



Get Ready.



October 2010  
Volume 4, Issue 10

Dayton, Ohio Chapter  
Chartered 1952  
2004 - 2009 WCR Chapter Excellence Award Winner  
www.WCRDayton.org, www.WCR.org

We are a network of successful Realtors empowering women to exercise their potential as entrepreneurs and Industry leaders.



**October 14-15**  
**WCR Ohio Chapter Leadership Retreat**

Bravo's Cucina Italiana and Cox Arboretum

**November 3-7**  
**WCR/NAR National Conference**  
New Orleans

**November 11**  
**An Affiliate Affair**  
11:30 am Walnut Grove CC

**December 9**  
**Holiday Gala and WCR Officer Installation**  
10:30am-2pm NCR Country Club

### "Clothes That Work" Spotlight—November

The final spotlight item in November will be Suits and Separates. With the holiday gala in December, November's donation will be the final one this year. Many, many thanks to all of you who donated!

### from the **President** *A Century of Advancing the American Dream 1910-2010*

It was quite the celebration during the Ohio Association of REALTORS' 100<sup>th</sup> Annual Convention and Expo held September 12 – 15 in Cincinnati; and the Ohio Chapter Women's Council of Realtors Fall Meeting which took place Saturday, September 11th.

The OAR convention schedule provided opportunities to take part in various OAR committee meetings, continuing education sessions, special social and company events and the President's Sales Club Reception & Award Ceremony. As always, the expo provided great networking opportunities and resources for our real estate business.

Our WCR Dayton chapter has another reason to celebrate, during the Ohio Chapter 2010 Fall Luncheon; Peggy Rahe received the 'Member of the Year' award which is presented to a local chapter Member of the Year recipient. This year, our Dayton chapter member Peggy Rahe not only celebrated her 40<sup>th</sup> wedding anniversary with husband Bud on September 11<sup>th</sup>, she gave our Dayton chapter one more reason to celebrate! Congratulations Peggy.

Sheila Crane  
2010 Local Chapter President





# Its Almost Here! Oct 14 —15 Ohio State Leadership Retreat

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This year it is our privilege to host WCR members and leaders from 9 different cities for the Leadership Training and Orientation in Dayton. Traditionally state leadership orientation takes place at the home town of next year's state chapter president. We are hosting the event since our member, Young Kim, will be serving as 2011 Ohio State Chapter President,

On Thursday, October 14<sup>th</sup> we will have dinner at Bravo's (Dayton Mall) and networking, and on the 15<sup>th</sup> we will have meetings and leadership training all day, including a tour of Cox Arboretum.

Anyone who is interested in WCR is welcome to attend this event for only \$20 (and dinner is an additional \$20). We hope that every member will help, support, and attend this event to welcome our out of town WCR members.

MANY thanks to the sponsors who are helping make this event successful! **Grand Patron:** Midwest Title; **Platinum Patrons:** DABR, Dayton WCR, First American Home Protection, Pillar to Post; **Gold Patrons:** Hallmark Title, PNC, Wright-Patt CU; **Silver Patrons:** Fifth Third, Joyce Ballmann, Ohio Real Estate Title

## An Affiliate Affair

To show our appreciation to our Affiliate Members, November's meeting will be a showcase of what affiliates have to offer. The meeting style will be a little different and more informal than previous meetings. We'll gather to hear any business news that needs to be covered, we'll lunch, then affiliates will go to tables to talk about their business.

Affiliates, please contact Sheila Crane if you have questions.



"We did have one property in your price range, but I'm afraid we sold it in 1943."

Keep up to date by checking our website often! [www.wcrdayton.org](http://www.wcrdayton.org)



## *Save the Date for Holiday Gala and WCR Officer Installation*

**December 9, 2010**

**NCR Country Club**

**4435 Dogwood Trail**

**Kettering, OH 45429**

**Festivities will start at 10:30 am**

**Cost: \$35 per person**

### *2010 Realtor and Affiliate Members of the Year*

Peggy Rahe has been a licensed REALTOR since November 1985; to date, Peggy has several designations and obtained the CRS within her first three years in the business. She has been a Dayton chapter member for more than fifteen years and has served on numerous committees. Peggy has served as a two-year chapter president and created the Dayton chapter website during a time period when websites were becoming popular. She is a willing volunteer and continues to keep our memories alive with her gift of photography.



Peggy Rahe, Sheila Crane, and Shannon Walker



Peggy Rahe, 2010 Ohio State Chapter Member of the Year, Nancy Farkas, Young Kim, Deb Sasser, Sheila Crane, Nancy Hendrickson









Though Shannon Walker has only been an affiliate member since 2008, she has brought many skills and smiles to our chapter. She serves as our "gatekeeper" at the monthly Business Resource Meetings, greeting and signing in members and accepting payments. She is Membership Chair, and Community Service Co-Chair.

When she isn't busy with WCR business, she runs Walker Agency, a member of MetLife Auto and Home Insurance. She is quoted as saying, "Insurance provides me the opportunity to educate people about financial safety every day and gives me the chance to make a difference. My clients are more than just my livelihood, they are my family."

*Congratulations Peggy and Shannon!*

# Think Safety First!

With the recent tragic events that happened in the Youngstown area, the murder of two Real Estate agents, it brings to the forefront that our jobs aren't always easy or safe. And with the recession and struggling economy, it tends to bring out the worst elements in society. Some tips to remember:

-  Don't show a home without knowing the client. Hold a pre-showing interview with every client in your office or a public place. Ask to see ID, and if they question it tell them its company policy.
-  If going to a vacant property to preview or perform door-knock services, have another agent, spouse, or friend accompany you.
-  Give someone at your office your plan for the day, outlining where you will be at what time. Check in hourly, and do it like clockwork so the person knows if something is wrong.
-  If you call 911 while at an open house, try to do so on the house phone, not a cell phone as emergency responders can more easily trace a call from a land line. If the home has a cordless phone, carry it with you during the showing.
-  There are many safety items available such as pepper spray or mace, some that attach to your key ring, and some that look like a pen or lipstick case, pocket tasers and alarms. Some items may be carried at your local board office or you can find it on the internet. One place is here: <http://www.pepperspray.com/default.asp>
-  Never show a property alone or at night.
-  Let potential buyers take the lead when exploring a home, with you following from behind. Avoid going into basements or confined areas with any prospect.
-  Most importantly, if you're feeling suspicious, it's better to walk away from a listing or showing. It's not worth your life.

Our

## Affiliates

**Abstractor Services, Inc.**  
-Karen Long-Laughhun

**Citywide Development**  
-Pam Waltrip

**Clearvue Home Inspections**  
-Ken Roberts

**Country Wide Moving/Storage**  
-April Swett

**Eagle Property Maintenance**  
-Jennifer Looper

**Hall & Mueller LPA**  
-Carolyn Mueller

**Hallmark Title**  
-Peggy Hall  
-Becky Campbell

**Home Team Inspection Services**  
-Steve Howard

**Landmark Title**  
-Karen Brown  
-Chris Cartright

**MetLife Auto & Home**  
-Shannon Walker

**National Property Inspections**  
- Carrie Trotter

**Ohio Real Estate Title**  
-Mary Burr  
-Julie Carroll

**One Lincoln Park**  
-Eva Garman

**Partners Land Title Agency**  
-Teresa Ganka  
-Betsy Mccord

**Pillar To Post Home Inspections**  
-Alison Schray

**River Valley Credit Union**  
-Margie Bunch

**Sterling Land Title Agency, Inc.**  
-Teresa Stewart

**Union Savings Bank**  
-Elaine Rhoads  
-Karen Vosler

**US Bank**  
-Paula Hall

**Wright-Patt Credit Union**  
-Liz Brink  
-Tricia Reed