



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

# **NEW MEMBER PACKET**



# Women's Council members create results for **YOU.**

*As a member of Women's Council of REALTORS®, I belong to an elite group of business leaders, a network of successful REALTORS®, advancing women as professionals and leaders in business, the industry and the communities we serve.*

## Women's Council Difference

### Women's Council members.....

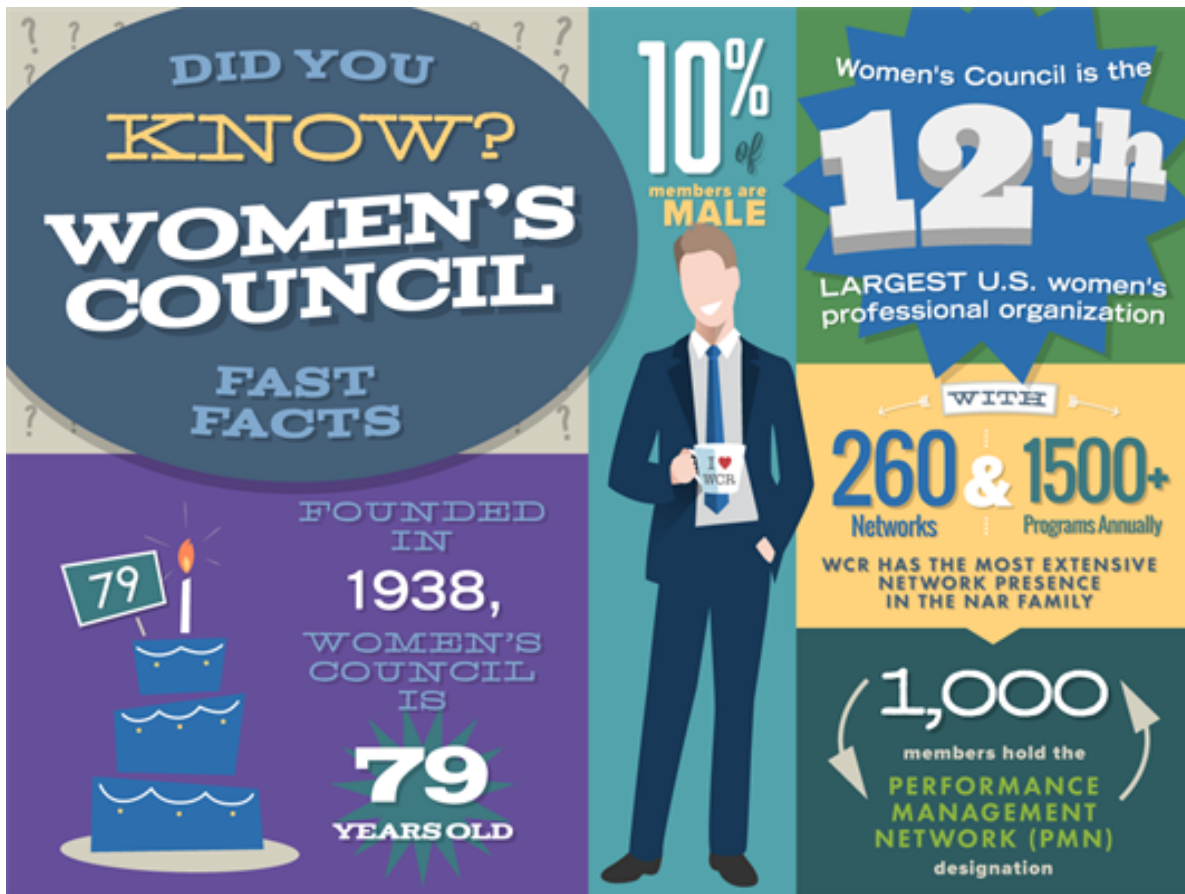
- **SELL MORE.** Women's Council member average sales volume is \$6.3 million annually, more than 3X that of a typical REALTOR® (\$1.7 million). Women's Council members create results!
- **ARE SEASONED PROFESSIONALS.** 70% of Women's Council members have been selling real estate for 10 or more years. Women's Council members have the experience!
- **WORK HARDER FOR YOU.** The average workweek of a Women's Council member is 48 hours per week, 8 more than the average REALTOR®. Working hard for you!
- **CONNECT YOU.** ½ of Women's Council members business comes from referrals, and part of an 11,000 member network and support system. Whether it's across town or cross-country, the network is wide, deep, loyal and active and can connect you to all your real estate needs!
- **ARE ANCHORS IN YOUR COMMUNITY.** 65% of Women's Council members hold leadership positions in their local community (e.g., school board, government, etc.), making them respected professionals. Women's Council members have a long-term stake and reputation in you and your community.

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[www.Osceolawcr.com](http://www.Osceolawcr.com)

[WCROsceola@gmail.com](mailto:WCROsceola@gmail.com)

# Women's Council of Realtors offers top notch leadership training.

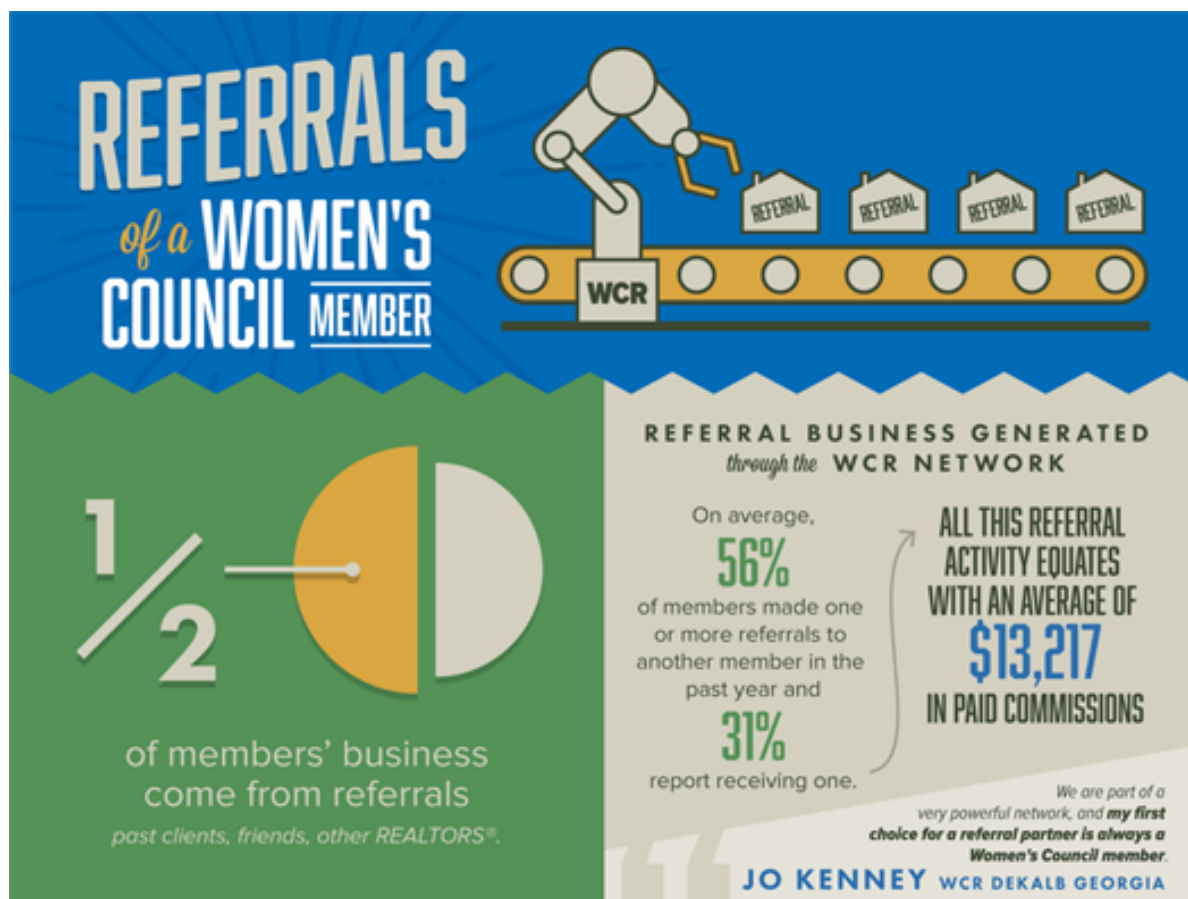




**Women's  
Council  
Members are a  
Strong Network  
of Leaders and  
Professionals**

**Women's Council  
Members Work**

**Together And Refer To Each Other**  
**Often, both locally when there is a need ,**  
**and across the state and USA**



## GET STARTED With Women's Council Osceola! In Several Easy Steps!

**STEP 1.** One of the first things you want to get in place is your profile on our National Women's Council Of Realtors Website so you can start receiving and sending business to business referrals to fellow WCR members. Go To [www.OsceolaWCR.com](http://www.OsceolaWCR.com)  
You will want to sign up, your membership information will already be listed there, you just need to add your picture, and your bio.



**STEP 2.** The second thing we recommend you do is go to the APP store and download the Women's Council Of Realtors APP so you have all the resources you need, right on your phone (Android and iPhone compatible)

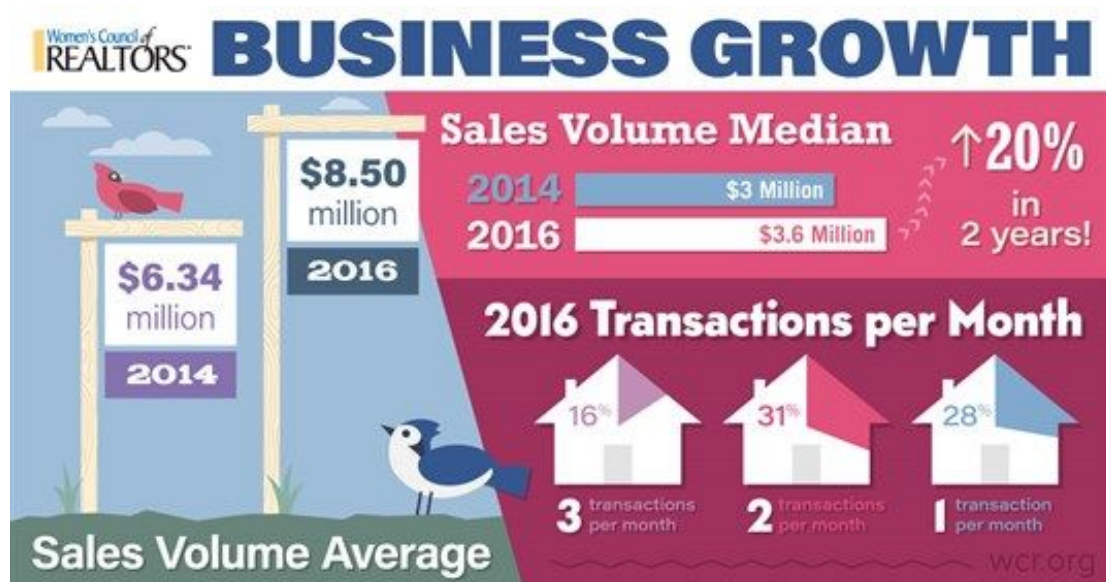
In 2003 we launched an entirely new REALTOR® designation, the [Performance Management Network](#). The first course in the new



## **STEP 3.** JOIN A PROJECT TEAM! Women's Council needs YOU! Yes..

you are a very important part of our network, the BEST way to dive in and play 100% is to join a Project team. Project teams accomplish and put on our great events you can sign up and help on one or more project teams a year! Feeling like building your leadership skills? We are always open to New ideas! After all new ideas is how our network continues to grow and develop business leaders. Our current project teams are Golf Tournament project team, Purse Auction team, Installation Team, Fundraiser Team, Member only event teams and more! Inquire with anyone from the board for details!

## **STEP 4.** When you log on to [www.OsceolaWCR.com](http://www.OsceolaWCR.com) listed there are our upcoming events! Members of Women's Council Of REALTORS get access to member only exclusive events, discounted industry event tickets, and exclusive networking opportunities with other like-minded individuals. Mark those dates in your calendar right away, and when available, go ahead and register as soon as possible!



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**STEP 5.** Make any State of Florida REALTOR event a **MUST ATTEND!** Did you know that Mid Florida Winter Meetings, hosted by Florida Realtors is **FREE** for Women's Council members to attend? The Florida REALTOR event in August is also a must attend **FREE** for WCR members! . Attending this event allows you to get the big picture of what Women's Council of REALTORS has to offer, and **AWESOME** networking opportunities with Women's Council OF REALTORS around the state! Even better is our national events held in Washington DC each Spring, and Nationally in November.

**STEP 6.** Go back on to [www.WCR.org](http://www.WCR.org), Log in and get your discount code!

Women's Council Of REALTORS save on many of those business and travel items that come up!







## **WANT TO REALLY TAKE YOUR REFERRAL OPPORTUNITIES TO THE NEXT LEVEL?**

### **EARN YOUR PMN DESIGNATION!**

**Why work with a Performance Management Network (PMN) Designee? A REALTOR® who holds the PMN designation:**

- **SELLS MORE.** PMN designees average sales volume is \$6.3 million annually, more than 3X that of a typical REALTOR® (\$1.7 million). Specialized training includes: negotiation, running a business, referrals, and business leadership.
- **IS A SEASONED PROFESSIONAL.** 70% of PMN designees have been selling real estate for 10 or more years. PMN designees have the experience, and must meet transactional and business leadership benchmarks to obtain the designation.
- **WORKS HARDER FOR YOU.** The average workweek of a PMN member is 48 hours per week, 8 more than the average REALTOR®. Working hard for you!
- **CONNECTS YOU.** Over ½ of a PMN designee's business comes from referrals, and part of a larger 11,000 member network and support system. Whether it's across town or cross-country, the network is wide, deep, loyal and active and can connect you to all your real estate needs!
- **IS AN ANCHOR IN YOUR COMMUNITY.** 65% of PMN designees hold leadership positions in their local community (e.g., school board, government, etc.), making them respected professionals. PMN designees have a long-term stake and reputation in you and your community

**TYPICALLY AT FAR MEETINGS IN JANUARY, AND AUGUST ALONG WITH NATIONAL MEETINGS,  
THEY OFTEN HOLD PMN CLASSES TO HELP TOWARDS YOUR DESIGNATION!**

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