

Women Supporting Women in Business

The Women's Business Network is an alliance of local business and professional women who foster mutual success in the areas of profitability, leadership, and personal and professional growth through investing in networking, education, and mutual support. . .

SINCE 1994

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WBN (usually) meets at the Eugene Hilton on the first Thursday of every month. Check the daily meeting and banquet room schedule for room location when you arrive.

To submit newsletter items, send to the WBN PO box or e-mail to: **newsletter@wbneugene.org**. Deadline for newsletter submissions is the 15th of the preceding month.



Network News

April, 2005



Barbara Wirtz

A program you won't want to miss!

of **Wirtz Consulting** is known as the "idea architect" for her ability to show people how to convey and implement their ideas effectively. For 24 years, she has been working with organizations to help them turn their ideas for improving service and building business into reality. She speaks at conferences, develops corporate training, and facilitates retreats. Her clients include the CIA, Smithsonian, U.S. Chamber of Commerce, American Marketing Association, and many more.

At our April 14 meeting, she will lead us through a networking exercise that will be both fun and informative. Please join us for an enjoyable, interactive meeting.

"I am only one, but still I am one. I cannot do everything, but still I can do something. And because I can not do everything, I will not refuse to do something I can do."

Helen Keller

NO FOOLING!

The meeting this month is on the **SECOND Thursday** of the month, **April 14, 2005**

Upcoming Events...

- WBN Business Fair
- 2nd Annual Picnic in the Park

Coming to a WBN Meeting near you (next month)

Thursday, May 05, 2005
Member Profiles
Nicole Carter, Bryer Paterson & Jean Meeks

ATTENTION WBN MEMBERS Chamber Business Fair

Want to donate a door prize for the 'door prize basket' at the Chamber Business Fair (WBN member basket)? Contact Greta Siecinski at 343-1254, or Cele Hennigan at 686-0477. Items donated should have some value and your business card on them.

President's Message

by Emily Evans

Another year Better...

As we move into spring I am reminded that I have grown another year older. That sounds terrible—"older"! What if I say another year "better"? Yes, "better" sounds better than "older".

Some of us are born old. Some of us grow old. Some of us grow "better". I hope I am growing "better". I have WBN, among other things, to nurture my soul and my skills as a working woman. I thank each and every one of you for being part of a very special association that is unique. We are all growing "better" together.

Anyway, here I am another year better and I am thankful for all the gifts I have received from WBN this year.

Last month we were treated to a sales seminar presented by Paula Creekmore of Sandler Sales Institute. Have you heard her radio ads? She says her training is expensive. We got to hear her free of charge! I think we all gained something from Paula's presentation—what a gift! Did you think about practicing your sales techniques? Although I do not sell a product, I am always asking for support for the nonprofit I represent. I believe that Paula's talk made me better at that aspect of my job.

In February Joe Casey shared with us mind-body surgery research and what it tells us about healing—another gift. I watched you all get into his exercises at that meeting. Don't you think you're a little more conscious about your body? Do you find yourself tapping your wrist?

On February 16th I attended the Affair of the Heart, along with hundreds of other local women. I made some new contacts and I ran into some blasts from the past. Later on, when I checked my pockets, I noticed they were stuffed with business cards. I give that event an A-Plus for the networking opportunity.

In January Elizabeth Genevieve gave us the inside scoop on meeting magic. I personally grew better from her presentation. What great advice she gave us on dealing with difficult personalities (without embarrassing them).

We have some fabulous programs coming up in the next few months and I look forward to all of them. We are so very lucky to have access to these talented presenters.

Imagine how proud I am to say that I am the president of WBN—whee! What a terrific feeling it is to walk into our meeting room at the Hilton and be surrounded by all of you.

I know you are not surprised when I say that my affiliation with Women's Business Network has been the most valuable contribution to my personal and professional being. I believe I have grown better in just three months and I look forward to the future.

Emily

NEW MEMBERS

Tinker Flom, AMERICAN CANCER SOCIETY, Community Relationship Manager. The American Cancer Society is a community-based voluntary health organization dedicated to preventing cancer, saving lives and diminishing suffering from cancer, through research, education, advocacy and service. (434-3121)

Julianne Harris, FULL CYCLE BOOKKEEPING, Marketing Director. Full Cycle Bookkeeping Services and QuickBooks Pro Advisor. (515-9600)

Lou Panni, with SELCO COMMUNITY CREDIT UNION, Business Development. My responsibility is to bring in new business members for home, auto loans; insurance and financial services. (686-5324)

TEMENOUJKA DOBREWS, Licensed Esthetician. Facials, Waxing. (343-3312)

Patti Gordon, WORDLWIDE MORTGAGE, Loan Officer. Loan officer specializing in real estate loans to self-employed wage earners, 100% financing for first time buyers, refinancing to consolidate debt or lower monthly payments, and borrowers with poor credit histories. (465-8891)

E. Viviana Marcel, YOU CAN DANCE STUDIO, Owner. Social Partner Dance Instruction for Absolute Beginners. Argentine Tango, Swing, and Salsa. Etiquette (Business and Life) Instruction for all ages. (343-7837)

Network News

published monthly by
Women's Business
Network (WBN)

2005 BOARD

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686-8591

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Board meetings are held at noon on the third Tuesdays of every month and are open to the general membership. We meet at West Coast Bank 101 E. Broadway at noon.



Kudos # (for deserving members)

Want to recognize a member who has done something special or whose actions or services have impressed you? This 'spot' is reserved especially for those special 'KUDO's'.

Kalyn Wolf Gibbens recognizes several deserving WBN members:

...to **Greta Siecinski of Dustin's Auto Repair**, for helping me take care of my vehicle. "She and Nick do such a wonderful job of making me feel safe and taken care of on the road."

...to **Jan Reel from CURVES** for letting me re-join. I've been going almost every day, and her Curves is the best I've been to. Everyone is so friendly and supportive.

...To everyone at **WBN** who has given me a smile and a hug. "Being un and underemployed for as long as I have been is financially and emotionally very trying. I wake up every morning to work at my job search, which is the most difficult job I've ever had. I look forward to the day when my job and I finally meet up."

Take Our Daughters and Sons To Work® Day program was founded by the Ms. Foundation for Women to create an opportunity for girls and boys to share and communicate their expectations for the future.

The national date for the Take Our Daughters And Sons To Work® program is on the fourth Thursday in April. Having a consistent date helps workplaces, parents, communities, and schools plan ahead to create a unique educational experience for girls and boys across America. This year it is on April 28th.

MEMBER NEWS and More....

Linda Burden-Williams, the lead actress in *The Divine*, won best of the fest in the Damah Film Festival held in Los Angeles March 11th and 12th. *The Divine* also received The People's Choice Award. Linda attended the Los Angeles event where the weekend was filled with seminars, films, and many networking opportunities which concluded with a glamorous awards show.

Budget Blinds of Eugene has moved into their new Design Center located at 1065 River Road. The 1941 refurbished colonial home features beautiful displays of blinds, shutters and soft treatments! Come join the fun and enter our April Grand Opening Give-Away for \$1,000 custom window coverings and a chance to win 2 Oregon Duck football tickets! Call Diane Cheyne at 461-8178 or stop in to say "hello."

Annetta Forrer invites you to join other professionals learning and practicing your networking skills in a LCC Business Development Center class named *Contacts for Success*. Spend two nights early in June learning networking principles and techniques and then practicing them. The class is offered June 7th & 14th from 6:30-8:30. Register through LCC for CRN#43225. The class costs \$14 with a materials fee of \$45.

Robin Retherford has raised her business to a new level and is now serving mid-size business clients that want to get to their next step with sales and marketing. She has joined forces with Jon Broome of Quantum Leadership to form *The Go Company*. Check out what they're up to at www.thegobutton.com.



April is Child Abuse Awareness Month. **Edrie Bizak** and **Susie Pennington** are on the leadership board at The Relief Nursery and share some staggering statistics: If an abused child is reached through qualified counselors before they are one year old, only 25% will still need special education. Before 2 years old, 50% will need special education and if children are not reached by the age of four, 100% will need special education. Information and physical tours of the Relief Nursery are available to individuals or groups. Give the Relief Nursery a call at 343-9706 to schedule your tour and see what wonderful work this organization does for our community.

Jill Sager of Hands On Rhythm and Drum School is giving up her existing office space on April 15 due to the growth of her work in the community.

Jill currently travels around the country helping others connect to their spirit through her popular workshop: *Beginning Hand Drums: An Invitation for the Rest of Us!* Although the school's sign will be gone, don't count the School gone, as Jill continues to teach workshops and facilitate drum circles throughout the Eugene/Springfield area.

Charlene Fauria, owner of **Trendsetter Gifts**, removed her "safety net". After seven years with the company, she officially resigned from her job as a sales rep for Ty Inc. to focus on building her own business.

Non-profit **Sparkplug Dance** Director **Rachael Carnes** was featured in February on KMTR news for her dedication to teaching about brain development and the importance of play and nurturance to the teen parent program at Willamette High School. Sparkplug Dance is currently accepting donations for a spring raffle - your opportunity to share your business with area families and benefit needy members of your community! For details please write to rachael@sparkplugdance.org.



PO BOX 1412
Eugene, OR 97440

NEXT MEETING

April 14, 2005

12:00 PM

Eugene Hilton

Speaker:

Barbara Wirtz

with

**WIRTZ
CONSULTING**



Barbara will lead us through
a fun and informative
NETWORKING exercise.

FIRST CLASS MAIL

In recognition of

Women's History Month

(March), the National Women's Business Council has updated its fact sheet, Women Business Owners and their Enterprises. Majority-owned, privately-held women-owned firms number 6.7 million, and account for 30 percent of all businesses in the country.

Between 1997 and 2004, these firms grew 23 percent compared to 9 percent of all U.S. businesses. There are estimated 15.6 million women business owners in the U.S. as of 2002. Further, it is estimated that 15.6 million women have sole or shared ownership of businesses in the U.S.

You'll find the Fact Sheet on the NWBC Web site under Research and Publications/Key Facts at <http://www.nwbc.gov/ResearchPublications/keyFacts.html>.

One-Day Seminar: Formulas for Small Business Success

If you operate a business, or plan to start one, you can get nearly free advice from the experts. Often this kind of workshop requires more time and money than most of us are willing to part with. SCORE is offering a crash course that covers major business topics for a low \$60, covering these subjects:

- Business Plan: How to prepare one that opens doors for you.
- Legal: Should you consider becoming a Limited Liability Corp?
- Insurance: Protection needs for any business.
- Record Keeping: Simple plans that keep you in control.
- Financing: Local sources that provide small business loans.
- Internet Marketing: Unlock the powers of the Internet for your business.
- Marketing: Proven formulas that will never fail.

The date is Wednesday, April 20, 2005 from 8:30 a.m. to 4:30 p.m. The fee is \$60. Description and registration forms are available at the Eugene Chamber of Commerce or go to www.willamettescore.org for a registration form or contact **Sheila Craven** at sheila@cmc.net.



**MEETING
ETIQUETTE**

- **PLEASE**, no talking once the meeting has started. Do you want to network? Arrive between 11:30 AM and noon.
- **Cell phones** should be turned off or silenced.
- The **Networking Table** is for members only.
- **Speakers only** may display their cards & promotional materials on the tables.