

State Chapter Meeting
Fairmont Hotel, San Jose, California
Monday September 19, 2011
Agenda

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|---------------------------|--|-----------------|--|---------------|------------------------------------|----------------------|--|-------------|---|---------------------------|------------------------------------|-------------------------|-------------------------------------|
| 8:00-8:30 | Check In/Registration – Continental Breakfast | | | | | | | | | | | | |
| 8:30-9:00 | <table border="0"> <tr> <td>General Meeting</td> <td></td> </tr> <tr> <td>Call to Order</td> <td>Sherri Souza, 2011 State President</td> </tr> <tr> <td>Pledge of Allegiance</td> <td>Joyce Turner, President Norcal Chapter</td> </tr> <tr> <td>Inspiration</td> <td>Karin Carr, President Solano County Chapter</td> </tr> <tr> <td>Welcome and Introductions</td> <td>Sherri Souza, 2011 State President</td> </tr> <tr> <td>Sponsor Acknowledgement</td> <td>Jamie Saltman, 2011 President-Elect</td> </tr> </table> | General Meeting | | Call to Order | Sherri Souza, 2011 State President | Pledge of Allegiance | Joyce Turner, President Norcal Chapter | Inspiration | Karin Carr, President Solano County Chapter | Welcome and Introductions | Sherri Souza, 2011 State President | Sponsor Acknowledgement | Jamie Saltman, 2011 President-Elect |
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| 9:00-9:10 | Platinum Sponsor- Military Home Loans & Old Republic | | | | | | | | | | | | |
| 9:10-10:10 | Guest Speaker – Dixie Garr | | | | | | | | | | | | |
| 10:10 -10:25 | Break | | | | | | | | | | | | |
| 10:25-11:10 | Line Officer breakouts – See room schedule | | | | | | | | | | | | |
| 11:10-11:30 | Chapter Spotlights-Theresa Wilson, Ways and Means Chair | | | | | | | | | | | | |
| 11:30-12:30 | Leadership Development & Education Break out Sessions -
Brad Warren - Lead Generation “ How to Get & Nail Leads”
Curtis Doss – Sponsorships- “ Follow Me To Where The \$\$\$ Is!”
Steven Nottingham – “ Are You Doing Your Annual Check-up?”
By-Laws & Standing Rules Committee – “ Rules Rock!” | | | | | | | | | | | | |
| 12:40-1:45 | Lunch – Dan Miller –“ Secrets of Millionaire Agents” | | | | | | | | | | | | |
| 1:45-2:00 | Chapter Spotlights- Theresa Wilson, Ways and Means Chair | | | | | | | | | | | | |
| 2:00- 2:10 | Platinum Sponsor Presentation- Bay East AOR, Alain Pinel Realtors, | | | | | | | | | | | | |
| 2:10 -4:20 | 2012 State Orientation - Becky Hill, 2010 WCR National President | | | | | | | | | | | | |
| 4:20-4:50 | Celebration of the 2011 WCR year, Closing Remarks | | | | | | | | | | | | |
| 4:50-5:15 | Opportunity Drawing | | | | | | | | | | | | |
| 5:15 | Adjourned | | | | | | | | | | | | |