

TWO-THOUSAND TWENTY ONE

STRATEGIC PARTNER SPONSORSHIP OPPORTUNITIES





AS A
STRATEGIC
PARTNER
OUR
NETWORK
GIVES YOU A
PLACE TO BE
VISIBLE AND
CONNECT!

VISIBILITY FOR YOU

We understand the importance of being in front of others and having opportunities to connect.

Here are a few ways you can utilize our network and our events to build your business.



NETWORKING



SOCIAL MEDIA



CONNECTIONS



VIDEO & LIVE STREAM

NETWORKING

Volunteering at events offers the highest rate of return for our strategic partners. Whether you sponsor, volunteer or attend, the more areas you show up in, the more your brand recognition will grow.

SOCIAL MEDIA

We love to recognize our strategic partners when they join, on their birthday, when they refer an agent or when they sponsor, volunteer or participate in one of our events. This third party credibility can help you grow your brand and your reach.

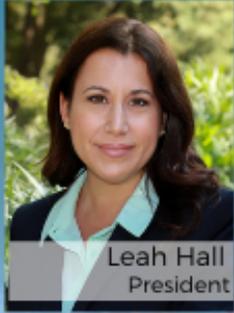
CONNECTIONS

Are you good at connecting but you need more experience doing it in front of groups? Take our flyers with you on the go and present our events at meetings, broker previews, caravans and industry events. As you plug and share, you're sure to connect!

VIDEO & LIVE STREAM

In 2019 we began interviewing our Strategic Partners and we are ready to elevate our skill sets in 2020! Our events will now offer live feed to paid participants. The live feed video will be uploaded the following year on our YouTube channel for continued exposure.

OUR
CALENDAR
AT A
GLANCE
OFFERS A
QUICK
SNAPSHOT
OF OUR
PLANS FOR
THE YEAR
AHEAD.



Leah Hall
President



Mickey Tameifuna
President Elect



Barbara Adams
Secretary



Jan Kane
Treasurer



Mary Ann Cardullo
Events Director



Brandi Zamora
Membership Director

ZOOMTASTIC TRAINING SCHEDULE

JANUARY

21ST

11:30AM - 1:00PM

A LOOK BEYOND 2020: A JANUARY HEALTH & WELLNESS EVENT

Join us as we learn explore wellness as it pertains to the physical, mental, nutritional and financial aspects of our lives. Our panelists include: a personal trainer, a Wellness coach, a chiropractor and a financial coach. .

FEBRUARY

17TH

11:30AM - 1:00PM

FORECLOSURES - A TIDAL WAVE OR A TIDE POOL?

Join us for an economic update and find out which way real estate is projected to trend.

Featuring speakers: Gov Hutchinson and Jordan Levine.

MARCH

18TH

11:30AM - 1:00PM

HOME WARRANTY & NHD 101

Even the most seasoned agents give out the wrong information. "It's covered by the home warranty", they'll say. Yes, even the most seasoned agents say these things. Join us for this informative class for the basics on what home warranty covers, why understanding the NHD is so important to the purchase process and stay ahead of your competition. Even if your competition is seasoned!

APRIL

22ND

11:30AM - 1:00PM

TOM FERRY'S GUIDE TO BECOMING THE WEALTHY AGENT

Looking for guidance on how to increase revenue and build long-term wealth in the real estate industry? Join us as we explore a guide on how to become a wealthy agent.



ZOOMTASTIC TRAINING SCHEDULE

MAY

RETIREMENT, TRUST PLANNING AND HEALTH CARE

14TH

11:30AM - 1:00PM

Join us as we learn the in's and out's of how to best prepare for retirement. While some of us may feel like there is "plenty of time", we will learn from the experts how planning ahead is not only beneficial, but necessary. Learn how to protect yourself and your clients in this information packed training.

JUNE

WHERE "AS-IS" IS NOT ALWAYS "AS-IS"

17TH

11:30AM - 1:00PM

Join MaryAnn Cardullo of Compass as she teaches us how to leverage the request for repair conversation during your listing appointment. She'll also detail how to prepare a request when repairs are needed and using the appraisal as leverage. She'll also share what happens when we don't prepare one appropriately. Learn how to protect yourself and your clients from future liability in this information packed training.

JULY

PAST PRESIDENTS PANEL: WHY CHOOSE LEADERSHIP?

15TH

11:30AM - 1:00PM

Have you ever struggled with your confidence in your business? Do you need a place where you can build a referral base? Are you looking for strong women to help you grow your brand, your business skills and increase your profit margins? Join this past Presidents panel and hear how these ladies elevated their brand, their business and their referrals through their Presidency with Women's Council of Realtors.

AUGUST

MIRROR MIRROR ON THE WALL

19TH

11:30AM - 1:00PM

What you see in the mirror may not be what your clients see. Join Gregory, a Nuero Linguistic specialist as he helps us navigate matching and mirroring and building rapport with prospects, ultimately converting them into clients! His Real Estate Coaching approach goes deep into the psychology of buyers and how we can better connect to close.



ZOOMTASTIC TRAINING SCHEDULE

SOCIAL MEDIA MARKETING-STOP IT!

SEPTEMBER

16TH

11:30AM - 1:00PM

As social media becomes the new medium for marketing, what we post can actually hurt us. If you have ever brag posted your "Just Listed" or "Sold in just 5 days with 10 offers" you'll be surprised to hear how much business you could be missing out on. Join us for Leigh's soapbox as she helps us navigate the do's and don't's of social media marketing.

OCTOBER

21ST

5:00PM - 7:00PM

2ND ANNUAL: IT'S 5 O'CLOCK SOMEWHERE, BINGO NIGHT!

Are you ready for to enjoy some time off? So are we! Put on your vacation clothes, grab your favorite vacation drink and join us for this fun online BINGO event.

There will be music, laughter, friendly competition and prizes! Don't forget your Swag Bag!

NOVEMBER

17TH

11:30AM - 1:00PM

USING THE 203K TO BUILD ADU'S

Frank is not your typical home inspector. He specializes in FHA 203k inspections, one of the most under utilized loans in our business. He will talk about how the 203k loan can be used to build an ADU **with** the purchase loan. We will also have Cameron with ADU West Coast join us to talk about the process of building an ADU and the cost, as well as some challenges that may arise.

A SNEAK PEAK AT YOUR 2021 EVENTS

CALENDAR AT A GLANCE

ST. PATRICK'S DAY BURGERS AND BINGO!

MARCH

LOCATION: TBD

Date: March 16, 2021
Time: 5:00pm - 7:00pm

What could be more satisfying than a hamburger and BINGO? Answer: having a hamburger and playing BINGO on St. Patrick's Day!

2ND ANNUAL: BREAKFAST AT TIFFANY'S LUNCHEON/FASHION SHOW!

MAY/JUNE

KIMPTON SHOREBREAK

Date: TBD
Time: 1:00PM-4:00PM

Join us for an afternoon of fashion, food and fun as we debut our brokers and strategic partners on the runway!

LOVE OUR COMMUNITY: BEACH CLEAN-UP

JUNE 18TH

LOCATION: TBD

Date: JUNE 18, 2021
Time: 8:00AM-11:00AM

Join us as we show our community how much we care about our local beaches. Together we are teaming up to clean up the beach, while connecting and having some fun!

Lunch will be served! RSVP today

KEGS & CORKS BEER AND WINE TASTING SOCIAL

AUGUST

NEWLAND BARN

Date: August 20, 2021
Time: 5:00PM

Join us for networking, beer, wine, food, music and fun in the warm summer sun.

Join us, Invite your clients and connect!

2022 BOARD INSTALLATION

NOVEMBER

LOCATION: TBD

Date: November 19, 2021
Time: 2:00 - 5:00

Join us as we say good-bye to our outgoing board of 2021 and welcome our incoming board 2022.

Stay tuned... more about this event to be announced soon!

2ND ANNUAL: EAT, DRINK & BE UGLY UGLY SWEATER HOLIDAY SOCIAL

DECEMBER

3198-F AIRPORT LOOP DR COSTA MESA, CA 92626

Date: December 9, 2021
Time: 4:00p.m. - 8:00p.m.

Don't miss out on this event. Which contest category will you win? Will you win the cash prize at our opportunity drawing?

And don't forget there will be music, drinks and dancing.



OPEN TO ALL

BOARD MEETINGS

VIA ZOOM AND IN-PERSON
SEE FACEBOOK EVENTS FOR LINK

OUR NEXT MEETING IS
JANUARY 12, 2021

FIND OUR
EVENTS HERE



OUR AFFILIATES AND STRATEGIC PARTNERS ARE HELPING US BUILD MORE SUCCESSFUL AGENTS.

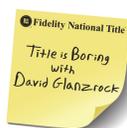
INQUIRE WITH THEM TODAY TO FIND OUT HOW THEY CAN HELP YOU BUILD YOUR BUSINESS!

AND IF YOU DON'T KNOW HOW TO WORK WITH YOUR AFFILIATES TO BUILD YOUR BUSINESS, ASK A WOMEN'S COUNCIL MEMBER TODAY. WE'LL HELP YOU!

Email us at:
OCWomensCouncil@gmail.com

Call or Text us at:
949.478.1064

Thank You to our 2021 Strategic Partners



CENTRAL ESCROW GROUP, INC.

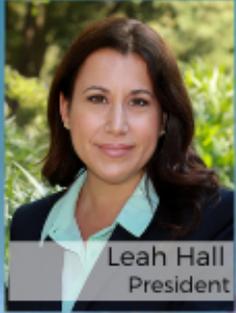


First American Home Warranty



Kal Fume Inc.





Leah Hall
President



Mickey Tameifuna
President Elect



Barbara Adams
Secretary



Jan Kane
Treasurer



Mary Ann Cardullo
Events Director



Brandi Zamora
Membership Director

2021 BOARD MEETING SCHEDULE

JANUARY

12TH

11:30AM - 1:00PM

1ST QUARTER BOARD MEETING

Location: Zoom

<https://us02web.zoom.us/j/81272433415>

APRIL

13TH

11:30AM - 1:00PM

2ND QUARTER BOARD MEETING

Location: Zoom

<https://us02web.zoom.us/j/86758156489>

JULY

13TH

11:30AM - 1:00PM

3RD QUARTER BOARD MEETING

Location: Orange County Realtors/TBD

10540 Talbert Ave #225, Fountain Valley, CA 92708

OCTOBER

12TH

11:30AM - 1:00PM

4TH QUARTER BOARD MEETING

Location: Orange County Realtors/TBD

10540 Talbert Ave #225, Fountain Valley, CA 92708



Facebook Local

Discover places to go and events happening near you.
All powered by the people you know and trust.



INDIRECTLY MARKET YOURSELF THROUGH OUR

STRATEGIC MARKETING

ONCE OUR EVENT VENUE IS CONFIRMED AND THE DATE IS SET, OUR EVENT IS POSTED ON FACEBOOK & EVENTBRITE.

AS A STRATEGIC SPONSOR WE'LL PROMOTE YOUR **PARTICIPATION, SPONSORSHIP** AND **TIME** WITH OUR SOCIAL MEDIA SHARES. THINKING ABOUT JUST SPONSORING AN EVENT? EVENT SPONSORS RECEIVE RECOGNITION AS WELL WITHOUT HAVING TO JOIN IF THERE ARE ANY SPONSORSHIPS AVAILABLE. (STRATEGIC PARTNERS RECEIVE FIRST RIGHT OF REFUSAL TO SPONSOR EVENTS).

OUR SCHEDULED AND TIMED MARKETING PACKAGES ARE DESIGNED TO FILL THE SEATS AND OUR EVENTS ARE WELL ATTENDED!

THE MORE YOU LIKE, SHARE OR COMMENT ON OUR POSTS, YOUR EXPOSURE INCREASES AS DOES OURS.

WITHIN OUR NETWORK, OUR KNOWLEDGE OF NEW TOOLS AND PRODUCTS TO USE IN YOUR BUSINESS ARE ALWAYS EXPANDING!



WE'RE COMMITTED. WE JUST NEED YOU!



REVIEW

AS AN AFFILIATE YOU CAN JOIN OUR NETWORK FOR A \$300 FRIENDSHIP FEE.

THIS ENSURES FIRST RIGHT OF REFUSAL ON ALL SPONSORSHIP OPPORTUNITIES.

REVIEW THE SPONSORSHIP OPPORTUNITIES.



RESERVE

ONCE YOU'VE SELECTED THE EVENTS YOU WISH TO SPONSOR, THE NEXT STEP IS TO RESERVE YOUR SPOT!



COMMIT

WHILE A PAID SPONSORSHIP WILL OFFER YOU INDUSTRY RECOGNITION, IT'S TRULY THE COMMITMENT TO VOLUNTEER AND SERVE AT OUR EVENTS ALMOST GUARANTEES YOUR HIGHEST ROI.

DON'T JUST SPONSOR, COMMIT TO A HIGHER ROI AND VOLUNTEER



SECURE

SPONSORSHIPS CAN BE PAID VIA EVENTBRITE. CREDIT CARD OR CHECK.

CREDIT CARD AND EVENTBRITE FEES MAY APPLY



EMAIL

EMAIL US YOUR CONTACT INFORMATION AND A HIGH RESOLUTION JPG OR PNG OF YOUR:

**LOGO
HEADSHOT**

THEN LET US KNOW WHAT YOU'RE INTERESTED IN SO WE CAN KEEP OUR REQUESTS SPECIFIC TO YOUR PREFERENCES

BOARD MEMBER POSITIONS

- MARKETING DIRECTOR
- SOCIAL MEDIA MANAGER
- SPONSORSHIP COORD.
- EVENT VOLUNTEER
- ASSISTANT SECRETARY
- ASSISTANT TREASURER
- NEW MEMBERSHIPS
- MEMBER RETENTION
- STRATEGIC PARTNER RET.

PROJECT TEAMS

- LUNCH SEMINARS
- BREAKFAST AT TIFFANY'S
- SPEAKER PANELS
- REALTOR SAFETY
- WINE NOT BUS TOUR
- ONE DAY COACHING EVENT
- KEGS & CORKS
- COSTUME BOWL
- UGLY SWEATER MIXER

EVENT ASSIST

- DOOR GREETER
- CHECK-IN TABLE
- 50/50 OR RAFFLE SALES
- AUCTION/BASKET COORD.

EDUCATE, COLLABORATE, CULTIVATE AND ELEVATE #LEADERMADEHERE

STRATEGIC PARTNER REQUEST FORM

Let's Get Strategic!

YES! I NEED EXPOSURE!

Join us as a **Strategic Partner** and **choose your marketing** options a la carte. When our event details are finalized and ready for marketing, you'll have first right of refusal for sponsorship levels and participation.

\$300

ANNUAL STRATEGIC PARTNERSHIP FEE

Go from being an affiliate to a Strategic Partner and let us help you with a strategy to connect and build with agents. Incl. first pick at event sponsorships, logo on all print and social media marketing, marketing materials inside new member orientation folder and in swag bags.

\$150

TEACH A CLASS

Dates available are: the first Tuesday of every month from 11:30am - 1:00pm. Please check with our events director for flexibility on dates.

\$100

MODERATE A PANEL

Moderate our Tails from the Attic or Can You Insure Me Now panel for added exposure!

\$50

SPONSOR A POWERLUNCH!

Available for lunch seminars and board meetings only. If you need a list of caterers please visit our Facebook page under photo albums.

\$500

CONFERENCE SPONSORSHIP

Do you have a dynamic agent that you feel would benefit from leadership and you'd like to donate money directly on their behalf to attend one of our local meetings this year? Buy them a ticket, attend the event with them and build a long lasting connection! We'll announce your sponsorship at our next event and on our social media!

\$100-300

NEW MEMBER/EVENT SWAG BAG

Tote bag will include your logo on the outside, as well as your marketing materials on the inside. small logos are 100, larger logos \$300 (circle one) Bags will be used at events throughout the year and provided to new members upon signing up.

\$25-50

NEW MEMBER THANK YOU CARDS

New members will receive a resource kit that includes thank you cards for their clients. Your logo, small or large, will be displayed on the thank you cards for the agents and the clients to see!



STRATEGIC PARTNER CREDIT CARD AUTH FORM



COMPANY NAME

COMPANY ADDRESS

COMPANY CITY, STATE, ZIP

CONTACT NAME

CONTACT E-MAIL ADDRESS

CONTACT PHONE

SIGNATURE

STRATEGIC PARTNER ANNUAL FEE

Strategic Partner \$ 300

Renewal

Returning

*Please fill out the request and credit card authorization forms and email to OCWomensCouncil@gmail.com or call 949.478.1064 and someone will get back to you within 24 hours.

As a Strategic Partner this credit card authorization is for the basic Benefits of Becoming a Strategic Partner. Your logo will be placed on all marketing materials throughout the year and you'll be the first to know when new sponsorship opportunities are available.

For a la carte pricing and reservations please complete the Strategic Partner Application form and return. A member of the board will reach out to you for completion.

PAYMENTS CAN BE MAILED TO: WOMENS COUNCIL OF REALTORS, PO BOX 7633, HUNTINGTON BEACH CA 92615

CREDIT CARD AUTHORIZATION

CREDIT CARD NUMBER

EXPIRATION DATE / CSV

BILLING ADDRESS

AUTHORIZED USER

BILLING CITY, STATE, ZIP

AUTHORIZED AMOUNT TO BE CHARGED

SIGNATURE OF AUTHORIZED USER

TAX PAYER ID: 33-0617632