

WCR California State Chapter 2011 Newsletter – Issue 1

Women's Council of REALTORS, California State Chapter <president@wcrca.org>
Reply-To: "Women's Council of REALTORS, California State Chapter" <president@wcrca.org>
To: Jodi Marfia <jodi@dreamhomesbyjodi.com>

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WCR CALIFORNIA STATE CHAPTER ~ 2011 NEWSLETTER - ISSUE 1



MISSION STATEMENT

We are a network of successful

REALTORS® empowering women to exercise their potential as entrepreneurs and industry leaders.

CHAPTER LEADERS

President

Sherri Souza

Alain Pinel Realtors

[925-784-7456](tel:925-784-7456)

Sherri@SherriSouza.com

President-Elect

Jamie Saltman

Main Street REALTORS®

[562-719-2597](tel:562-719-2597)

JamieSaltman@MainStreetRealtors.net

Secretary

Tammy Newland

Keller Williams

[562-626-8654](tel:562-626-8654)

TammyNewland@KW.com

Treasurer

Heather Ozur

Keller Williams Realty

[760-601-3070](tel:760-601-3070)

Heather@HeatherOzur.com

PRESIDENT'S MESSAGE

Hello WCR Members! And WooHoo!

2011 is coming at us with a fast pace. We are getting ready for the next state meeting in Sacramento May 2-3 and we have some great education and programs planned for those of you who are planning on attending. Do not miss CAR Legislative Day on May 4 either. This is an opportunity for you to meet our legislators and discuss the issues that concern our business every day. Right after the state meeting we head to Washington DC for the National Mid-year meeting on May 12-15. May is proving to be a very busy month for leadership. The forums are in full swing and we have had 2 very successful Forums in Sacramento and Pleasanton and will be headed to Carmel before the state meeting for the third. If you have an opportunity to join us at a forum we will be attending all of them throughout the state, meeting the members and touching base with what our members want in benefits from their membership. If you are considering a leadership position, applications are due by April 22 and National focus applications are due April 8. You'll find all the applications online at www.WCRCA.info on the state page under Official Notices. Please consider joining the leadership team next year, we need your help, your talents and your ideas to move the state chapter forward!



Get ready...we are moving forward into more adventures, more educational advantage, more business opportunities, more leadership training and lots more fun! Join us at a Business Resource Meeting, State Chapter Meeting or National Meeting. Find out what we are talking about! Catch the enthusiasm...

CONGRATULATIONS!!

WooHoo until we meet again!



2011 MEMBER OF THE YEAR, BOBBIE NELSON



2011 OUTSTANDING SERVICE AWARD WINNER, LIZ CALLAHAN (Left) with 2010 Past State President, Barbara Safran

UPCOMING LIVE WOMEN'S COUNCIL WEBINARS

Women's Council's webinars are a convenient and cost-effective way to keep on top of a rapidly evolving industry. From the convenience of your home or office (or anywhere you have Internet access), join in to one of our upcoming education sessions online to learn from the top pros in the real estate field.

Real Estate Reinvention + You

Featuring Kaira Rouda
Thursday, April 14, 2011
3:00 p.m. CDT (4:00 p.m. EDT,
2:00 p.m. MDT, 1:00 p.m. PDT)

UPCOMING EVENTS

State Chapter Meeting

May 2-3, 2011
Sacramento, CA
Hotel: Sheraton Grand

Legislative Day

May 4, 2011

Sherri Souza

2011 California State President

CALIFORNIA WINNERS!

We received some very good news from National today regarding the National Recruitment & Retention Campaign!

California took First Place for Mega Chapter Recruitment – *WooHoo Long Beach Chapter* with 780 points!

California took First Place for Mega Chapter Retention – *WooHoo Sacramento Chapter* with 77.91 %!

California Also took 3rd place on Mega Chapter Retention – *WooHoo West Coastal Orange* with 71.26%!

Here is the link for the statistics to share with your chapters:

<http://www.wcr.org/MemberCenter/ChapterTool/RecruitmentRetentionTools/tabid/220/Default.aspx>

Way to go California! We are so proud of all the effort made to compete in this contest!

We will see you in Sacramento and Celebrate the Winners!
Congratulations to all!

PACIFIC GAS & ELECTRIC TO ADOPT SPEIER'S PIPELINE DISCLOSURE LEGISLATION

WASHINGTON DC (March 2)-On the final day of a rare public hearing by the National Transportation Safety Board (NTSB) investigating the deadly pipeline explosion in San Bruno, Congresswoman Jackie Speier announced that Pacific Gas & Electric (PG&E) would adopt the major safety components of her pipeline legislation, H.R. 22 -- the "Pipeline Safety and Community Empowerment Act of 2011." The commitment was given by PG&E president Chris Johns during a meeting the two had on that day. (Source: <http://speier.house.gov/>)

Most important for California real estate professionals, PG&E committed to sending a separate "safety letter" to all of its customers in the state who reside within 2,000 feet of one of its pipelines.

The company operates in 49 of California's 58 counties, including half of the cities in the state. Its property-specific pipeline disclosure sets a standard that will challenge other utility providers to follow suit.

PG&E's action voluntarily complies with the property disclosure element proposed in H.R. 22 – a mandatory "Notice to Property Owners and Residents" -- which all gas utility companies would be forced to follow if the bill becomes law.

Sacramento, CA

National Midyear Meeting

May 12-15, 2011
Washington, D.C.
Hotel: Capital Hilton

Thursday, May 12

"The Business of Your Business: Formula, Financials, Function and Freedom"

Instructor: Betty Kincaid, PMN
Cost: \$150

This newly-revised course will teach you how to think about the business of your business, make it more profitable and you more successful. You'll learn strategies for systemizing your business as well as fundamentals for improving your bottom-line and achieving your financial goals. Learn the how's and why's of staffing, how to develop an actionable business plan and why your role should be that of a CEO working on the business versus an employee working in it. This course counts as a PMN Designation elective.

Thursday, May 12

"Leadership Excellence: Becoming a Level 5 Leader"

Instructor: Aleen Bayard
Cost: \$195

Best-selling management author Jim Collins coined the term Level 5 Leader. Level 5 Leadership describes someone who demonstrates exceptional leadership ability, is personally humble while exerting strong will and has mastered important communication and conflict management skills. In this highly interactive class, you'll learn how to empower teams and to lead through adversity and conflict, and you'll discover your own personal leadership strengths and style. Participants will complete the newly revised DiSC communication profile

"These are major victories for pipeline safety," Speier added. "We learned this week that virtually no one—including the city's own fire chief—knew a pipeline was running through San Bruno. People have a right to know. These letters will go a long way toward increasing awareness about the existence of pipelines and empowering PG&E customers with critical safety information. Furthermore, PG&E's commitment to meet with all first responders will ensure no one responsible for public safety is left in the dark."

"While PG&E compromised on safety in the past, these new commitments will put it [PG&E] in position to become the industry gold standard for customer safety," Speier concluded.

POTENTIAL LIABILITY FOR AGENTS AND HOME SELLERS

Once disclosed to a current property owner, PG&E's pipeline proximity information would become "actual knowledge" which, under California law, the owner must disclose to prospective buyers upon resale of the property.

As yet, only PG&E customers residing near PG&E pipelines will receive the notice. Customers of other utility providers can access generalized pipeline maps on the public website of the U.S. Department of Transportation's National Pipeline Mapping System (NPMS).

To minimize the potential liability from non-disclosure of pipeline information, or faulty disclosure from a misinterpreted pipeline map, California real estate agents and brokers increasingly recommend that home sellers provide the buyer with a third-party hazard disclosure report that includes a pipeline proximity disclosure. Under the state's "safe harbor" provision of Civil Code 1102, the seller and agent are shielded from liability for disclosures contained in the third-party report.

THIRD-PARTY DISCLOSURE REPORTS

Look closely at the seller's third-party natural hazard disclosure (NHD) report. Not all NHD providers include a pipeline disclosure in their products. And be sure to understand *which* pipelines are being disclosed. A report that covers gas transmission pipelines will not disclose hazardous liquid pipelines, which transport flammable liquid petroleum products such as gasoline and jet fuel. In 2004, five people were killed when a backhoe cut a gasoline pipeline buried alongside a Walnut Creek neighborhood.

FANHD and JCP-LGS have amassed a GIS database (digital map) of transmission pipelines throughout California that are used to transport natural gas, crude petroleum, and refined petroleum liquids such as gasoline, jet fuel, and ethanol. All major gas utility providers and oil companies, and numerous smaller pipeline owners and operators, are represented in the database -- among them PG&E, Southern California Gas, San Diego Gas & Electric, Sacramento Municipal Utilities District, Tuscarora Gas, Chevron, ConocoPhillips, Exxon Mobil, Kinder-Morgan/SFPP, BP West

before the class, which includes a customized written analysis. An in-class debriefing on your analysis will maximize the benefit and impact. This course counts as a PMN Designation elective. Please note, advance registration is required to complete the DiSC profile; walk-ins cannot be accommodated.

National Conference

November 9-13, 2011
Hyatt Regency Orange County
Garden Grove, CA

Leadership Academy

August 5-7, Chicago, IL
If you are a 2011 Chapter President Elect (and have not previously attended Academy in last 3 years) or an RVP, save these dates. The registration fee will be \$374 and room rates will be \$104+tax per night. Registration materials will be emailed in April.

Coast Products, and the U.S. Department of Defense.

The database relies on the pipeline maps depicted in the NPMS website. The pipeline disclosure is included in the FANHD and JCP-LGS "Industry Standard" report.

For additional information, or to order or upgrade to the Industry Standard report with the pipeline disclosure, visit www.fanhd.com or www.disclosures.com or call the company's Customer Service Desk, or ask the Account Executive in your local area.

Greg Rufe
Chief Operating Officer
First American NHD and JCP-LGS Disclosures.com
2011 Platinum Sponsor for the WCR California State Chapter

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JCP-LGS: [\(800\) 748-5233](tel:(800)748-5233)
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Women's Council of REALTORS, California State Chapter 2300 First St., Ste 316 Livermore, California 94550



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