

Women's Council of
REALTORS[®]
Sussex County

2023 Membership Handbook



#LeadersMadeHere

www.wcrsussexcounty.org



MISSION

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

VISION

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

VALUES

*Power of Relationships
Leadership
Professional Credibility
Diversity
Involvement
Success
Influence*



Sussex County

Welcome New WCR Member,

The Women's Council of REALTORS®, Sussex County, would like to welcome you to our group of REALTOR® professionals. We are excited that you have joined! We trust that this letter finds you mutually excited about your new adventure with WCR events, speakers, and luncheons.

We are committed to providing you with outstanding educational presentations that can help you in your real estate business. In fact, we are able to bring in National Speakers because of the support our organization maintains and the fundraisers we have held in the past.

In this packet, you will find a list of WCR Sussex County Board Members and their contact information. Please reach out to any Board Member and we will try to get your questions answered. We encourage you to get involved by attending our monthly luncheons, networking events, programs, and fundraisers.

In this packet, you will also find information about the Women's Council of REALTORS® and the benefits available to its members. A list of Strategic Partners is also included. These Strategic Partners contribute to our network monetarily and/or by sponsoring events. Please reach out to our Partners and get to know them, as they are eager to assist your clients.

We look forward to seeing you soon and getting to know you better.

Sincerely, Your 2023 WCR Board of Directors

Linda Lizzio, President

Jenn Kukel, President-elect

Robin Bunting, First Vice President

Matthew Trone, Treasurer

Anne Powell, Membership Director

Judy Rhodes, Event Director

Women's Council of
REALTORS[®]
Sussex County

2023 Governing Board



PRESIDENT

Linda Lizzio, Long and Foster, Rehoboth
Mobile: 202-997-1664
Email: linda.lizzio@longandfoster.com
www.LindaLizzio.com



PRESIDENT-ELECT

Jenn Kukel, Keller Williams Realty of Delmarva
Mobile: 410-713-2161
Email: jennkukel@kw.com
www.jennkukel.kw.com



1ST VICE-PRESIDENT

Robin Bunting, Compass Real Estate
Mobile: 302-332-0830
Email: robinsellsdelaware@gmail.com



TREASURER

Matthew Trone, Fitzgerald Financial
Mobile: 443-690-2606
Email: matthewtrone@fitzgeraldfinancial.net
www.fitzgeraldfinancial.net/matthewtrone



EVENT DIRECTOR

Judith M. Rhodes, Century 21 Rehoboth
Mobile: 302-841-3725
Email: judy@c21hometeam.com
www.beaches.c21.com



MEMBERSHIP DIRECTOR

Anne Powell, Coldwell Banker Realty
Mobile: 302-245-9245
Email: anne.powell@cbrealty.com
www.anniepowell.com

TOP 5 REASONS to Join WOMEN'S COUNCIL

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 **1,500+** 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 your 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 position in community or business.
- ▶ Women's Council members hold **20%** of NAR Committee positions.

4 CONNECTIONS AND CAMARADERIE

The relationships within your local, state & 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

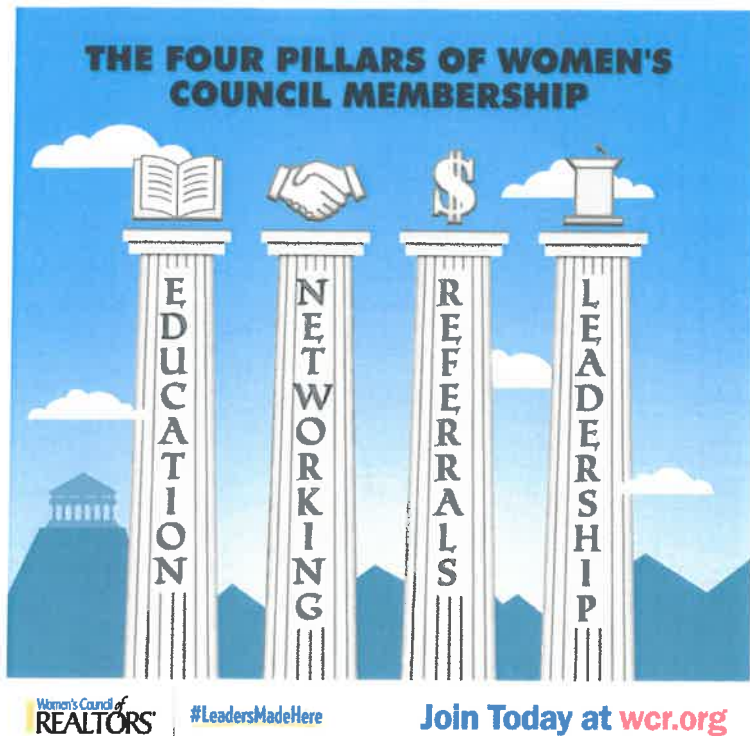
Enjoy discounts on travel, entertainment, business, and a variety of additional products and services.

Savings will pay for your dues several times over!

- ▶ Rental cars & hotels
- ▶ Shipping
- ▶ Closing gifts
- ▶ Tickets

- ▶ Office supplies
- ▶ Flowers
- ▶ Gift baskets
- ▶ Prescriptions





Referrals/Networking

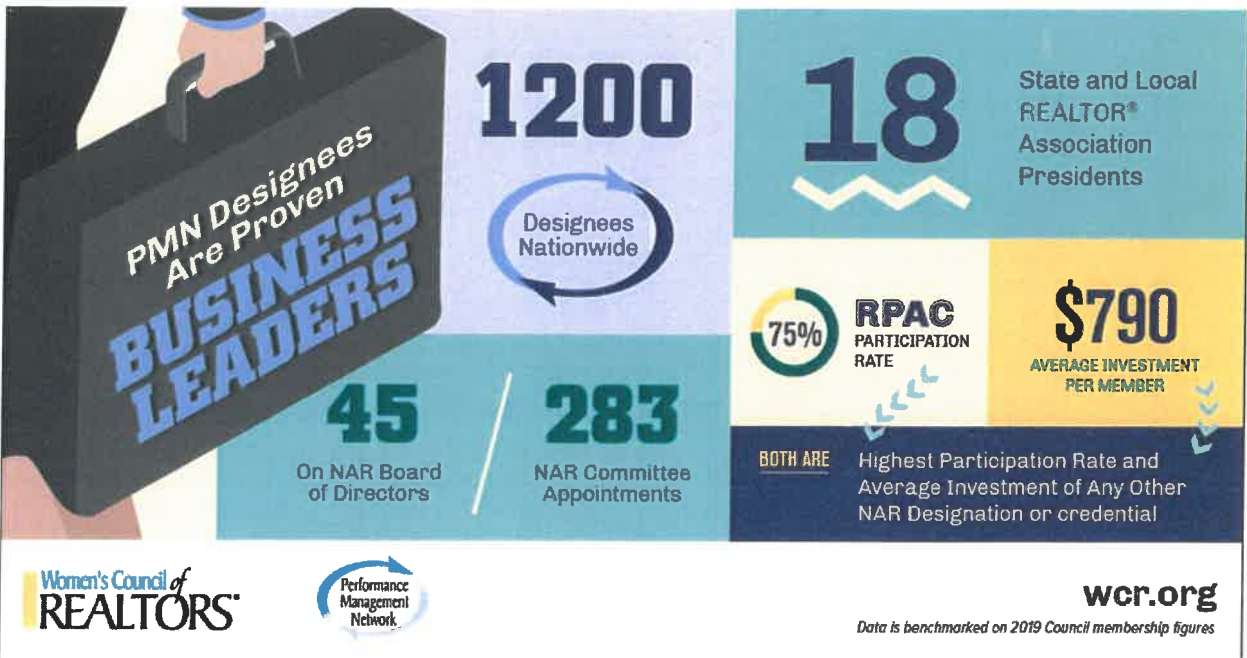
- Networking with others at local, state and national WCR Events
- As a Member of the National Leadership Council
- As a Member of the Performance Management Network
- Setting up a RADIUS Profile

Leadership

- 70% of Members agree that “As a result of my involvement in Women’s Council, I have become a stronger leader and developed advanced leadership skills for my business, community and personal life.”
- 65% of Members report being leaders in the local community
- 19% of NAR Board of Directors are members of WCR
- 11% NAR Committee slots held by WCR members

Education

- Online educational courses and videos can be found at wcr.org
- eConnect Monthly Newsletter with great articles for business/personal growth



Business Leadership Training

As a proud affiliate of the National Association of REALTORS®, Women's Council has been integral in developing local, state and national leaders who serve on various prestigious positions contributing to the real estate industry, their communities and beyond.

- The REALTOR® organization taps Women's Council members for leadership positions, where they are represented in record numbers.
- In community and business, over 65% of members report being leaders.
- Opportunities exist to volunteer and develop leadership skills at all levels of the organization, enhancing your professional reputation and further honing skills that make involvement an integral part of developing personal and professional leadership.
- Over 10% of our members hold some type of leadership position in the organization, and getting involved maximizes your Women's Council experience and opens up doors in your business and real estate.

The Performance Management Network

Powerful professional training that builds business leadership, provides an elite referral network and gives you a competitive edge.

The Performance Management Network (PMN) is the flagship REALTOR® business leadership designation designed to give you practical tools and provide you with access to a nationwide peer network of business leaders.

But Don't Just Take Our Word for It

See what others are saying about the designation and its innovative courses...



"When I look for referrals, I always search for PMN designees first because, in my experience, these are the REALTORS® who don't treat their profession as a job, but rather as their career. Every time I have referred clients to a PMN designee, they have treated my clients the way I would treat them. I never worry that they would do anything less." Chantel Markel, PMN (St. George, UT)

Why Earn the Performance Management Network Designation?

- Enhance your career
- Grow your business
- Expand your sphere of influence

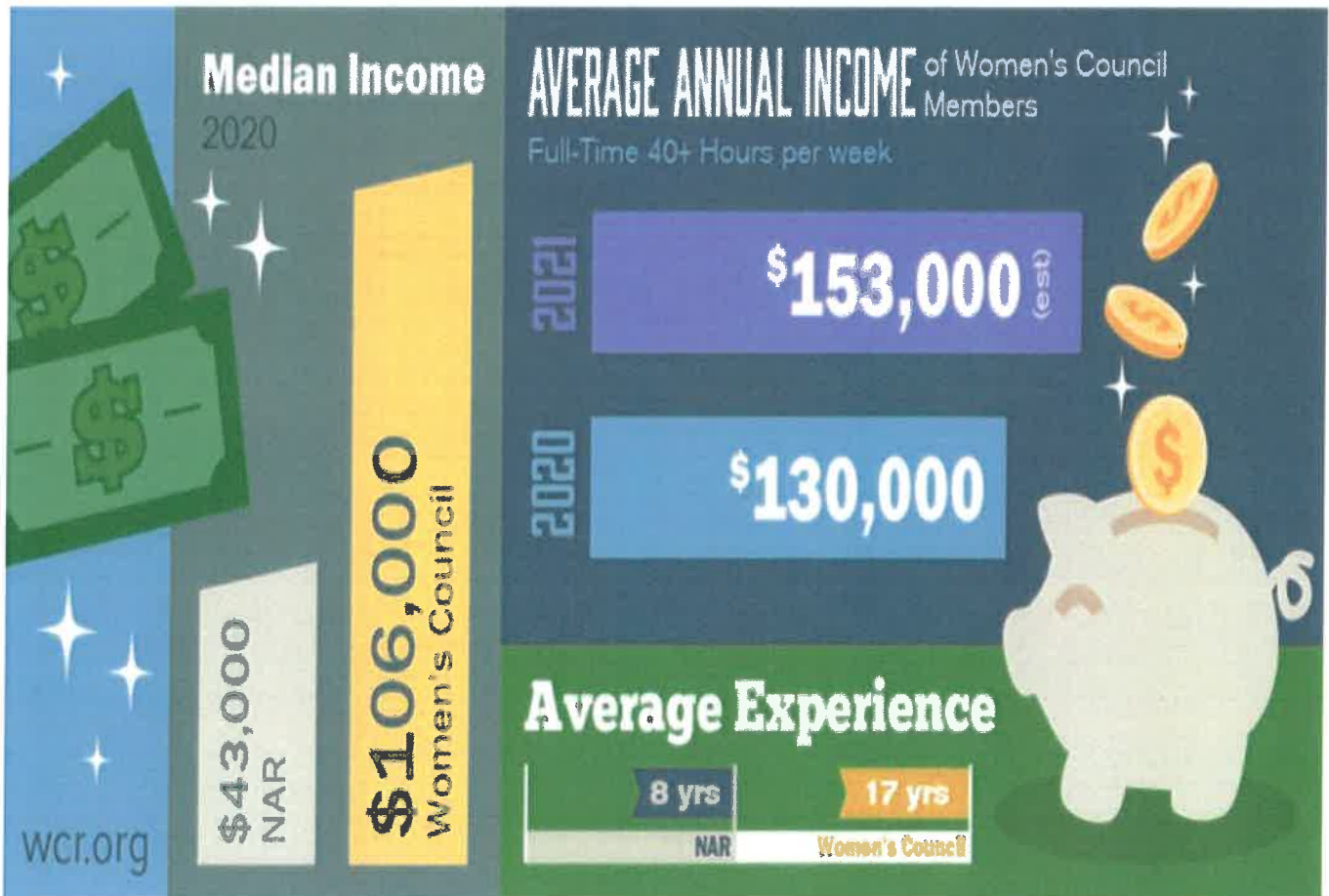
Apply to become a candidate of the Performance Management Network today!

Higher Potential Earnings!

- WCR Members have a HIGHER Median Income than NAR Members!
- WCR Members have MORE THAN DOUBLE the Experience of the Average NAR Member!
- Women Council Members Boast SUPERSIZED LEADERSHIP Participation!



INCOME STATISTICS



Who We Are Today!

- Proud Affiliate of National Association of REALTORS
- Headquartered in the REALTOR building in Chicago
- Nationwide Network of 10,000 REALTORS
- 250 Networks in 40 States
- 65% of our members hold positions in their local communities
- 23% of Women Council members serve on NAR Committees
- Women's Council members earn more than the average National Association of REALTORS member



Virtual Member Benefits

Virtual MEMBER BENEFITS

← Bridging the social distancing gap →

VIRTUAL EVENTS

30 virtual events (either scheduled or recorded) since March 17th, touching 1,000 members per week

Includes:

- Happy hours (social)
- Yoga (well-being)
- Timely topics (health, corona-virus, crisis management)
- Our typical business topics



MEMBER FINDER

Online Community
Referrals
Enhanced Public Profile

Powered by



SOCIAL MEDIA



PODCASTS

Subscribe today and listen to your peers and why they are #LeadersMadeHere.

Listen on
Apple Podcasts

iHeartRADIO Spotify

OTHER VIRTUAL TOOLS

For Members

- eConnect (monthly)
- #LeadersMadeHere profiles (weekly)
- Online PMN courses

For Network Leaders

- Road Map (weekly)
- Women's Council Wednesdays (weekly)
- Social distancing tool kit



NATIONAL EVENTS

Virtual Midyear meeting in May.



ACCESS ALL BENEFITS TODAY!

Women's Council of
REALTORS®

#LeadersMadeHere

wcr.org/virtual-benefits



YOUR DUES ROI CALCULATOR

(Based on \$200 annual dues)



ACTION	SPEND AMOUNT	SAVINGS	YOUR DUES ROI
See a movie at major chain	\$20	25%	2.5% each movie ticket!
Use Ace Hardware discount for home improvement	\$1,700	12%	100% ROI
Send flowers and/or buy closing gifts	\$1,000	20%	100% ROI
Get Annual membership to Sam's Club	\$45	\$20	10% ROI
Print out Office Depot discount card: get coupon plus automatic savings	\$100	\$25	12.5% ROI plus discounted prices!
Go to Disney!	Ticket prices vary by date!	Up to \$80 off gate prices	40% each Disney ticket
Safety App	\$0	\$50	25%
Do a member-to-member referral on Radius			Priceless!
Network, engage, volunteer and be active in local network			Priceless!

Women's Council of
REALTORS®

Join or Renew Today:

wcr.org



Take advantage of your Women's Council of REALTORS® membership with Radius Agent.



Community

Broadcast your questions, suggestions, buyer needs, and listings to your Women's Council community.



Assist

Need help qualifying leads? We've got you covered. We'll engage your new or old leads with our well-trained ISA team.



Marketplace

Accept leads matching your preferred lead type, area, and budget. Refer out leads to earn 25% at closing.

Women's Council member-to-member referral platform is complimentary and a benefit of membership.

As a Women's Council member, you'll receive a special discount off our Radius Assist program.
Click here to schedule a call to get started!

bit.ly/radius-wcr

Contact us: wcr@radiusagent.com

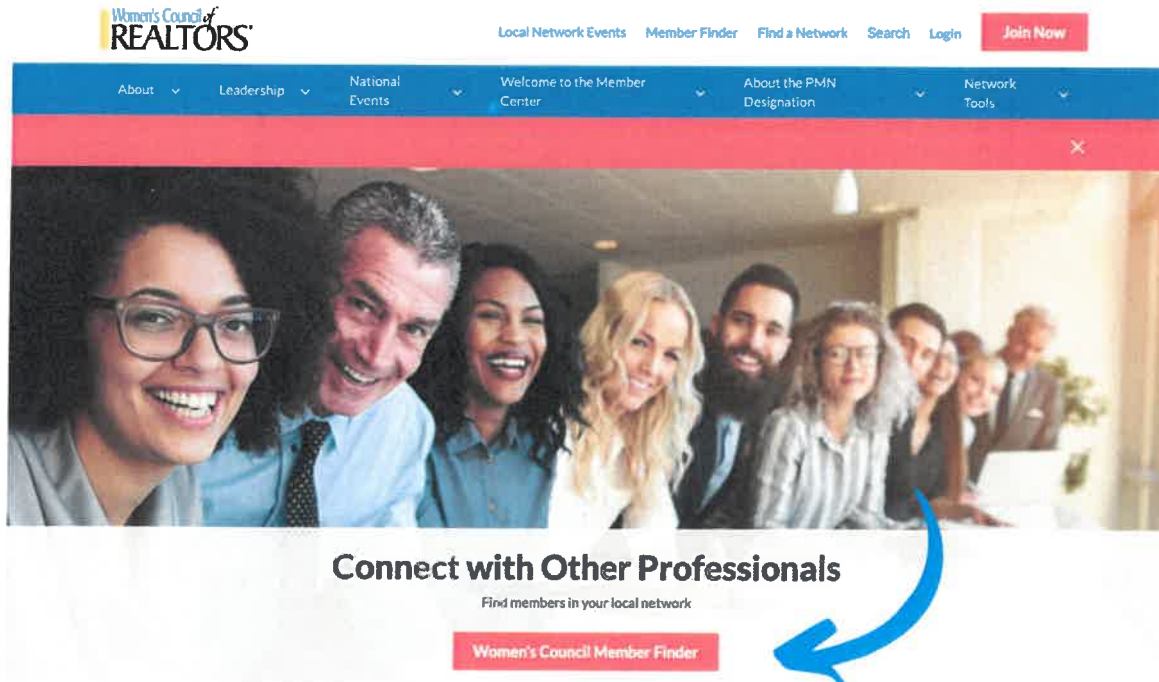
Learn more: radiusagent.com

Search 'Radius Agent' in the app store.

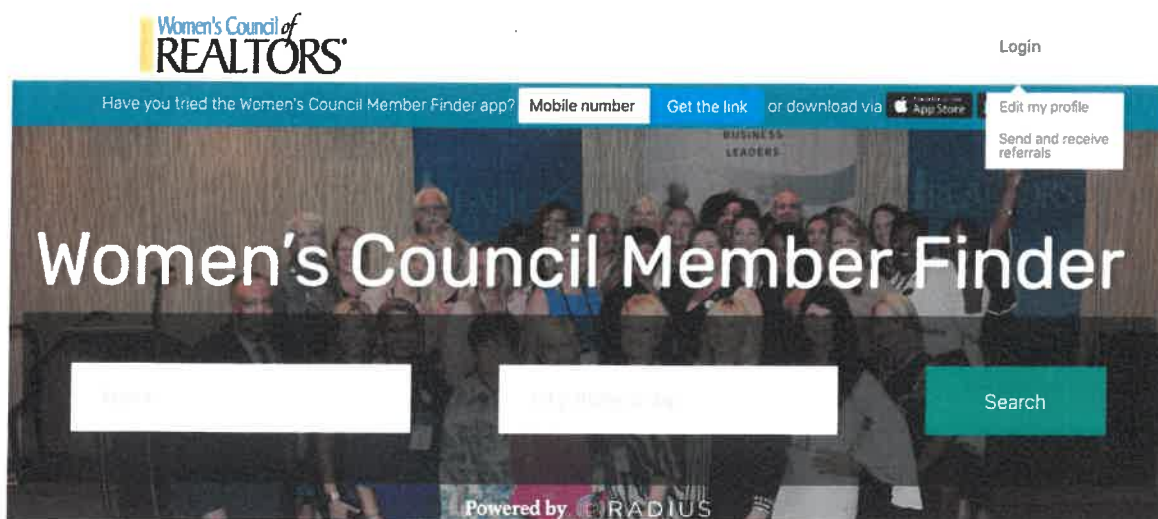


Claim Your New Women's Council Profile Powered by Radius

1 Go to <https://www.wcr.org>

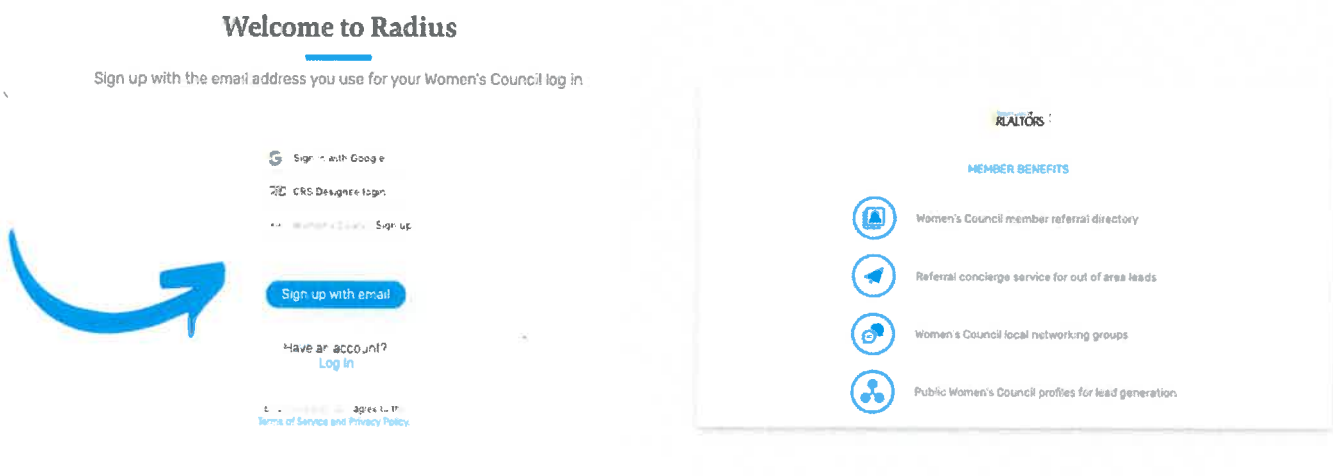


2 On this page be sure to click "Women's Council Member Finder"

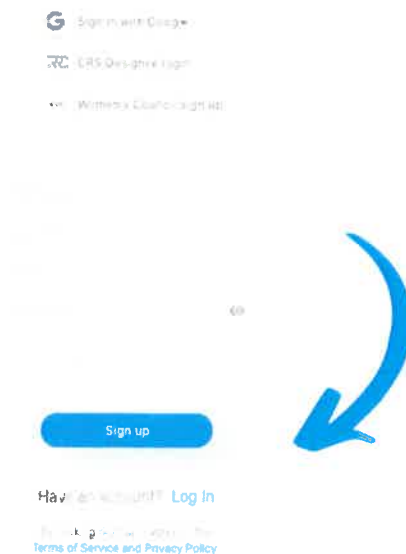


3 Click Login and select "Edit Profile"

4 On this page be sure to click **"Women's Council Sign Up"**



5 Enter in your first and last name and then be sure to use the same email address and password you use for Women's Council and then click **"Sign Up"**



6 Once you're in, click on view profile on the top right to take a look at your profile. To make any edits follow our guide here: <http://bit.ly/edit-profile-wcr>

If you have any questions please send us an email at wcr@radiusagent.com

TOP 5 REASONS to Join WOMEN'S COUNCIL

For full member benefits, visit wcr.org/about/benefits

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 **1,500+ 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 your 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 position** in community or business.
- > Women's Council members hold **20% of NAR Committee positions**.

4

Connections and Camaraderie

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 10,000 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!

- > Rental cars & hotels
- > Shipping
- > Closing gifts
- > Tickets
- > Office supplies
- > Flowers
- > Gift baskets
- > Prescriptions

Stay Connected

[#WomensCouncil](https://www.instagram.com/WomensCouncil) & [#LeadersMadeHere](https://www.instagram.com/LeadersMadeHere)

 /wcrfans

 @WomensCouncil

 @WomensCouncil

NEW MEMBER APPLICATION

You can also join online by clicking "join now" at wcr.org

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

For more information email wcr@wcr.org or call toll free **800.285.2955** M-F 8:30-5:00 CST.

Name

Company Name

COMPANY

Address

City

State

Zip

Phone 1

Phone 2

Email

Website

RESIDENCE

Address

City

State

Zip

I would like my mail sent to: Company Residence

Local Network you are joining

Sussex County, DE

Association of REALTORS® in which you hold membership (required)

SCAOR

Type of Membership: REALTOR® REALTOR-ASSOCIATE® Affiliate

Were you a member over the past year? Yes No

REALTOR® Designations you've earned

NRDS ID#

DUES AMOUNT OWED

National Dues	\$	140
State Dues	\$	20
Local Dues	\$	
TOTAL DUES	\$	160

METHOD of DUES PAYMENT

- Check enclosed, payable to "WCR" for: \$ 0
- Yes! I would like to join Women's Council by credit card.
Please process national dues (\$140), plus local and state dues, as indicated by local network I am joining.

If paying with credit card, please complete the following:

Visa MasterCard American Express Discover

Card Number (if you prefer that we contact you, write "CALL") Expiration Date Sec Code

Payment Amount Authorized Signature

\$ 0

Please send completed application and check to:

Women's Council of REALTORS® | 430 N. Michigan Ave. | Chicago, IL 60611 or you may email to wcr@wcr.org.



We extend a BIG Thank you to our 2022 Strategic Partners!

Gold Strategic Partners

Creative Concepts, Pat Purdum

Crown Home Mortgage, Bethani O'Neill

Fitzgerald Financial Group, Matthew Trone

Law Office of Giordano, DelCollo, Werb & Gagne, LLC, Debi Galonsky & Kate Crawford

Preferred Rate, Pam Robichaud

Law Office of Scott & Shuman, P.A., Billy Scott & Dan Conway

State Farm Insurance, Kim Benton

Silver Strategic Partners

Amerispec Inspection Services, Cheryl Myers

Chase Bank, Deb Levy

Cross Country Mortgage, Joe Della Torre

Cutko, Lindsay Pacheko & Russell Wimbaugh

Embrace Home Loans, Wendy Smith

**Law Office of Sergovic, Carmean, Weidman, McCartney & Owens, P.A. ,
Shannon Carmean Burton, Sue Gambacorta**

Law Office of Ward & Taylor, Meghan Hudson & Nancy Law

Law Office of Weidman & Townsend, P.A., Susan Weidman & Veronica Townsend

Movement Mortgage, Pam Rocco

Bronze Strategic Partners

CK Capital Management, Bill and Denise McCormick

Direct Mortgage Loans, LLC, Katie Sheats

Fairway Independent Mortgage Corp., Gail Alm & Pam Rossi

First Shore Federal, Diane Koch

Heather's Home Works, LLC, Heather DeMarie

Lane Builders, LLC. , Jeff Burton

Sussex County Association of REALTORS, Stephanie Moody