



Mission

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

Governing Board

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Terri Crozier

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Sarah Hughes

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President's Message



Dear Members:

I am honored to serve as your 2012 Women's Council of Realtors Empire Westchester Chapter President. The energy and excitement permeated the air at our Installation/Holiday Party in November confirming the excitement we all felt as we entered a new year with a goal oriented leadership team.

2012 may be another challenging year for our Real Estate business, with constant changes to the financial regulations, the fast paced world of technology, and the uncertain economy that will attribute to a few of the obstacles we, as Realtors, will face once again this year.

There is no better time to utilize your WCR membership and I encourage you as a new or returning member to embrace the Women's Council of Realtors which offers cutting edge education, unlimited networking and relocation opportunities.

Our goals this year will be to communicate the value of Women's Council of Realtors, show the Power of Relationships, Professional Credibility, Diversity, Participation, Success and Influence. Our business resource meetings are intended to bring you current information that is industry specific, and provide you with useful and relevant education to enhance your business today.

Get ready for your best year ever!

Terri Crozier,
President

Promote Your Business on WCR.org

If you haven't already done so, take a few minutes to log in and update your Member Expertise Profile in Women's Council's Referral Center. Complete your profile to capture your industry involvement and community leadership, as well as your professional specializations and education. Be sure to upload your color photo, too. This is a free form of personal advertising that will be used to determine a member's area of expertise for referrals, speaking and interview opportunities, organization appointments and more. Check it out today: www.wcr.org

What's Online

Check out your local chapter site today: <http://www.wcrempireny.com/>. We post photos from all our past meetings. You can see a video of the Installation Holiday Party. Check out our searchable index of members, sponsors and a calendar of events.

A Note From Richard Haggerty:

As of January 1 of 2012, the former Westchester Putnam Association of Realtors, along with the former Rockland County Board of Realtors and former Orange County Association of Realtors, will be known as the Hudson Gateway Association of Realtors (name change pending final approval by the NAR). The new Hudson Gateway Association of Realtors will include more than 9,500 members and the four-county organization will be one of the largest Realtor groups in the nation. The group's headquarters will remain in downtown White Plains, with additional offices in Brewster, Goshen and West Nyack. The Empire Access MLS and the Greater Hudson Valley MLS will continue to function as two separate subsidiary MLS's under HGAR. The ultimate goal will be to merge the two MLSs upon the termination of various contractual obligations. We look forward to a great new start for a great new organization in 2012!

Governing Board Spotlight:



VP-Membership

Sarah Hughes, a lifelong resident of Westchester County is a licensed Associate Broker with Wm. Raveis Legends Realty Group She has been listing and selling residential real estate for 19 years. Sarah is a consistent multi-million dollar producer, receiving many sales awards from the Westchester County Board of Realtors, as well as with other companies she has worked for. Sarah is a proud alumnus of the Floyd Wickman Sales Academy, which graduates an elite 1% of all sales agents in the U.S. She is also, a graduate of the Real Estate Institute, earning the GRI designation. Sarah has served on the Board of Directors of WPMLS for 7 years, and is currently serving on the legislative committee. Last year, she was the co-chair of the Realtor’s Political Action Committee.

2012 Sponsors

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Clancy Moving Systems
Rich Kasparian, Envirocare/JP McHale
>Stephanie Liggio
Judicial Title Insurance Agency, LLC

Welcome New Members

The Empire Chapter of the Women’s Council of REALTORS® is proud to welcome :

- Jason Kerwar - Coldwell Banker, Croton-on-Hudson
- Yolanda Gorman - Westchester Homes Realty, New Rochelle
- Lauren Zaccaria - Houlihan Lawrence, White Plains
- Sharleen Flemin - JBF Sotheby's, Scarsdale
- Wendy Phillips - William Raveis Legends Realty Group, Briarcliff
- J. Philip Faranda □ J. Philip Real Estate, Briarcliff
- Wayne LaFranco - Coldwell Banker, Regional Vice President
- Richard Haggerty □ CEO, Hudson Gateway Association of Realtors
- Judy Kelly - Houlihan Lawrence, White Plains
- Angela J. Moffitt - Re/Max Voyage Realty
- Mary Kingsley - Coldwell Banker, New Rochelle



2012 MEMBERSHIP DRIVE
JANUARY THRU MARCH

BECOME A NEW MEMBER OF WCR BETWEEN
THE MONTHS OF JANUARY THRU MARCH
AND YOUR NEXT MEETING WILL BE **FREE**

BRING A COLLEAGUE TO A MEETING IF HE /SHE JOINS WCR
YOUR NEXT MEETING WILL BE **FREE**

THE AGENT WHO BRINGS FOUR NEW MEMBERS
FREE MEMBERSHIP 2012

Environmentally Speaking:

There are many changes being folded into real estate and homes in general. Did you know that there are some bank appraisers flagging houses when they find something they think is mold? There will be more concerns on your transactions over environmental issues as lending institutions and insurance companies are trying to limit exposure to claims. Some issues are oil tanks (above or below ground), mold indoor air quality, radon and asbestos. Allow Lighthouse Environmental to provide your buyers the expertise in these areas to resolve issues that may arise on either side of the transaction. Jim Rood, Past President WCR

A Look Ahead:

A very exciting year is about to begin. We will all learn how to “Stay Out of Jail” with HGAR’s CEO Richard Haggerty and our in-house counsel Edward Sumber, Esq.

February offers a Taste of Technology. Bring your smart phones and notebooks along with your “how do I ...” questions. March offers a panel of financing professionals who will provide current information and advice for your prospective homebuyers.

Many exciting and informative programs will be brought to you via our website. Keep your eyes on our website, www.wcrepireny.com for all of the latest news.

Interested in submitting an article for consideration for a future newsletter?
Contact Stephanie Liggio sliggio@judicialtitle.com or 914.610.5332

