



2024

REALTOR MEMBERSHIP



Join or renew now!

Hey there, new member!

On behalf of the Women's Council of REALTORS® Birmingham-Bloomfield, I'm throwing you a confetti-filled welcome! As your Membership Director, and on behalf of the entire 2024 Board of Directors, we are thrilled to have you join our vibrant community of empowered women and men in the real estate industry. Whether you're a seasoned pro or just starting your climb, the Women's Council can offer:

- **Connections:** Network with like-minded individuals and tap into top notch *resources*.
- **Growth:** Level up your skills with industry education and expert insights.
- **Support:** We've got your back (and probably a mimosa or two) when you need it.

Speaking of resources, I'm also proud to be a Platinum Strategic Partner with Impact Home Staging Experts. We understand the power of putting your best foot forward in today's competitive market, and I'm excited to share not only **our** expertise and resources with you throughout the year, but also connect you with other best-in-class Platinum Strategic Partners to build a robust network you can rely on for all your real estate needs.

We host monthly gatherings designed to ignite both your professional and social connections. Expect a dynamic mix of fun and professional networking opportunities. These events are the perfect platform to build, sharpen, and discover new paths to success.

Now, let's get you connected! To officially become a member and unlock all the benefits that await, simply click here:

<https://www.wcr.org/network-sites/michigan/birmingham-bloomfield/>

You'll find secure payment options so you can join our ranks seamlessly.

We're thrilled to have you onboard, and we can't wait to welcome you in person at our upcoming events. Remember, the Women's Council of REALTORS® Birmingham-Bloomfield is more than just a membership; it's a community where you'll find support, inspiration, and endless opportunities for growth.

Let's empower each other and achieve remarkable things together in 2024!

Warmly,

Tina Stratton

Membership Director, Women's Council of REALTORS® Birmingham-Bloomfield

Platinum Strategic Partner, Impact Home Staging Experts | tina@impactids.com



WOMEN'S COUNCIL OF REALTORS - BIRMINGHAM/BLOOMFIELD

LETTER FROM THE PRESIDENT

Our Mission:

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

Our Values:

Professional Credibility - Members of the Women's Council of REALTORS® are career professionals who operate based on a shared value system of integrity and respect, and a commitment to excellence and continuous development.

Power of Collaboration - Success in business today is achieved through positive, productive collaboration. The Women's Council of REALTORS® provides an environment in which members support each other and work together to achieve personal growth and business success.

Leadership - Every business, industry and community needs business who can inspire others and effect positive change. Through the Women's Council of REALTORS®, members can discover and develop their authentic leadership style, apply new found leadership skills, and pursue leadership opportunities across all areas of their personal and professional lives.

Influence - Positive change comes from greater inclusion of women's perspectives in positions of influence in the real estate industry and in the broader community.

Opportunity - The Council member network is enriched by embracing the full diversity of our industry, and the opportunity to contribute different experiences, ideas and perspectives.

Thank you for your consideration.

In appreciation and gratitude,

Brie Cocroft
2024 President
Women's Council of Realtors Birmingham/Bloomfield Network



CALENDAR OF EVENTS

*Dates are tentative and subject to change

JANUARY	FEBRUARY	MARCH
22nd Power Hour: Tim Fulong Connect, Convey, & CTA	5th Power Hour: How to Show Your Clients Love	6th Member Mixer: Happy Hour Game Night
APRIL	MAY	JUNE
17th Industry Event: Shifts Getting Real	1st Member Mixer: 2nd Annual Kentucky Derby	13th Summer Soiree: A Night in All White
JULY	AUGUST	SEPTEMBER
17th Power Hour: Appraisals	14th Power Hour: Social Media for CRM	18th Elections and Headshots
OCTOBER	NOVEMBER	DECEMBER
23rd Member Mixer: Happy Hour	TBD Continuing Education	4th Holiday Celebration

Looking forward to a great year! Thanks for all your support! - Brie

2024 LEADERSHIP TEAM



PRESIDENT

BRIE COCROFT
MAX BROOCK ROYAL OAK



PRESIDENT-ELECT

YAZ ABDULLATIF
THE HOME COMPANY



DIRECTOR OF MEMBERSHIP

TINA STRATTON
IMPACT HOME STAGING



DIRECTOR OF EVENTS

PAIGE KENDZIORSKI
MAX BROOCK BIRMINGHAM



TREASURER

NIKKI TAYLOR
ATA NATIONAL TITLE



FIRST VICE PRESIDENT

SARA O'NEIL
DOBI

TOP 5 REASONS to Join WOMEN'S COUNCIL

For full member benefits, visit wcr.org/about/benefits

1

Top Referral Network

- > **54% of members sent 1 or more referrals** to another Women's Council member
- > **\$15,000 average commission** for Women's Council referrals (*estimated*)
- > **Robust online referral system** for members to connect and share referrals on wcr.org

2

Business Leadership Training

The Council offers **1,500+ personal and business leadership development opportunities** annually nationwide.

From the flagship **PMN Designation, Leadership Institute** and numerous **local, state and national events** - we provide a pathway for you to reach your goals.

3

Our Numbers Tell It All

- > Women's Council members earn more: **\$134,470 average** / \$87,690 median
- > Women's Council members are sought after leaders: **65% hold leadership position** in community or business.
- > Women's Council members hold **20% of NAR Committee positions**.

4

Connections and Camaraderie

The relationships within your local, state and national networks are invaluable for your business and your leadership growth.

You'll belong to a network of 12,000 motivated, professional and high-achieving real estate professionals.

5

Member Benefits Program

Enjoy discounts on travel, entertainment, business, and a variety of additional products and services.

Savings will pay for your dues several times over!

- > Rental cars & hotels
- > Office supplies
- > Shipping Flowers
- > Closing gifts
- > Gift baskets
- > Tickets
- > Prescriptions

Stay Connected

[#WomensCouncil](https://www.instagram.com/WomensCouncil) & [#LeadersMadeHere](https://www.instagram.com/LeadersMadeHere)

f /wcrfans

t @WomensCouncil

i @WomensCouncil

NEW MEMBER APPLICATION

You can also join online by clicking "join now" at wcr.org

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

For more information email wcr@wcr.org or call toll free **800.245.8512** M-F 8:30-5:00 CST.

Name

Company Name

COMPANY

Address

City

State

Zip

Phone 1

Phone 2

Email

Website

RESIDENCE

Address

City

State

Zip

I would like my mail sent to: ☐ Company ☐ Residence

Local Network you are joining

Association of REALTORS® in which you hold membership *(required)*

Type of Membership: ☐ REALTOR® ☐ REALTOR-ASSOCIATE® ☐ Affiliate

Were you a member over the past year? ☐ Yes ☐ No

REALTOR® Designations you've earned

NRDS ID#

DUES AMOUNT OWED

National Dues	\$	140
State Dues	\$	
Local Dues	\$	
TOTAL DUES	\$	

METHOD of DUES PAYMENT

Check enclosed, payable to "WCR" for:\$

Yes! I would like to join Women's Council by credit card.

Please process national dues (\$140), plus local and state dues, as indicated by local network I am joining.

If paying with credit card, please complete the following:

VisaMasterCardAmerican ExpressDiscover

☐

Card Number *(If you prefer that we contact you, write "CALL")*

Expiration Date

Sec Code

Payment Amount

Authorized Signature

\$

Please send completed application and check to: Women's Council of REALTORS® | 430 N. Michigan Ave. | Chicago, IL 60611
Or you may submit by fax to **312.329.3290** or email to wcr@wcr.org.