



Get Ready.

January 2016 Newsletter

OMAHA CHAPTER
Omaha Nebraska

Business Etiquette 2.0: “May The Force Be With You”



**Negil McPherson Jr.
Senior Performance Consultant, HDR**

Thursday, January 14, 2016

*Champions Run
13800 Eagle Run Drive*

**11:15-11:45 am—Networking
11:45 am-1:00pm—Lunch & Program**

We encourage attendees to please PRE-REGISTER by:

- **EMAIL** to Heidi Weeks at hweeks@centrisfcu.org
- **ONLINE** at www.wcromaha.org (Buy Now)
- **FACEBOOK** (Click “Join” for the WCR Omaha Business Luncheon)

**** See Details on Page 4 ****

WCR Leadership & Contact Information

GOVERNING BOARD OFFICERS

PRESIDENT

Crystal Archer.....402-215-5483

PRESIDENT-ELECT

Darla Bengtson.....402-676-2842

MEMBERSHIP

Katie Clemenger402-813-2551

REGIONAL GOVERNOR

Megan Bengtson402-740-5519

SECRETARY

Surie Legge.....402-829-6412

TREASURER

Becky Sandiland.....402-676-2167

PAST PRESIDENT

Jessica Sawyer.....402-679-8166

PARLIAMENTARIAN & BY-LAWS

Therese Wehner402-670-0101

WAYS AND MEANS CHAIR

Jen Monjas402-200-8554

STANDING COMMITTEES

COMMUNITY SERVICE

Mary Sladek402-305-8719

WEBMASTER

Janelle Riggert.....402-829-3433

EAT, DRINK, LIP SYNC CHAIR

Lori Bonnstetter402-536-0234

EAT, DRINK, LIP SYNC CO-CHAIR

Missy Turner402-630-9346

GOLF CHAIR

Jen Monjas402-397-7775

GOLF CO-CHAIR

Erin Pearson402-560-4170

SCHOLARSHIP

Lori Bonnstetter402-536-0234

HOLIDAY RECEPTION

Sue Mohr402-980-7219

EDUCATION CHAIR

Angel Starks402-553-5744

SPECIAL COMMITTEES

LUNCHEON RESERVATIONS

Heidi Weeks402-697-6751

COMMUNICATIONS

Kellie Konz-Wieczorek402-210-6046

PHOTOGRAPHER

Lisa Welch.....402-619-5552

TECHNOLOGY CHAIR

Laura Longo402-758-6041

DOOR PRIZES & HOSPITALITY

Laura Ousley.....402-639-8040



Congratulations to our new 2016 WCR Leadership Team!

Crystal Archer, PJ Morgan Real Estate - President

Darla Bengtson, Nebraska Realty - President-Elect

Becky Sandiland, First National Bank - Treasurer

Surie Legge, SAC Federal Credit Union - Secretary

Katie Clemenger, Celebrity Homes - Membership

Congratulations to our 2015 WCR Award Winners!

**Angie Podoll, CBSHome
REALTOR of the Year**

**Megan Bengtson, Nebraska Realty
Entrepreneur of the Year**

**Angel Starks, Nebraska Realty
Outstanding Service Award**

**Heidi Weeks, Centris Federal Credit Union
Affiliate of the Year**

**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.

2016 Calendar & Upcoming Events

January

January 14th - WCR Business Resource Meeting @ Champions (11:15am-1:00pm)
• Etiquette 2.0 Lunch
January 21st - WCR Board Meeting @ OABR (9am-10am) - Open to all WCR Members
January 21st - New Member Orientation @ OABR (10:15am)

February

February 11th - WCR Business Resource Meeting @ Champions (11:15am-1:00pm)
• RPAC Recognition Lunch
February 25th - WCR Board Meeting @ OABR (9am-10am) - Open to all WCR Members
February 25th - New Member Orientation @ OABR (10:15am)

March

March 10th - WCR "Eat Drink & Lip Sync" Night
No March Business Resource Meeting
March 17th - WCR Board Meeting @ OABR (9am-10am) - Open to all WCR Members
March 17th - New Member Orientation @ OABR (10:15am)

At Your Service! We Want to Hear From You!

Did you know ...WCR has a Hospitality Committee? Laura Ousley is at your service if you know of any happenings pertaining to our WCR friends, be it joyful, serious, sad, encouraging, etc. Please contact Laura at laura@maximcr.com and she will serve as the voice of WCR to acknowledge anything that should be with cards, flowers, etc... whatever seems appropriate. If possible, share the address of the person or persons being acknowledged. Many thanks!

Also, if you have any great news to share in the newsletter, tell us all about it!



Back by popular demand...

Business Etiquette 2.0: “May the Force Be With You!”



Negil McPherson Jr.
Senior Performance Consultant,
HDR

Register Today & Join Us!

Thursday, January 14,
2016

11:15am - 1:00pm

Join us for a FUN-filled, interactive post-lunch presentation of business etiquette success strategies (while avoiding social landmines)

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“The greater your daily incorporation of appropriate etiquette practices in your day-to-day business interactions, the greater your business force of connection and collaboration. At the close of this discussion, it might be said...the etiquette force is strong within you.”

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Biography

Negil McPherson Jr. serves as a senior performance consultant in training and organizational development for HDR, an architectural, engineering, and consulting firm. He's been employed with this company for more than 16 years. He is a graduate of the University of Nebraska at Omaha's Executive M.B.A. program.

With more than 25 years experience, Mr. McPherson has concentrated on the design and delivery of performance enhancement services in leadership development, technical skill development, and change management. He has specifically served as a professional resource on the topics of business etiquette and professionalism for more than 15 years.

Mr. McPherson is active in his community as he serves in his sons' Boy Scout troop, a member of the City of Omaha Personnel Board, and an avid volunteer with Habitat for Humanity of Omaha and his church. The love of his life is his family... wife, Tracie and three children.



We want you to join WCR...yes **YOU!** **2016 New Membership Drive**

The Women's Council of REALTORS® (WCR) is a *network of successful REALTORS®, advancing women as professionals and leaders in business, the industry, and the communities we serve. We are made up of both female and male REALTORS®, as well as our wonderful strategic partners!* Formally known as Affiliates, our Strategic Partners assist REALTORS® by providing necessary services that help transactions go smoothly from start to finish (lenders, insurance agents, inspection companies, photographers, etc). So just like the picture above, there are many different shapes, sizes, and types of groups and individuals who make up our dynamic organization.

If you are in the business of real estate or anything even pertaining to real estate, you really owe it to yourself to join such spirited circle of people. Why wouldn't you join?!

Any new REALTOR who signs up between January 1st through March 31st, will receive a \$25 refund off your annual dues! In addition, our scholarship program reimburses you for continuing education classes you that you pay for in 2016. You receive \$15 back per class, up to the membership fee amount of \$141!

Aside from the endless networking opportunities, we help strengthen our community through charitable donations as well. Each month, WCR chooses a local charity and donates to those in need. It's always a generous amount too!

Need another reason to join?? Get involved and you can add it to your resume. Brokers, fellow colleagues, your clients...everyone likes to see experience and involvement! Volunteer to be on the WCR Board of Directors and gain the opportunity to attend the national conferences.

So in closing, if you're looking for a way to get a little bit more involved in the industry, or just want to grow your business, the Women's Council of REALTORS® is the place to be! No matter if you're a new agent or a 20-year veteran - Join us!! I'm excited for 2016!! It is going to be our best year yet!

Please contact me if interested in joining or if there are any questions.



See you at the next WCR event!
2016 VP of Membership:
Katie Clemenger, REALTOR, Celebrity Homes

President's View



Changing the World with Your Talents

Happy 2016! I hope your year is off to a fantastic start! I am honored and excited to lead our wonderful group this year. Our leadership team is ambitious and is eager to help keep our strong network growing and thriving.

My goal this year is to continue providing value to our members with impactful speakers and great networking events. Of course, I want to add more members to strengthen the networking opportunities

for all of us! I also want to get more of you involved with our events and meetings, being involved has been one of the best things I could have done for my career!

We are kicking off 2016 with "Etiquette 2.0." Our Dining Etiquette presenter last year was such a hit, we thought we would try it again, this time learning proper Business Etiquette practices. Our presenter is dynamic and will most certainly provide a few laughs as well.

Thank you for the opportunity to lead our Omaha Network of the Women's Council of Realtors. I look forward to a year full of memories and growth!

Crystal Archer

2016 WCR President

PJ Morgan Real Estate



And Our January Spotlight Sponsor Is...

First National Bank of Omaha

First National Bank is a full-service bank with a full-service mortgage division. We strive to exceed customer and referral partner expectations by going above and beyond. We know and understand our customers and their business. Our lending decisions are fair and timely. When we make a promise, we keep it. We're loyal to our customers and referral partners and appreciate and enjoy that loyalty in return. Every customer and referral partner is important to us and we are grateful for their business!

www.firstnational.com

Greetings! Who Are You & What Are You Doing Here?

Name Please? Becky Sandiland

Why do you love being a member of WCR?

The people, I've made many friends and built relationships with people I likely would not have met if not for WCR.

Who got you involved in WCR? In the early days of my career in mortgage, my boss suggested WCR. I decided to give it a try and the rest is history.

What is your favorite WCR Activity? It's not one activity, but more one commitment that is spread over all our activities... Our commitment to giving back to the community we live and work in. Giving back is in my business plan and my life plan. WCR's commitment to giving back really matches my personal goals.

Where is your favorite place you've traveled? Why? Travel is a big part of my life and has been since my childhood as a military brat. I find an adventure anywhere I go, so picking one favorite place is a real challenge. With that being said, this summer I traveled to Poland, Czech Republic and The Netherlands. While I LOVED the entire trip, Poland, was my favorite. We visited 3 cities and loved it. Why? The people, the food (this applies to all of Europe), the culture. I loved it all. And it was a bargain. I have long said I don't vacation in the same place twice, mostly because I want to see everywhere I haven't been, so the list is long. I will go back to Poland. Want to go with me????

What is a goal of yours that you want to accomplish this year? Travel (surprise!). One bucket list item of mine is to travel to all 50 states before I turn 50. My goal is to get 4-5 more done this year.

What is one local thing that you have wanted to do? I have never been in the Joselyn or the Durham. I plan to get to both in 2016.

What do you think the future of real estate looks like? Good, but with challenges. The recent changes to the mortgage industry are going to complicate to process. It's not the end of the world but it is likely to be the end of the superfast turnaround times. Those that embrace the changes and proceed with knowledge will be fine.

What is the best business tip you have been given? Know when to say no. Don't try to be everything to everyone.

What is the highlight of your life? Every single day that I have been given. I am grateful of it all. The good, the bad, all of it. It makes me who I am.

What do you think the secret to life is? I have no idea! I am still looking for it but I am inclined to believe a few of my mantras are a part of it... Be kind. Help those that can do nothing to help you. Ask for what you want. Say thank you. Be honest. Work hard. Continue to learn. Look at every challenge as an opportunity. Live in the moment, for this moment is your life.

First National Bank of Omaha

January Spotlight Sponsor

The Fundamentals of Success

Lynette Arrasmith, Sr. Sales Manager



One of my favorite books and resources to coach and train is The Success Principles by Jack Canfield. He talks about, "How to get from where you are to where you want to be." He outlines 24 key principles and we will just cover a few:

- 1. Take 100% Responsibility for Your Life** - You must take personal responsibility. You cannot change the circumstances, the seasons, or the wind, but you can change yourself. Jim Rohn
- 2. Be Clear Why You're Here** - Learn to get in touch with the silence within yourself and know that everything in life has a purpose.
- 3. Decide What you Want** - The indispensable first step to getting the things you want out of life is this: decide what you want.
- 4. Believe It's Possible & Believe In Yourself** - The number one problem that keeps people from winning in the United States today is lack of belief in themselves.
- 5. Act As If** - Believe and act as if it were impossible to fail.
- 6. Feel the Fear and Do It Anyway** - We come this way but once. We can either tip toe through life and hope that we get to death without being too badly bruised or we can live a full, complete life achieving our goals and realizing our wildest dreams.
- 7. Be Willing to Pay the Price** - If people knew how hard I had to work to gain my mastery, it wouldn't seem wonderful at all.
- 8. Ask! Ask! Ask!** - You've got to ask. Asking is, in my opinion, the world's most powerful and neglected secret to success and happiness.
- 9. Reject Rejection** - We keep going back, stronger, not weaker, because we will not allow rejection to beat us down. It will only strengthen our resolve. To be successful there is no other way.
- 10. Practice Persistence** - Most people give up just when they're about to achieve success. They quit on the one-yard line. They give up at the last minute of the game, one foot from a winning touchdown.
- 11. Exceed Expectations** - It's never crowded along the extra mile.

WCR appreciates the great leadership and involvement of the First National Bank Team!



We Learn. We Build. We Give.



Addressing the Unmet Need for Omaha's Hungry

- 1 in 5 children under the age of 18 years old may go to bed hungry every night in the Greater Omaha area.
- Food comprises 17% of Nebraska's municipal waste stream; making it the third largest contributor to landfill waste in the state and first in Omaha.
- Of all lower income children living in Nebraska, over 44% aged 2-5 are either overweight or obese; over 47% of those aged 10-17 are either overweight or obese. Regular access to healthy, nutritious meals can make a difference for these children.

Saving Grace is a grass roots perishable food rescue and delivery nonprofit agency that picks up perishable food donations in refrigerated trucks from local restaurants, caterers, cafeterias, grocery stores, delis and food distributors. Saving Grace will not warehouse food but deliver it the same day free of charge to nonprofit agencies that serve families in need such as pantries, missions, after-school programs, daycares, senior centers and churches. It matters, we have the right organization, the right partners and we serve the right people.

Mary Sladek
Community Service Chair
My Insurance

Please consider giving at our January luncheon!

Women's Council of
REALTORS®
Omaha



And Our January REALTOR Spotlight Is...

Kelly Gitt, Gitt Real Estate

A family-owned and operated business, Gitt Real Estate is dedicated to helping our clients buy or sell homes in and around the Omaha, NE area. Our experienced agents are dedicated to helping clients sell their home at the best possible price for the neighborhood and buying the right home that fits their needs.

<http://www.gittrealestate.com/>

Hello!! Who Are You & What Are You Doing Here?

Name Please? Kelly Gitt

Why do you love being a member of WCR?

WCR builds relationships & supports positive industry awareness.

Who got you involved in WCR?

Missy Turner

What is favorite WCR Activity? Angel Tree Network

Where is your favorite place you've traveled?

Why? I have too many to list but if I had to choose one I'd say Costa Rica because it was so friendly & clean. The people relied heavily on the land & have a deep respect for the ecosystem.

What is a goal of yours that you want to accomplish this year? Work smarter not harder.

What is one local thing that you have wanted to do? Contribute to Youth Emergency Services. They are operating without a working kitchen. With very limited resources, they are providing meals & supporting children & teens living on the streets of Omaha.

What do you think the future of real estate looks like? The individual & part time agent is becoming obsolete in order to serve the high demand Buyers

Angel tree network.
& Sellers.

What is the best business tip you have been given? Learn to live off of 50% of my commission check & invest in hiring a good accountant.

What is the highlight of your life?

My kids. They are all me but better.

What do you think the secret to life is?

Keeping a sense of humor. Don't take yourself too seriously.

So Glad to Meet You, Kelly!! Great advice!!

**Women's Council of
REALTORS®**
Omaha