

*Women's Council of REALTORS® State Meeting  
Hyatt Grand Champion  
44600 Indian Wells Lane, Indian Wells, CA  
Tuesday January 17, 2012  
Agenda*

- 7:30 - 8:30 Check In/Registration - Continental Breakfast
- 8:30 – 9:00 Call to Order Jamie Saltman, 2012 State President  
Pledge of Allegiance Linda Scheifler Marks LCP, San Mateo  
Inspiration Lara Radosavcev, President-Elect, Conejo/Simi Moorpark  
Welcome & Introductions Jamie Saltman, 2012 State President
- 9:00 **Governing Board Meeting**  
Call to Order – Jamie Saltman, 2012 State President  
Rules of the Day – Ruth Hayles, Parliamentarian  
Roll Call – Heather Ozur, 2012 Secretary  
Credentials Report – Yvonne Leonard, Credentials Chair  
2011 Final Treasurer's Report – Heather Ozur, 2011 Treasurer  
2012 Budget Approval – Linda Lee, 2012 Treasurer  
Membership Report – Tammy Newland, 2012 President Elect  
2012 Committee Chairs Approval  
Committee Reports – Action Items Only
- 10:30 - 10:35 Platinum Sponsor Presentation– Military Home Loans, Karen & Ken Bates
- 10:35 - 10:50 Chapter Spotlights
- 10:50 - 11:00 Break
- 11:00 - 12:30 Tax Strategies for the Real Estate Professional- Ron Reed, Bradford and Company, Inc.
- 12:35 - 1:35 Networking Lunch – Tammy Newland, 2012 President Elect
- 1:40 - 2:40 Leadership Development/ Chapter Effectiveness Breakouts (**Repeat from Monday -See Breakout Room Schedule**)
- 2:45 - 3:20 DVP/Governor Breakouts (**See Breakout Room Schedule**)
- 3:20 - 4:00 District Forum Breakouts
- 4:00 - 4:10 Break
- 4:10 - 4:55 Officer Breakouts (**See Breakout Room Schedule**)  
*President's w/Jamie, President-elects w/Tammy,  
VP of Memberships w/Heather, Secretaries & Treasurers w/Linda*
- 4:55 - 5:10 Raffle drawings and announcement  
5:15 Adjourn
- 6:30 2012 Leadership Installation - Hyatt Grand Champions Indian Wells Room LM

**The Mission of the Women's Council of REALTORS®:**

We are a network of successful REALTORS® empowering women to exercise their potential as entrepreneurs and industry leaders.

**The Purpose of the California State Chapter:**

To support local chapter excellence in serving the members, to develop strong leaders for the Council, and to support the mission and vision of the Women's Council of REALTORS®