXSTATEDIGS@GMAIL.COM
(720) 621-8600

- RENTAL CARS
- HOTELS
- SHIPPING
- CLOSING GIFTS
- TICKETS

- OFFICE SUPPLIES
- FLOWERS
- GIFT BASKETS
- PRESCRIPTIONS

#LeadersMadeHere

<https://www.facebook.com/womenscouncilofrealtorsmilehigh>

<https://www.instagram.com/wcsmilehigh/>

What's Your Why?

We interviewed several members as to why they joined, rejoined, or continue to be members of Women's Council Mile High Network and here is what they said.



*Pamala Carter; Realtor, Past President
(member since 2015)*

"I joined to receive referrals, and discounts, which I have received at least two per year. However, I continue to be a member because of the relationships I have created with many members, both in state and out. When I receive an offer or write an offer with a multiple offer situation and I see a WCR member on the other side, I know they will get it done."

*Natalie Davis; Realtor, CAR 2022 Chair Elect
(founding member of Northern Colorado since 2016)*

"Very early in my real estate career I began volunteering for the Realtor Association and realized there was a slight disconnect with the number of women that served in leadership in comparison to the number of women that were practitioners in the industry. With the tagline LEADERS MADE HERE I knew that women's council was where I needed to go to become the industry leader that could make a difference in my life and have an impact on the lives of those around me. Because of women's council, I am the leader that I am today and will be a better leader tomorrow."

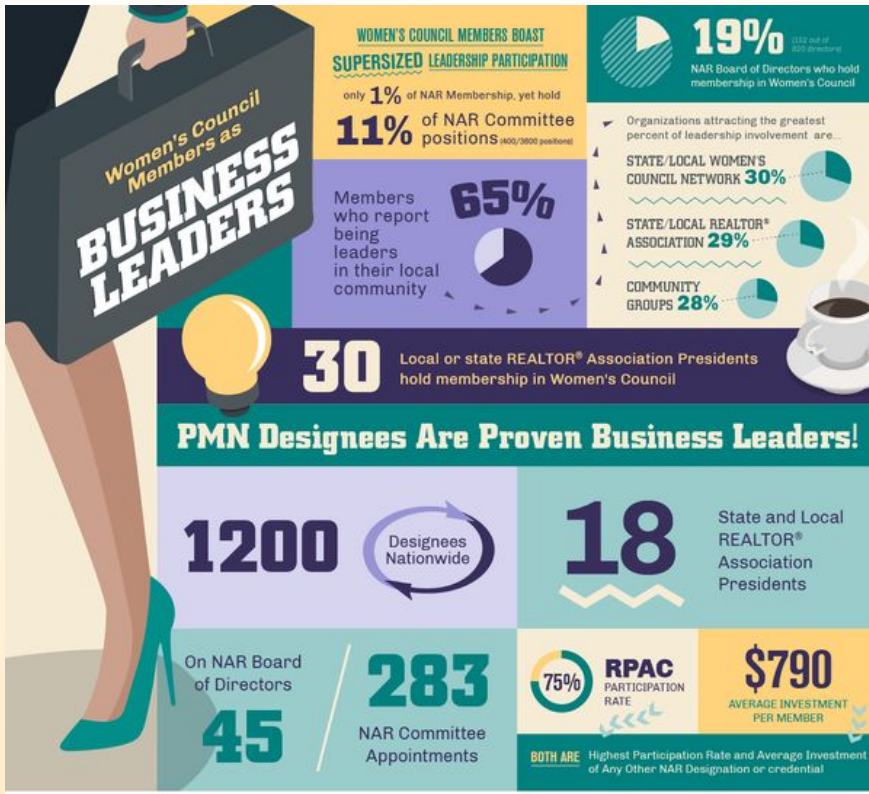


*Kay Watson; Realtor, Emeritus
(member since 1983)*

"I joined because someone asked me to join and invited me to a luncheon meeting. Why have I continued to stay active in WCR? There are many reasons but let me give you a little history. I took some of the leadership and educational courses offered in my first 3 years as a member. I learned so much and met wonderful individuals in those classes and was inspired to get into leadership in my local association.

The rest is history and without WCR I would not have been President of my local Association, State Association, NAR Director and NAR Liaison to Housing and Diversity. The networking opportunities are a way to get to connect with other Realtors and with affiliates from all areas of the real estate industry. It is very comforting to be able to refer my clients who are moving out of state to a WCR member because I know that they will be treated with the same professionalism that I aspire to. It is also a boost to my business to receive a referral from a WCR member. My dues to WCR are an investment in my business and I encourage everyone to stay involved and ask a fellow Realtor to join."





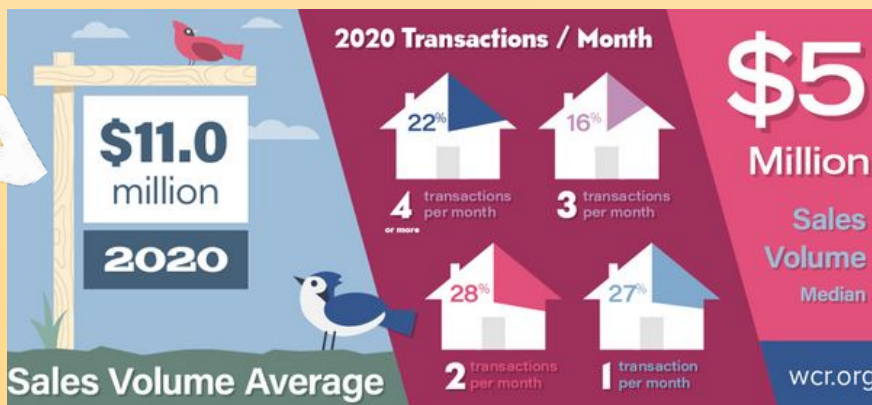
LEADERSHIP



INCOME STATISTICS



BUSINESS GROWTH

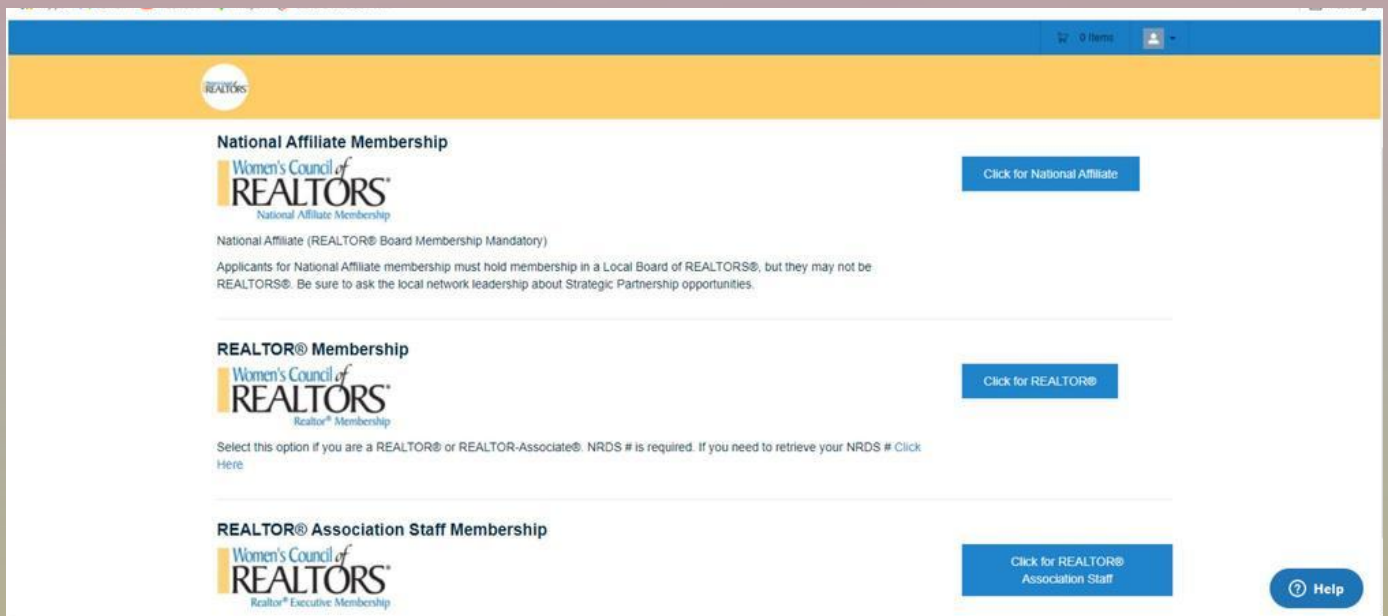


RPAC PARTICIPATION



I'm Ready To Join!

We are thrilled to have you join us in membership at the Mile High Network. We have an exciting year planned and can't wait for you to join the ranks of this dynamic group of individuals!



1. Choose the REALTOR® Membership (2nd option)
 2. Select the state (CO)
 3. Input your NRDS
3. Select your Board Affiliation
4. Select Mile High Network
5. Complete registration (\$244)
6. Our Mile High Membership Director will send you a welcome email.
7. Get Involved!