

**2016 WCR Calendar of Events**

Rev 12/15

**January**

7 Board Meeting, Coldwell Banker 4-5pm

12 Wine Festival Meeting Keller Williams 4-5pm

21 **TOP PRODUCER PANEL: Masters & Millenials**

Lunch North Ranch CC 12:00 -1:30

23-25 WCR State Meetings, Anaheim

**February**

2 CSMAR new members

11 Board Meeting, 4-5pm

18 **How to Articulate Your Value: Kathy Mehringer**

North Ranch CC 12;00 – 1:30 pm incl lunch

**March**

1 CSMAR new members   
2 **Economic Forecast: with Leslie Appleton-Young & Gov Hutchinson**

**North Ranch Country Club 12-2pm incl lunch**

10 Board Meeting, 4-5pm

18 **Buyer Representation in New Home Sales (Mixer)**

Moorpark Toll Brother New home site 12-2pm

**April**

5 CSMAR new members

14 Board Meeting, 4-5pm

24-25 WCR State Meeting, Sacramento

26 **WENDY FORSTHE   
How to Grow Your Business Through Facebook**

North Ranch CC 11:30 -1:30pm

**May**

3 CSMAR new members

5 CSMAR Expo

11-15 WCR National Meeting, Wash DC

19 Board Meeting, CB 4-5 pm

24 **Terri Sjodin NEW SALES SPEAK**

**June**

7 CSMAR new members

9 Board Meeting, 4-5pm

21 **NEGOTIATION with John Wenner**  North Ranch CC 11:30 -1:30

**July**

5 CSMAR new members

14 Board Meeting, CB 4-5pm

**WCR Expo Mixer & Realtor Safety Date TBD**

**August**

2 CSMAR new members

11 Board Meeting 4-5pm

5-7 WCR Leadership Academy, Chicago(Joanne)

18 **Wine Festival** 5:00-8:00pm at O’Gara Coach

**September**

6 CSMAR new members

8 Board Meeting, 4-5pm

20 **Be True To Your School**

25-26 WCR State Meeting, Long Beach

**October**

4 CSMAR new members

13 Board Meeting, 4-5pm

**TBD MAYOR ROUNDTABLE**

**Possible Dates: 11,13,18,20**

**Novembe**r

1 CSMAR new members

3-6 WCR National Meeting, San Diego

10 Board Meeting, 4-5pm

17 Installation & Award Dinner

24 THANKSGIVING

**December**

8 Board Meeting, CB 4-5pm