

**Women's Council of REALTORS® State Meeting**
  
**Sheraton Grand Hotel**
  
**Sacramento, CA**
  
**Tuesday April 29, 2014**

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|---------------|---|
| 8:00 – 8:40   | Membership Check In & Registration (Coffee & Tea only – no breakfast) – <i>Magnolia Ballroom</i>  |
| 8:45          | Call to Order Heather Ozur – 2014 State President<br>Pledge of Allegiance Kathleen Diringer – 2014 Local Chapter President, Marin<br>Inspiration Nina Dosanjh – 2014 Local Chapter President, San Francisco<br>Sponsor Acknowledgment Linda Lee – 2014 State President-elect<br>Welcome Heather Ozur – 2014 State President   |
| 9:00          | <b>Governing Board Meeting</b><br>Call to Order Heather Ozur, 2014 State President<br>Rules of the Day Diane West, Parliamentarian<br>Credentials Report Vickie Fageol, Chair<br>Treasurer's Report Theresa Wilson, 2014 Treasurer<br>Membership Report Linda Lee, 2014 President-elect<br>Nominating Committee Report Tammy Newland, Chair - Nominating Committee<br>Committee Reports – Action Items Only |
| 9:40 – 9:50   | Platinum Sponsor Presentation – Trulia, CMG Financial, and California Desert Association of REALTORS®   |
| 9:50 – 10:00  | Chapter/Business Resource Group Spotlights  |
| 10:00 – 10:15 | Break   |
| 10:15 – 11:45 | Professional Development Strategic Committee<br><b>“Get Better Results By Getting Out Of Your Own Way”</b>  |
| 11:45 – 1:15  | <b>Lunch and Keynote Speaker – <i>Camelia Ballroom</i></b><br>Anese Cavanaugh - <b>“Intentional Energetic Presence: The Next Level of Leadership Required to Create Impact in Today's Business”</b>   |
| 1:15 – 2:25   | Line Officer Breakouts with Local Chapters & Business Resource Groups (see breakout room schedule)  |
| 1:15 – 2:25   | District Vice President and Governors – Leadership Development Education Breakout:<br><b>Speaker:</b> Leigh Brown, <b>“Igniting the Passion”</b> – Finding and Empowering Volunteer Leaders   |
| 2:30 – 2:45   | California Association of REALTORS® – Kevin Brown, 2014 President   |
| 2:45– 3:00    | Break   |
| 3:00 – 4:15   | <b>Keynote Speaker:</b> Leigh Brown, Broker/Owner & Team Leader – Re/Max Executive Realty<br><b>“Listing Presentation Reboot”</b> – Finding, Educating, and Converting More Seller Prospects into Closings  |
| 4:15 – 4:25   | Platinum Sponsor Presentation – REALTOR.com and Keller Williams   |
| 4:25 – 4:40   | Chapter/Business Resource Group Spotlights  |
| 4:40 – 5:00   | Raffles, Announcements and Adjournment  |

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

We are a network of successful REALTORS®, advancing women as professionals and leaders in business, the industry and the communities we serve.