

July 2008

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

Messages: 541-984-8778

www.wbneugene.org

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WBN meets the first Thursday of every month, 11:30-1:30 pm, at the Valley River Inn, 1000 Valley River Way, Eugene, OR 97401 (541-687-0123).

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 JULY

Networking Exercise

Thursday, July 3, 2008 • 11:30 a.m.

*****NOTE DIFFERENT LOCATION FOR THIS MEETING*****

at

**Northwest Community Credit Union
3660 Gateway Street
Springfield, OR 97477
541-747-4231**

**Meeting Fee: Members \$15 • Guests \$20 (includes lunch)
(\$10 charge for returned checks)**

HAVE A SAFE AND HAPPY



Prepare for a Fun Networking Exercise at the July Meeting

Bring plenty of business cards and be ready for an entertaining and rewarding networking exercise at our Business Meeting this month.

You'll also enjoy another great lunch served up by your Board

Members Extraordinaire, Lou Panni and Julianne Harris.

Please note we will be at a different location – Northwest Community Credit Union, 3660 Gateway St., Springfield.

RENEWAL REMINDER!

To keep your business name in the membership directory and on the website, please renew by the Aug. 7 business meeting. Also, please ensure that your renewal check is accompanied by the completed renewal form, which can be downloaded from the WBN website (www.wbneugene.org). If your information remains the same, please write "No Changes."

– Kim Arscott, WBN Membership Chair

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 Julianne Harris

Networking ... Key to Success!

We are "The Women's Business NETWORK," and networking is the key word this month. What does it mean to really network with a group of women to whom you have made a commitment through joining a membership of like-minded women?

According to good old Webster, networking is "the practice of gathering contacts, the process or practice of building up or maintaining informal relationships, especially with people whose friendship could bring advantages such as job or business opportunities."

I have to say that a number of people think that by joining a group of "networking women or businesses," suddenly they will have all the business they want.

Joining means an opportunity to dance, sometimes slow, sometimes fast, but a dance is what networking means to me. Sometimes I lead, sometimes I follow.

In my first serious years in network marketing, I learned NEVER to assume that by joining a networking group my business would EXPLODE, everyone would love and want my product or services, and I would never be hungry again.

One of my first "Aha!" business growth moments was when I realized I had to work at networking. I had to be open to hearing what someone else had to show, share, or teach me about their business, or life too.

I learned I would be much more successful in business if I became a better person and sometimes just listened. Some of my best customers and referrals come from people I have listened to and given a hand BEFORE personally "doing business" with them.

During our membership renewal period, I am hearing that some women may not renew because "they don't get enough business from our group." Firstly, we hear this every year and we know that our group is not for everyone. But, I also wonder if they have practiced networking in the group.

If one simply pays dues, and occasionally comes to a meeting right on time and leaves the moment the meeting ends without speaking to anyone, they have lost a great opportunity to meet a possible key person to their business growth.

Our July meeting will be a wonderful opportunity to practice networking skills. Elaine has planned a fun event filled with surprises. Bring PLENTY of business cards. It will be our LAST major fundraiser

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BOARD ANNOUNCEMENTS

July Fundraiser. Our July fundraiser comes to us courtesy of Denise Beins and Tradia®. See p. 3 for details.

Donations. If you would like to make a donation to WBN, donation envelopes are available at the networking table.

Board Change. The Board would like to thank Loni Wilson for her support as Membership Co-chair. Unfortunately for WBN, Loni is unable to continue in this position due to a heavy workload and planning for her wedding. We also thank Kathryn Gaines for stepping in to help Kim Arscott at this busy time of year with membership renewals.

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.

Thanks so much to **Johanna Dahlin** for her Mary Kay "Back in the Black" June fundraiser. We appreciate your generosity toward WBN's financial health. – *The WBN Board*

Kudos to **Beverly Wilger** for helping me begin to clear my house of toxic chemicals. Thank you so much. —*Jo Brew*

MEMBER NOTICES & NEWS

If you are a member of the Springfield Chamber of Commerce, do not miss this wonderful marketing and advertising opportunity by participating in the 2009 Magazine+Directory!

The Springfield Chamber invites you to take advantage of this annual publication, which is distributed to all members, chambers of commerce in Oregon, airport, hotels & motels as well as title & insurance companies.

This is your chance to become more visible and engrave your brand name in people's minds!

This exciting publication is all about

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Network News

published monthly by
Women's Business
Network (WBN)

2008 BOARD

President

Julianne Harris
515-9600

Vice-President

Lou Panni
686-5324

Past President

Tricia Henry
520-6152

Treasurer

Susie Piper
607-0855
Kathryn Gaines
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Angela Egremont
343-0917

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683-2400

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Media/Public Relations

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579-9041
Johanna Dahlin
255-2640

Web Editor

Juliana Cichy
349-9170

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 (12:30 p.m.)

Member Notices & News

Continued from page 2

Springfield and you, the Chamber's members. For the third year in a row, our Chamber is keeping ad prices the same, and contributing to the local economy by not outsourcing.

So please consider taking an ad space position in this invaluable publication. For inquiries, please call 746-1651 or e-mail: nedine@springfield-chamber.org. – **Nedine Karakaplan, Communications**

Director, Springfield Chamber of Commerce

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Scrapbooking Retreat, Aug. 8-10, Valley River Inn. Three different options from 6pm Friday to Noon Sunday (\$50 all weekend / \$30 6pm Fri. to 8am Sat. / \$30 8am Sat. to Noon Sun.). Hotel rooms are discounted for us at \$100/night. Choice of: your own room, room with 3 friends (we can match you up with roommates), no room needed. Con-

tact **Lindsey DeBellis** 726-8060 x2202; lindsey@cardinal-services.com. All proceeds go to the American Cancer Society. Hosted by **Cardinal's** Relay for Life Team.
 ————— • —————

I am pleased to announce my business name change from Contemplative Psychotherapy to **ClearHeart Counseling**. Please visit my new web site www.ClearHeartCounseling.com or call 349-0595 to learn more. May all beings benefit. – **Ker Cleary, MA**



DONATE TO WBN by joining Tradia in July!

I have been a member of WBN for several years now and I am excited to give back to WBN by bringing you their final "Back in the Black" fundraiser.

What is Tradia?

Tradia © is an established "Trade Exchange & Marketplace". Trade what you have to get what you want without using money. "Tradia is a Cashless Alternative to Banks, Credit Cards & Debt"™. Spend the Tradia Dollars in your new Tradia Account for advertising, restaurants, travel, printing, real estate, dentists, doctors, carpet cleaning, jewelry, automobiles, and much more. Every time you spend Tradia Dollars for something you need, your money stays in your pocket.



Bartering with Tradia Dollars will result in new customers, additional sales, added profits, niche marketing and a better life & business! Use your Tradia Account to finance construction, ad campaigns, employee incentives, client referral programs and more. Bid on barter Auctions with Tradia Dollars or list Classifieds on the Tradia Web site to sell your excess inventories then, use these Tradia Dollars for anything you need within the Tradia Membership System.

Special Offer to WBN Members

During the month of July, we are offering a \$100 discount to all WBN members that join Tradia. In addition, we will give \$100 of this membership fee to the WBN Back in the Black fund.

If you have ever considered joining Tradia or want to know more about it, now is a great time to do it! Contact Denise at 988-1858 or Denise.Beins@Tradia.net for more information.

**Trade with Technology.
 Why pay cash when you can Tradia ©?**




P.O. Box 1412
Eugene, OR 97440

FIRST CLASS MAIL

NEXT MEETING
Networking Exercise

July 3, 2008



11:30 a.m.
**Northwest Community Credit
Union, 3660 Gateway St.,
Springfield**

President's Message

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for the year, so bring a guest too.

REMEMBER, we meet this month at NORTHWEST COMMUNITY CREDIT UNION, 3660 Gateway St., Springfield (NORTH of the Beltline on Gateway Blvd.). To assist our food planning, please e-mail elaine@uwol.net to let her know you are coming, and if you are bringing a guest.

In closing, I want to present a challenge. Each month try to meet AND set a networking date outside of the monthly meeting with at least two WBN members you have never met before. AND refer business to a member if you can. This is one of the biggest compliments you can give a fellow member.

GROW and CHANGE with the organization. There are so many ways to accomplish this and WBN gives you the support to achieve it. You only have to step on the dance floor to do it!

Namasté
- *Julianne*



Mark Your Calendar!

2008

July 3
Networking Exercise

August 7
Speaker TBA

September 4
Speaker TBA

September 22
Annual Trade Show

October 2
Speaker TBA

November 6
Annual Members Only Dinner
and Board Elections

December 4
Speaker TBA

**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