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**Have you joined a**  
**committee YET?**  
(you haven't? Why not?)

[www.wcrbonitaestero.com](http://www.wcrbonitaestero.com)



*Message from*  
*the President*

*--Heather Wightman, 2011 President*

Greetings WCR Stars!

Our local Women's Council of Chapter in Bonita Springs-Estero had the incredible honor of welcoming our NATIONAL Association of REALTORS President, Mr. Ron Phipps, on Friday, June 17, 2011. Our local WCR Chapter, in conjunction with our local Board of Realtors at BEAR, were hosted by our Affiliate Member, Element Funding, at a Town Hall Meeting-style breakfast at Spanish Wells Country Club in Bonita Springs, Florida. This meeting was possible because of the lifetime friendship between President Phipps and Gerry Teevan, Vice President of Element Funding. President Phipps gave us an update on how NAR is defending its members that impact our local Realtor economy – short sales and foreclosure negotiations, the mortgage interest deduction on homes, flood insurance, among others. He stressed the importance of the net worth of families that own homes versus families that rent homes. The goal of America has been, and continues to be, the pride of home ownership. He then opened the floor for questions.

The meeting had over 230 attendees, including representatives from most of the District V Board executives. We were thrilled to have an intimate setting and face time with the leader of our REALTOR Association. President Phipps was gracious with his time, and has the heart of a servant leader. Even though he has a fun and approachable demeanor, he is very passionate about leading our Realtors out of this challenging economy. He is not afraid to take a stand with the government and industry leaders to make them realize it takes Realtors and transactions to generate spending in other fields, that will pull our economy back on track to recovery. His closing message was to encourage Realtors to get involved at the local level in leadership, so we can continue to make a difference in home ownership for all.



# Membership Corner

By Debra McAlister-Brown, VP Membership



## ***The Benefits of WCR Membership accumulate when you get involved!***

- If you decide to participate, even if only in a small way - we will help you define and reach your next level of achievement.
- If you attend chapter meetings - we will help you acquire new skills to meet the changing business environment.
- If you make it a point to sit with people you don't already know - we will increase your referral business and sometimes become friends for life.
- If you commit to attending at least one state meeting or regional conference - we will show you role models who inspire and mentor.
- If you volunteer for something - we will give you meaningful, satisfying work that fits your schedule.
- If you keep in touch with other members - we will encourage you when you are down and cheer you on when you succeed.
- If you commit to attending one national meeting - we will amaze you with the power of the total WCR experience.

Please consider joining one of the many committees we have. If you need additional information on the committees, please email Debra J. McAlister-Brown at [djmsellsswfl@gmail.com](mailto:djmsellsswfl@gmail.com), or call 239-898-9933.

Please join us at Our Women's Council state meeting taking place on August 24-26, held in conjunction with the Florida Realtors Convention and Trade Show, at the Rosen Shingle Creek Resort in Orlando. Registration is open online via [www.floridarealtors.org](http://www.floridarealtors.org) and conference information is listed on the Florida Realtors web site.

In addition to the business meetings of our Governing Board, General Membership, Standing and Special Committees, the highlights of our council meeting include a Performance Management Network class on Wednesday, August 24<sup>th</sup>, a Women's Council booth at the Trade Expo and the election of our 2012 leadership team.

As a reminder, the Annual Awards Banquet for Women's Council is Thursday, August 25<sup>th</sup>. You will want to "Watch Our Stars Come Out" as we join together to recognize state sponsors and honor the 2011 Award winners of our annual achievement awards. Be certain to order your banquet ticket when you register for the Convention. Banquet tickets are \$67 and will be sold until 4pm on August 24<sup>th</sup> or as long as tickets remain available (a limited number of tickets will be available for purchase onsite – it is advisable to purchase your tickets prior to pre-registration closing on 8/16/11). Our Awards Banquet starts at 7pm and will kick off the evening before the RPAC and Florida Realtors "Beatle Bash", which is the special entertainment event. You will not want to miss this evening of "celebration with the stars!" Celebrate your successes no matter how small!

## Upcoming Events!

### August 9

WCR Governing board Meeting, B.E.A.R

### August 12

August Business Meeting & Luncheon, Dress for Success & Elections for New Board President, The Club at Grandezza, Estero 11:30AM - 1:00PM. Sponsored by 5/3 Bank.

### August 24-28

FRWCR Convention trade Show, Orlando

### August 25

Annual Awards Banquet for Women's Council

### September 9

September Business Meeting & Luncheon, The Club at Grandezza, Estero 11:30AM - 1:00PM. Sponsor TBD.

### September 6

WCR Governing board Meeting, B.E.A.R

### September 16

WCR Golf Event Copperleaf Golf Club at the Brooks. 7:30AM

**Don't forget to purchase your tickets for the iPad Giveaway drawing on October 14th!** 1 ticket for \$20 or 2 tickets for \$30!



Purchase tickets or become a sponsor! Call 239-896-3003 or email [lisaw@plattpubs.com](mailto:lisaw@plattpubs.com)

## WCR REALTOR® Spotlight

### Meet Cynthia Grabowski! Keller Williams



Originally from Michigan, Cyndi moved to Southwest Florida 8 years ago and has 3 children; Jeremy 26, Ben 24 and Megan who is 18. Prior to her career in real estate, she was a sales account executive for a physical therapy company in Michigan. Once she became a Realtor, she signed on with Keller Williams and has been there ever since, as she loves their values of God, family and career.

Cyndi is the recipient of numerous awards, such as the 2008 Culture Icon Ambassador Award for Southwest Florida, which is a lifetime achievement award, and then won it again in 2010 for the KW Bonita office. In addition, she was the recipient of the 2009 Southwest Florida Spirit Award.

Cyndi most recently coordinated "Red Week" at her Keller Williams office. During Red Week, each day is focused on community needs and giving back.

Monday - Food drive at Publix and received 900 pounds of food for Island Coast Aids Network

Tuesday - Blood drive and gave 13 pints of blood.

Wednesday - Brought in and had lunch with LARC in Bonita

Thursday - Gave out free hugs at Panera Bread at Coconut Point

Friday - Had an ice cream social for Cafe of Life.

Wow! Cyndi knows how to pay it forward! She believes it is not about making money, but rather about changing lives!

Be sure to meet Cyndi at the next WCR Bonita Springs - Estero function!



## WCR Affiliate Spotlight

### Meet John Klobe Cutco Closing Gifts



a.k.a. "the Knife guy", John Klobe is really better known as a Cutco Closing Gifts sales representative! Originally from Edina, MN, John has lived in Naples since 2008. He attended Ave Maria University, majoring in economics. In addition, he was recently wed to his wife, Randi.

John has been selling Cutco products for the last 7 years. Originally working in Minneapolis, he relocated to Naples in 2008 to launch the closing gift program, and to enjoy the sunshine and warmer weather by the beach. Working closely with many realtors in Southwest Florida, John manages the Cutco Closing Gift Program for the Naples and Fort Myers area, providing quality knives as closing gifts that serve realtors as branding tools, as well as benefit their clients. If you haven't seen his products, you really must! They are beautiful. John is also an Affiliate member of BEAR since 2010.

When John is not selling Cutco Closing Gifts, he is enjoying the outdoors and playing sports—preferably fishing, camping, basketball, and Frisbee. John and his wife, Randi, enjoy walks along the beach, read lots of books, and enjoy visiting with friends over a bottle of red wine.

It sounds like John has found the good life here in Southwest Florida! Please be sure to say hello to John at our next function. Be sure to also contact him about Cutco Closing Gifts! 239-919-6420 or email: [jhklobe@gmail.com](mailto:jhklobe@gmail.com)

# Golfing with the Stars!

Event announcement by Jason Lane, Lane Insurance Group



I am very pleased to announce a date and location for our Golf Event. September 16<sup>th</sup> 2011, Copperleaf Golf Club at the Brooks.

**Format:** Scramble; everyone can play.

**Schedule:** 7:30 continental Breakfast/Registration, 8:30 Shotgun, 1:00 PM Party/Lunch/Networking/Live Entertainment/Auction

**Cost:** \$60 for Breakfast, Golf and Lunch/Party, \$20 for Lunch/Party only

We are now looking for players, auction items and sponsors.

**Event email signup:** Adam Dalton, A&E Home Management Services, adam.dalton@aeHMS.com or 239.860.2323. If you're golfing, include your name and handicap.

**Auction items donation:** Emily Ross-Campos, 239-560-5503 or emilyestero@comcast.net

**Sponsorship sign-up:** Jackie Nary, Downing-Frye, jmnary@gmail.com or 239.218.0328

**General questions:** Jason Lane, Lane Insurance Group, jason@laneinsurancegroup.com or 239.947.7474

**Sponsorship opportunities include:**

Tournament: \$500,  
Entertainment: \$250  
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Low Gross: \$200  
Low Net: \$200  
Men, Longest Drive: \$75  
Women, Longest Drive: \$75  
Men, Closest to pin: \$75,  
Women, Closest to pin: \$75  
Manned hole sponsor: \$125  
Unmanned hole sponsor: \$75



## *And the WCR Star Accolades go to...*

- ⇒ Congratulations to our VP Membership, Debra McAlister-Brown for getting the centerfold article in Florida Realtor Magazine's June 2011 issue! If you haven't seen it, visit: <http://floridarealtor.imirus.com/Mpowered/book/vfr11/i6/p1>.
- ⇒ Congratulations to Joe & Alana Consolo of Consignment 2 Go for also getting BIG media attention:
  - Fox 4 Rising - feature on "Thrifty Thursdays" discussing benefits of consignment.
  - Featured on cover of June Business Journal and interviewed about volunteering, community involvement.
  - Quoted in July Gulfshore Business magazine discussing in an article titled "The Road to Entrepreneurship". C2G was mentioned as one of five "unique ventures in Southwest Florida."
- ⇒ Congratulations to Kathy Guyitt, General Contractor and Owner of DesignTech of Southwest Florida, Inc., and Donna Overly, ASID of Vogue Interiors, for winning a 2011 Southeast Building Conference Aurora Award for a kitchen remodel in The Brighton high rise condominium at Bay Colony in Naples! Way to go!
- ⇒ Congratulations to Kurt Holm and Debra McAlister-Brown, ProTrend Realty Residential, who are recent graduates of the July 11-15th BEAR CIPS class! In addition, Debra was also able to recruit 2 new WCR members during the class! Please welcome Lorri Ewers, Downing-Frye Realty (lorriewers@gmail.com), and Margot Castritius, VIP Realty Group (mcastritius@vpirealty.com).

Please note if you take these classes, you'll receive scholarship money towards continuing education!

# Thank you to our 2011 Chapter Sponsors!

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