

February 2009

Women Supporting Women in Business

WBN Mission Statement

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



Network News

CONTACT INFORMATION

P.O. Box 1412
Eugene, OR 97440

www.wbneugene.org

Inside This Issue

President's Message	2
Board Contact Info	2
Board Announcements	2
Kudos	3
Member Notices and News . . .	3
Dates to Remember	3
Meeting Etiquette	4
Calendar	4
Member Benefits	4

WBN meets the first Thursday of every month, 11:30-1:30 pm, at the Eugene Hilton Hotel, Vista Room, 12th Floor, 66 E. 6th, Eugene, OR 97401 (541-342-2000).

Submit newsletter items to:
**WBN, P.O. Box 1412
Eugene, OR 97440**

or
newsletter@wbneugene.org
(Deadline is the 15th of the preceding month)

Newsletter Editor
Angela Egremont • 343-0917

ON THE SLATE FOR FEBRUARY

Successfully Dealing with "Those" People
Pamela Cournoyer

Thursday, February 5, 2009 • 11:30 a.m.

Hilton Hotel, 66 E. 6th • Eugene, OR 97401

**This month's meeting will be in the Wilder Room, 1st Fl., Eugene Hilton Hotel, 66 E. 6th
In March, we'll meet at the Boy Scout Center on MLK Blvd.**

Pamela Cournoyer To Give Tips on Dealing With Slippery Customers

Have you had way too many unsuccessful encounters with certain individuals? Does it drive you nuts? Want some ideas that might help you deal with "those" people? (Say the word "person" through clenched teeth!)

This month's speaker, Pamela Cournoyer, will discuss some of the behaviors that cause you no end of frustration. She will suggest healthy, effective ways to approach these individuals and work side by side with them to foster a more productive relationship.

This is not a quick fix, nor will you have all the answers, but you'll have at least one or two possible solutions to consider. Join us at the Hilton on February 5 to find out more about improving your communication and interactions with "those" people!

(As a holder of five national Master Trainer-of-Trainer certifications, Pamela dazzles onstage—her presentation style is dynamic and engaging, while her honesty strikes to your very core. She brings humor to her presentations, softening even the most edgy of moments and her warmth is genuine, her trust-building capabilities stunning. She intuitively and playfully exposes obvious frustrations, but will also have you laughing at her awkwardness and eventually at your own, with vows to move beyond and improve even the toughest "cookies" in the room.)

NOTE: To members whose companies write checks to pay their dues, please note in the Memo section the name of the member as it is often impossible to determine who the payment is for. Thanks!

President's Message

by Lou Panni

February ... A Month of Fond Memories

February always reminds me of Valentine's Day when my three sons were in grammar school (at the same time). In my brain-load of memories, the kids each had thirty or so children in their classes, and the night before the Big Day was total may-hem in our house.

First, we had to find just the right kind of Valentine cards and candy for each grade. Remember those? Then we (I) had to write each name on the card and envelope. They would sign it and put in the correct heart candy for each child. That's about 90 cards each year, or 720 for eight years!

After they'd leave the next morning, I would find a card from each of my boys with something like: "You're the best mommy in the whole world," written on the back.

Now that they are all grown and have moved away (I conveniently omitted the dreaded teen years), it's just not the same around the house in February (sigh and "Yippee!").

I think my boys learned something though, because each year now they send me these really beautiful mushy cards, chocolates, and sometimes roses. The best part is that they sign with the same sentiments as they did when they were little and now they thank me for things that I don't even remember doing for them!

Sometimes, the rewards far outweigh the work and the sleep deprivation.

My point is this: you never fully realize your impact on other people. We women are so good at multi-tasking. We have a unique ability to hold things and people together – sometimes with very little support.

We do the Valentines, the Easter baskets and the Halloween costumes; go to work; make dinner; help with school activities, homework and baths; build a business; volunteer; take care of the family; and try to keep a marriage together.

And now, during these difficult

BOARD ANNOUNCEMENTS

Board Changes. We welcome Tammy Everall of Everall Design to the Board as Chair of the Donna Freshman Annual Award. This award will be presented every September in honor of WBN's founder Donna Freshman, who died in that month. We also welcome Emily Evans of "I do special projects" fame as our new PR/Media Chair, replacing Shela Gunnink who is unable to continue in that position.

Old Photos. The Board wishes to update our scrapbook of WBN events, so if you have photos of any of our events over the past three years, please forward them to Tammy Everall at te@everalldesign.com.



economic days, we have even more on our plates as we worry about our finances, about putting food on the table, keeping a job or a house, and paying for college tuition. But we are not alone.

During these challenging times, just know that we are all in it together. You are all special women, accomplishing amazing things in so many areas of your lives.

Remember that this network of extraordinary women – WBN – is here to support you and your efforts.

As Valentine's Day approaches, remember to share the love. The way in which we take care and support each other as women and as professionals working together will have a profound impact on our collective success, offering future rewards in ways we may not now realize. Happy Valentine's Day!

Peace!

—*Lou Panni*

Network News

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Women's Business Network

2009 BOARD

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Karen Rainsong, 9681986

Board meetings are held at noon on the third Tuesday of every month and are open to the general membership. The next meeting will be at SELCO Credit Union, 925 Harlow Rd., Springfield (12-1:30 p.m.)

MEMBER NOTICES & NEWS



Lori Macedone from Send-A-Song Singing Telegrams would love to put a smile on the face of everyone within earshot as she sings to your Valentine. Whether it's a friend or a lover, your husband or mother, Lori has the perfect song for you. With a WBN special price of \$50, all formally attired telegrams come with a large balloon bouquet, Euphoria chocolate hearts, a copy of your special lyrics and a memory that won't be forgotten. Free delivery in Eugene/Springfield. Please call 683-7850 for scheduling.



Travel Link & Women's Travel and Social Club will meet for brunch on Sat., Feb. 7, 11 a.m. at the Sizzler, Gateway. Hear about Travel Link's upcoming Portugal and Spain River Cruise – May 6-16, 2009. It's not too late to join our group of 14 local people. Three nights in a Lisbon hotel, followed by a 7-night cruise on the Douro River through the Douro Valley

wine region. Luxury travel at an affordable price, land excursions included.

For more details on this and other cruises plus fun local social events, contact **Helen Wagner, Travel Link & Women's Travel and Social Club**, 726-7416; travelink-2000@yahoo.com



Attention all earthlings! It is not too late to sign up for a booth at this year's Earth Day Celebration. The event takes place on Sat., April 18th – rain or shine! If you are interested in having a booth, please contact **Emily Evans** at 520-4394 or emilyaevans@msn.com.



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– **Kathryn Gaines**

Success – The difference between average and top people can be explained in three words: “and then some.” The top people do what is expected of them – and then some. They are thoughtful of others; they are considerate and kind – and then some. They meet their responsibilities and their obligations fairly and squarely – and then some. They are good friends to their friends, and they can be counted on in an emergency – and then some.

Just like we strive to do in WBN, so keep on keeping on in these challenging times – and then some! Here's to your personal and business success and a happy 2009. – *Johanna Dahlin*

KUDOS KORNER



Want to recognize a member who has done something special, or whose actions or services have impressed you? This “spot” is reserved for your comments of appreciation.

Way to go, **Bernie Burson, Color and Image!** You and your AICI colleagues' new book, *Image Power*, is fantastically full of many important things women should be aware of to sharpen their personal image. Your chapter on mastering the power of color was right on. I learned lots of things and will certainly tell all my friends about it.

Thank you also to **Melanie Foster, AFLAC**, for coming by and sharing networking ideas and strategies. It was fun getting to know you better and learning about your business and how we can be of help to one another.

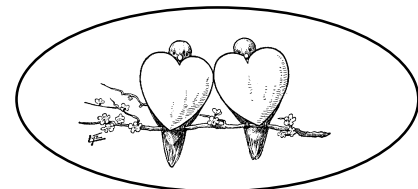
–*Johanna Dahlin, IBC, Mary Kay Cosmetics*

DATES TO REMEMBER IN FEBRUARY

Gallery of Emerging Artists – Wed., **Feb. 4**, 5-7 p.m. Willamalane Adult Center, 215 West C Street, Springfield. Meet the artists while enjoying hors d'oeuvres and wine.

Travel Club Monthly Meeting – Sat., **Feb. 7**, 11 a.m. Sizzler, Gateway. If you have missed for awhile, come back and join in the fun and socializing.

Affair of the Heart – Wed., **Feb. 11**, Lane County Fairgrounds.



Happy Valentine's Day!



P.O. Box 1412
Eugene, OR 97440


FIRST CLASS MAIL

NEXT MEETING

*Successfully Dealing With
"Those" People*

Pamela Cournoyer

February 5, 2009




11:30 a.m.
Eugene Hilton Hotel

The Women's Business Network Meeting Etiquette

Please...

- Cell phones off
- Meet and greet before and after the meeting
- Introductions - just your name and business name
- Avoid talking/whispering during the meeting - remind others as needed
- Only members may put materials on the networking table
- Only speakers may put materials on luncheon tables
- Announcements are for members only



Mark Your Calendar!

2009

March 5
Speed Networking

April 2
McKenzie-Willamette Medical Ctr.
Maurine Cates, CEO

May 7
Professional Liability
Dr. Midge Murphy

June 4
Overworked and Overwhelmed
Catherine VanWetter

July 2
Member Profiles
or Networking Exercise

The Women's Business Network

Member Benefits:

- Listing in the Membership Directory
- Listing On-line
- Monthly Newsletter
- Support From Other Businesswomen

Great Networking Opportunities

- Educational Events to Enhance Your Business Success
- Great Speakers
- Fun Special Events