Welcome to Fall ladies and gentlemen! I hope that you have all had an amazing and successful Summer! For me it was a whirlwind that came and went before I even realized it. I found myself, at times, wanting to run away from it all BUT my family, friends and faith kept me going...I just kept telling myself that it was better to be crazy busy than deader than a doornail! Time flies when you are having fun, right?!!

As my time as President is coming to an end I can say with all certainty that the time has flown by! We have had our share of good times, trying times and more importantly, astounding times, and I’ve enjoyed every single second of it. As we prepare to “pass the torch” to the next group of Executive Officers I am so filled with joy and continued hope for our Chapter.

We have our first education class scheduled as well as some great meeting programs for the end of the year. Our very special State Chapter President, Sharon Morton, will be here in December to install our new Officers and to share some insight on Women’s Council. We will also be pinning the new members who have joined our group since the last pinning service. If you are a current member and have not received your pin, please let one of us know so that we can be sure you are pinned in December!

Be sure to mark your calendars for our Second Annual Mistletoe Market on November 22nd. We already have a variety of wonderful vendors that will be joining us. If you, or someone you know, would like to participate as a vendor please contact our Ways & Means Chair, Kristi Fox. This will be a perfect time to hang out with some fantastic people AND do some Christmas shopping. What more could you ask for?

Have an extraordinary Fall! Until next time!

A Message from the President... by Melissa Clinton

EDUCATIONAL VIDEO:

MAKE OUR MARKS REMARKABLE!

http://www.realtor.org/logos-and-trademark-rules/make-our-marks-remarkable

Upcoming Events:

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<th>Event</th>
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<tr>
<td>Business Resource Meeting</td>
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<td>Performance Management MCE Course</td>
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<tr>
<td>Business Resource Meeting</td>
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<td>Mistletoe Market</td>
<td>11/22</td>
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<td>Awards &amp; Installation Business Meeting</td>
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All of our upcoming Business Resource Meetings will be held at Briarcrest Country Club, in Bryan, on the second Wednesday of every month. Breakfast will be served at 8:30 am with the Program beginning at 9 am. If you have any suggestions for programs please contact one of our Executive Board Members. We look forward to seeing you at our meetings!
Tips for a Smooth Registration

The Women's Council headquarters hotel, the New Orleans Marriott, will fill up quickly so be sure to register early. When registering for the conference be sure to mark "WCR" as your primary affiliation. WCR receives a portion of each registration marked "WCR." This helps to cover costs and gives you access to the Women's Council hotel room block. Be sure to share this information with other agents in your office and members of your chapter.

You will be given two options when registering. The "WCR Only" $340 registration fee gives you access to WCR education and programming (excluding ticketed events), as well as the Expo. The "Premier Access" $400 registration fee gives you access to all NAR and WCR education and programming (excluding ticketed events). Choose the "WCR Only" registration if you're not planning to attend NAR programming, want to support WCR and save $60.

Get your WCR Brazos Valley T-Shirt before they are all gone! Our t-shirts are $12. Please contact Gloria Medina if you would like to purchase a

EDUCATIONAL CLASS COMING SOON!

WCR Brazos Valley proudly presents our first Performance Management Course!

This engaging and interactive course focuses on proven leadership principles and practices: leading through adversity and conflict, empowering teams and understanding and working effectively with different personalities from a leadership perspective. You'll also gain new understanding of the importance of emotional intelligence and its role in successful leadership. This course will help you uncover your own leadership strengths and then develop a personalized plan of next-level action.

This course will help your leaders obtain Leadership Excellence. REALTORS® will receive seven hours of MCE credit. The course will be held on October 23rd from 8AM - 4:30PM at Hawthorne Suites, College Station, Texas. Cost is $145 for WCR members and $155 for General Public. Breakfast refreshments and lunch will be provided. For more details, log on to:

http://www.wcr.org/chapter-sites/texas/brazos-valley/events/leadership-pmn-class-(1481455772)/

For more information on the Women's Council of REALTORS® Performance Management Network designation, please log on to:

http://www.wcr.org/our-designation/
WCR Congratulates Our New Moms and Mom-to-Be!

Kevin Vince born to Ro Pierce on March 27th!
Elliot Paige born on August 4th to Tara Venghaus!
And Sophia is on her way to Mom, Kathy Turner, any day now!

We’d like to congratulate all of our Moms on their new bundles of joy. We wish you all the very best!

From, your WCR family

Strategic Partner Spotlight

We’d like to thank our Partners for all of their support and dedication to our Chapter. You have played an invaluable part in our success!

Tips for Holding a Safe Open House

Open houses can be a great sales tool—but hosting one also exposes you to numerous unfamiliar people for the first time. Take these steps to stay safe:

If possible, always try to have at least one other person working with you at the open house. Check your cell phone’s strength and signal prior to the open house. Have emergency numbers programmed on speed dial. Upon entering a house for the first time, check all rooms and determine several “escape” routes. Make sure all deadbolt locks are unlocked to facilitate a faster escape. Make sure that if you were to escape by the back door, you could escape from the backyard. Frequently, high fences surround yards that contain swimming pools or hot tubs. Have all open house visitors sign in. Ask for full name, address, phone number and e-mail. When showing the house, always walk behind the prospect. Direct them; don’t lead them. Say, for example, “The kitchen is on your left,” and gesture for them to go ahead of you. Avoid attics, basements, and getting trapped in small rooms. Notify someone in your office, your answering service, a friend or a relative that you will be calling in every hour on the hour. And if you don’t call, they are to call you. Inform a neighbor that you will be showing the house and ask if he or she would keep an eye and ear open for anything out of the ordinary. Don’t assume that everyone has left the premises at the end of an open house. Check all of the rooms and the backyard prior to locking the doors. Be prepared to defend yourself, if necessary.

(Sources: Washington Real Estate Safety Council; City of Mesa, Arizona; Nevada County Board of REALTORS®, Georgia Real Estate Commission)

Visit NAR’s REALTOR® Safety Website at www.REALTOR.org/Safety
This article is part of the NATIONAL ASSOCIATION OF REALTORS® REALTOR® Safety Resources Kit.
Dimensions of the Chapter Experience:

- **If you attend chapter meetings...**
  We will help you acquire new skills to meet today’s professional challenges.

- **If you make it a point to sit with people you don’t know...**
  We will increase your referral business and, sometimes, become friends for life.

- **If you decide to participate, even if only in a small way...**
  We will help you define and reach your next level of achievement.

- **If you keep in touch with other members...**
  We will encourage you when you are down and cheer you on when you succeed.

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**CONGRATULATIONS 2015 EXECUTIVE BOARD**

**President:** Amy Supak  
**Parliamentarian:** Robert Adams  
**President-Elect:** Kathy Turner  
**Vice President of Membership:** Sheri Ginn  
**Secretary:** Gloria Medina  
**Treasurer:** Melanie Becka

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**WHY WCR? WE KNOW HOW TO DO IT RIGHT! COME JOIN US!**

**HAPPY FIRST BIRTHDAY!**