

Women's Council of REALTORS® Research Guide

NAR Archives Research Guide

The National Association of REALTORS® Archives produces Research Guides with the goal of helping members, scholars, and staff locate information held in the Archives. Each Guide covers one series of records, providing historical background and context on how the materials relate to NAR as a whole. In addition, the Guides contain content lists, brief notes about the materials, and box locations within the Archives. Researchers can use these Guides to gain a better understanding of the materials and quickly decide which records may be most relevant to their research.

Women's Council of REALTORS

Series D18

<https://realtor.soutrnglobal.net/Portal/Members/en-US/RecordView/Index/5953>

The Women's Council of the National Association of Real Estate Boards. was founded in November 1938 at NAREB's annual convention, led by Cora Ella Wright of Oak Park, Illinois. In 1942, the Women's Council adopted by-laws, requested dues, acquired appropriated funds from NAREB, launched a survey of women's status on local real estate boards, and adopted formal objectives – its early goals were to offer education and training to women who entered the field. With the formalization of by-laws, local chapters started to grow within local real estate boards. By the end of 1944, there were 32 local chapters. In addition, in 1943 the Women's Council began publishing their membership newsletter "What Women REALTORS® Are Doing," which later became "Communique." With NAREB's name change in 1972, the Women's Council changed their name to the Women's Council of REALTORS® (WCR). In 1984, WCR introduced the Leadership Graduate Training (LGT) designation to "recognize those members who have achieved a superior level of leadership expertise through education and experience." Today, WCR is still educating members with the Performance Management Network (PMN) designation.

Throughout its history, WCR has sought to educate women, provide personal and professional development, create business contacts and referrals, and provide leadership training.

Today, WCR's visions and goals are still to educate women with "tools, training, and support to develop their leadership potential and business goals," but also to "support and promote the development of a diverse and accessible network;" to be the voice and perspective of women

in Real Estate, and to “build an organizational structure which supports and develops excellence and advancement.”

Collection:

D18:01 Organization and Operation

D18:01 Box 1

- Letters, memorandums, and other general correspondence, 1920 – 1993
 - Contents of the correspondence include a name change, lecture outlines for local chapters, reports on activities of local chapters, the Build America Better competition, suggested projects, empty biographical data forms, computers, comments on by-laws and amendments, fiscal matters, promotions, resolutions relationship with Appraisal Institute, office space, possibility of mergers, equal rights, relationship with NAR, women in NAR leadership roles, referral and relocation certification, annual reports, pinnacle awards, training programs, histories of women in real estate and the council, questionnaires, and labor force, employment, and earnings.
- Progress of Women in Real Estate: 50th Anniversary of the Women’s Council of REALTORS® book, 1988
- Women in Real Estate: A History of the Women’s Council of the National Association of Real Estate Boards book, 1963
 - By Pearl Janet Davies

D18:02 WCR Governance & Leadership

D18:02 Box 1

- Leadership material, 1959 – 1987
 - Includes a videotape entitled *WCR: A Network of Opportunities*, guide steps for organizing a local chapter, officers handbooks, committee list, program lecture outline for local chapters, resumes of those on the committees, direction and designation for officers, a how to book for officers, by-laws, constitution, and guidelines of officers.

D18:02 Box 2

- Leadership Policy and Procedure Manuals, 1989 – 1995

D18:03 WCR Membership Rosters, Guidelines, & Recruiting Materials

D18:03 Box 1

- Membership Materials, 1961 to 2003
 - Includes recruiting brochures, membership reports, biographical information and applications of members, membership studies, a master list of members, speaker's bureau directories, and member surveys.
- Membership rosters, 1976-1984

D18:03 Box 2

- Membership rosters, 1985, 1986, 1987, 1989, 1990

D18:03 Box 3

- Membership rosters, 1991, 1994, 1996, 1998

D18:03 Box 4

- Membership Surveys, 1968, 1983, 1990
 - From 1983 version: "The survey queried brokers and salespersons on a variety of topics including their personal and business backgrounds, political activities, the extent of their involvement in WCR and the REALTOR® organization, continuing real estate education, retirement plans, and attendance at meetings and conventions."

D18:04 WCR Education & Designations

D18:04 Box 1

- Education course materials, 1961 – 1996
 - Courses include Building Your Work Force into a Team, Tips for Making Great Introductions, Pulling Your Own Strings, Relocation Real Estate Survival Transfer, Trauma, and You, First Steps to the World of Computers, How to Think on Your Feet, Managing the Stress in Your Life.
 - Includes program outlines, course schedules, leadership training, education catalogs, training brochures, and the partnership program.

D18:05 WCR Conventions & Meetings

D18:05 Box 1

- Annual convention materials, 1927 – 1994
 - Includes materials from annual conventions, meetings of the council, educational workshops, board of governors' meetings, breakfast meetings, mid-winter meetings and meeting minutes.

D18:06 WCR Publications

D18:06 Box 1

- Publications, 1913 – 1995
 - Is Woman's Place in the Home?
 - How to be a Successful Failure in Real Estate
 - Women Landscape Gardeners
 - Real Estate is a Great Chance for Women
 - Women Real Estate Dealers Aide Homeowners in Beautifying Interiors
 - Few Women in Realty Field
 - Women in Realty Trade are Success
 - Women Make Good REALTORS®
 - The Status of Women in Real Estate
 - A cookbook put together by Women REALTORS in Baton Rouge,
 - Press and news releases

D18:06 Bound Materials

- What Women Realtors are Doing and Communique, 1957 – 1979