

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

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WBN meets the first Thursday of every month 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 MARCH

Judy Brack, Mary Kay Cosmetics

Goal Setting

Plus

WBN's BACK IN THE BLACK CAMPAIGN

Thursday, March 6, 2008 • 11:30 a.m.

(See location details below)

Meeting Fee \$13 (includes lunch)

(\$10 charge for returned checks)

*****NOTE THIS MONTH'S CHANGE OF VENUE*****

Selco Community Credit Union

925 Harlow Road (at Gateway St.)

(The meeting room is on the 1st floor – enter at farthest left door entrance – the door will be open)

Delicious Mexican cuisine cooked by WBN Board Members

Lou Panni and Julianne Harris

Set Your Goals for Success in 2008!

Although January 1 and its attendant resolutions become a fading memory, it's not too late to revisit your goal-setting agenda, the topic of this month's speaker, Judy Brack.

With nine years experience as a manager with Travelers Insurance Co., Judy is now an Elite Executive Sr. Director with Mary Kay Cosmetics.

In her 26 years with Mary Kay, she has earned 11 Pink Cadillacs and oversees 34 Area Directors.

Goals are the stepping stones to making your dreams come true.

Learn why we stop at the midpoint of most goals, and how you can have, be and do more than you ever thought possible!

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

March Madness!

Is this what they say? What makes it madness anyway? I think it's the time between being DONE with winter and oh so ready for spring.

In our WBN world, I say it's the time we settle into our new year. We have spent the last two months evaluating our financial situation, planning our year, and finally implementing our *Back in the Black* fundraising campaign as our "theme" for now.

As you know, we had our kick-off in February by selling chocolates and tickets for raffle prizes. In last month's newsletter I promised that "the buds of our efforts will be here soon."

I am so pleased to report that we had \$279 in sales. Add another \$147 in donations and altogether we manifested \$436 in this one meeting. Just think what we can do if we really get campaigning.

At our next meeting on March 6 at SELCO Community Credit Union's community room (our biggest *Back in the Black* fundraiser, so bring a guest or two!), I am really looking forward to our speaker Judy Brack's talk on "Goal Setting."

A few weeks ago, I spent some time with Judy discussing how we might incorporate her presentation into a dual purpose session, making sure we keep a personal, business focus, while also adding a little time for a WBN goal-setting session.

We will be busy networking and looking closely at what you can do in your own life to achieve your personal goals, as well as set a goal for our organization. I can promise you one thing about Judy's energy, you WILL be pumped up and ready to tackle anything by the time you leave.

It is time that all our excuses for why our goals don't work just float away with ease. Please come with your personal and business challenges in a bag ready to be thrown away forever.

Quote for the month: *The tragedy in life is not that it ends too soon, but that we wait too long to begin it!*

See you all soon.

Namasté
—Julianne

BOARD ANNOUNCEMENTS

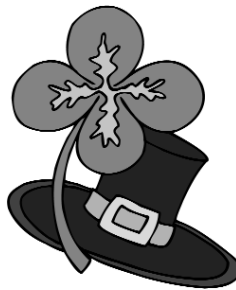
Donations. If you would like to make a donation to WBN, donation envelopes will be available at the networking table.

Raffle. Last month's raffle was truly a win-win event. Participating members and guests received great raffle prizes and WBN earned a valuable contribution to our fundraising campaign. We will continue to raffle up to three items per month at our business meetings. Tickets are \$1 each or \$5 for six.

Fees. Don't forget that, effective April 1, the business meeting fee will increase to \$15 for members. We have been subsidizing the cost of the meal, but, due to current financial circumstances, cannot continue to do so. The guest fee of \$20 will remain the same.

Donors. Thanks so much to the following WBN members for their generous donations toward restoring our financial health: **Phyllis MacLuan, CPA; Noelle Brewer, Kitty Concierge; and Barbara Newman, Siuslaw Mortgage.** Thanks also to **Lori Macedone, Send-a-Song Singing Telegrams,** for her contribution of Euphoria Chocolates for our Valentine's Day fundraising sale.

Note: Non-profit organizations ruled tax exempt under section 501(c)(6) of the Internal Revenue Code include business leagues, chambers of commerce, trade associations, real estate boards, and boards of trade. Contributions to 501(c)(6) organizations are not deductible as charitable donations for federal income tax purposes. Donations may be deducted as a business expense if they are "ordinary and necessary" in the conduct of the taxpayer's business.



Happy St. Patrick's Day!

Network News

published monthly by
Women's Business
Network (WBN)

2008 BOARD

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Board meetings are held at noon on the third Tuesday of every month and are open to the general membership. Meetings are held at West Coast Bank, 101 E. Broadway, Eugene (12-1:30 p.m.)

Benefit Tuesday

Sip. Savor. Support.

March 11th,
2008



**WineStyles of Eugene & BodyJaz Massage and Gifts
have partnered to support WBN.**

WineStyles Wine Tasting: "World of Merlots"

BodyJaz Fragrance Bar ~ Scent of the Month

Both Businesses will donate 50% of wine tasting & fragrance bar purchases to WBN.

WineStyles *BodyJaz*
Because every day *is* an occasion.

**Just mention WBN and both businesses will also donate
10% of ANY purchases bought anytime on Benefit Tuesday!**

**Enjoy a night out at the wine bar, book a massage, stock your wine cellar or visit
both gift shops and support WBN...all on a Tuesday night!**

Crisp

Silky

Rich

Bubbly

Fruity

Mellow

Bold

Nectar

Benefit Tuesday Guidelines

- Both businesses will be open from 11am-9pm on Benefit Tuesday.
- Drop in anytime for the wine tasting between 5:00 pm-8:30 pm. Cost \$9.99, 50% of tasting fee to cause
 - Tasting consists of an ounce of wine from each of the wines in the flight.
- Enjoy a massage on Tuesday or make a reservation for a future massage at BodyJaz
 - Benefit Tuesday fundraiser is not valid with any other discounts or sales

BodyJaz: 868-1575 www.bodyjaz.com

WineStyles: 434-WINE (9463) www.eugene.winestyles.net

Behind Washington Mutual in the Woodfield Station Shopping Center at 29th & Willamette

Jo Brew – A Lesson in Perseverance and Courage

Last month we printed Part 1 of Jo Brew's compelling story about her life and the obstacles she faced. In Part 2, we read how she overcame those challenges to achieve the success she enjoys today. —Ed

...I had done well with my classes before and was sure I'd adjust, in spite of a seven-year absence. I listened in shock as I was told there was no way that registrar was going to let a divorcee go to her school.

The rule she quoted was standard at all the colleges in this state at the time. All women students must live in the college dormitory through their sophomore year. That rule made it impossible for me to enroll.

When I tried to question the rationale, the queen of admissions went so far as to say she would not have me influencing the behavior of the young women students. This from a woman who had no problem accepting hundreds of returning veterans who were more than willing to influence young women.

Gambling the Future

I was angry, humiliated, and sick with fright. I'd gambled my children's future, and losing any chance to make a move for the better increased my desperation.

Walking down the hall to leave the building, I passed an office door with a name on it I recognized. The college professor I'd known as a teenage church member and babysitter was now the Administrator of Student Affairs. I made myself stop and ask for an appointment. Since the term hadn't started, he had time to talk to me.

He knew about the rule, but there hadn't been any older women trying to enter as full-time students so it took time, contact with the State Board of Higher Education and an agreement to conditions on my part, but I could be admitted and live off campus.

Every three months of that first year back in school, I had to approach my instructors and have them sign that I was attending classes, completing the work, and maintaining grades of a three point. Appeasement for the queen of admissions, but I was in. Now I just had to finance childcare, living expenses, tuition and books.

Putting my hamburger experience to work, extra hours in class, scholarships,

childcare help from former in-laws, encouragement from friends and hard work, I graduated as a teacher with a contract in my pocket twenty-two months later.

A Door Opens

My status had changed and so had the rule, the door was open for other women in transition.

There were still hurdles to get past. A divorcee with a pair of children could not rent just any house, regardless of her career, and certainly could not finance a car. I compromised on a house and paid for my daily ride.

My parents bent to my new status and donated a few pieces of furniture. Five years later, and remarried, I and Ken, my husband could buy a house together, but I could not buy a car requiring credit on my own in spite of an equal salary.

After the birth of my third child, Robert, I wanted more control over how many and how frequently I had children. I tried the new birth control pills. All of those of us who were among the first women to try them paid life-changing prices. Due to the strength of the hormones and the side effects, I couldn't continue. I quit taking them, and, of course, had Jeff.

More Interference

This time Ken agreed to take care of the situation. Amazingly, he had to be interviewed by a representative of the local medical board and answer such questions as "Was it him or his wife that wanted to avoid another pregnancy? What if the marriage didn't work out and he wanted to marry again and have more children?" There were more. After the interview, he had to wait for approval before the surgery could be scheduled.

During twenty years teaching, I had a variety of bosses. Then a combination happened that shouldn't have. I was teaching in a school where the principal was weak and a male teacher was potentially the worst bully in the school.

I struggled with the overheard verbal abuse of children. "Sissy and stupid" were words used only by that teacher. I went to the district when he used a wooden paddle on a child in my class. I also turned in my resignation that day but finished out my contract.

True Independence

The next fall, I moved forward into real estate and found being an independent contractor was stimulating. Eventually reaching the place where I was the broker in my own firm with several agents and a property management branch, I wasn't getting rich, but I was making a living.

Being the firm's leader had a downside. I agreed to take on an agent from a nearby town after talking to his former broker and checking with the state for complaints. He was likeable, began building a good client base and got along with the other agents. Then he went to prison.

Before he'd come for the job, he had already been indicted for incest and child molestation, and was only waiting to enter his guilty plea. His former broker knew and didn't tell, and the state didn't check for criminal records. Now real estate law requires background checks.

One More Career

I sold the firm shortly after with the idea of retiring and refurbishing an older home with my husband. I gardened and helped with remodeling projects. It didn't take long to get bored.

When my husband retired, leaving me without health insurance, I looked for a home business that put me in contact with other women, gave me an opening to insurance, and offered potential. I entered the world of Mary Kay. It worked to some degree.

A son's gift of an outdated computer to do the Mary Kay bookkeeping led me astray. I took a beginning computer class at Lane Community College and then changed my focus to writing, giving voice to women's lives. I am involved in continuing efforts to improve and expand my work in that field.

This is my story, but it could have been the story of any one of my contemporaries.

MEMBER NOTICES & NEWS

Spring is a time for growth and renewal. This spring, commit to improving your public speaking skills! **POWERSpeak** will help you grow both personally and professionally. Timid speakers become more confident, and confident speakers become exceptional. Imagine yourself effectively speaking about your business to larger and larger groups!

This 10-week, 20-hour series will help you plan presentations, speak off-the-cuff with confidence, and give constructive feedback that people can really hear. Past attendees give this series the highest ratings.

Starts Tuesday, April 8th from noon to 2pm, and ends Tuesday, June 10th. Only \$269 per person. **Kate Parker**, owner of **Effective Communication Consultants**, has 11 years experience helping people become powerful public speakers. Space is limited. Call 342-4431 or email effectivecommunication2002@yahoo.com to reserve your space.

Healthy Chocolate? YES! Pure, delicious, guilt-free, very high antioxidant chocolate that is very good for you! Unbelievable? Try some at the next meeting and go to my website at RichRegalChocolate.com. This is a new twist to my great cell renewal **Univera** business! – **Lorri Goodman**, 484-7561.



I'm happy to announce a special **Mary Kay** products sale in honor of my 2-1/2 month old daughter, Claire James Watson. I can't keep my eyes off her, so I have eye products on sale. I can't stop kissing her, so I have lip products on sale. My spe-

cial prices are \$7 for eyeliner, \$7 for lip liner, \$12 for lipstick, and \$13 ea. for oil-free eye make-up remover and soothing eye gel.

I just love her baby skin, so all Timewise products are on sale. This includes our Miracle Set, Microdermabrasion Set, and any other Timewise product! She was 18.25 inches, so everything is 18.25% off!



Finally, she was 7 lb. at birth, so everyone who purchases seven products gets a free gift! Let me tell you, the gifts are great!! I'm so excited about her arrival and want to share a little of that with everyone. – **Crystal Watson**, Independent Beauty Consultant, 541-942-3597, www.marykay.com/crystalcumper

The Spa Escape Experience. Relax your mind. Rejuvenate your skin. Indulge your senses. Create the life you LOVE! I offer serious solutions for men and women of all ages with a unique three-tiered approach to total skin wellness.

Whether at home or work, with the **BeutiControl** Spa Escape, you can treat yourself and your friends to a complimentary hour of pampering and relaxation.

Host a party today and enjoy our blissful, complimentary spa treatments including, but not limited to, microdermabrasion, chemical peel, uneven skin tone, acne, wrinkles, face and body contour, hand and feet treatments.

Earn a free neck wrap and 50% off your maintenance products, 10-25% off the rest of your purchase. – **Payeez Ali**, BeutiControl Independent Consultant, 541-686-2676 or beautipage.com/paiyz.



NEW MEMBERS

Kim Arscott, PAAWS PEOPLE AND ANIMALS WHO SERVE. 521-3567; rscottfam@comcast.net; www.peopleandanimalswhoserve.com

Heidi Coleman, AKAMAI INVENTORY RESOURCES. 461-8611; heidi@akamaiinventory.com; www.akamaiinventory.com

Donna Hill, AUDIOLOGY PROFESSIONALS. 689-2107; donna@integra.net; www.yourhearingcare.net

Lynzie Kronheim, LIFE COACH LYNZIE. 345-3288; lifecoachlynzie@att.net

Sadie Mercer, OREGON WELCOME GIFT BASKET. 513-1781; sadie@oregonwelcome.com; www.oregonwelcome.com

Jo Schechter, MAJOR FAMILY FUNERAL HOME. 914-9434; www.majorfamilytributecenter.com

Pat Teel, CUISINE ART. 607-2665; chefahoola@gmail.com; <http://cuisine-art.blogspot.com>

Darby Tracy, HOME AND GARDEN PARTY. 689-2904; timndarby@earthlink.net

Helen Williams, GMAC MORTGAGE. 762-5051; helen.williams@gmacm.com; gmacm.net/helen.williams

The **Travel Link** Women's Travel & Social Club will hold its regular monthly meeting at the Gateway Sizzler, March 1, 11 a.m. Come see a photo show of France and get info on all sorts of wonderful trip ideas. This is great for women who do not have a travel partner and don't want to travel alone. For more info, contact **Helen Wagner** at 726-7416 or travelink-2000@yahoo.com

Check us out at www.wbneugene.org




P.O. Box 1412
Eugene, OR 97440

FIRST CLASS MAIL

NEXT MEETING

Judy Brack
Goal Setting
March 6, 2008



11:30 a.m.
Selco Community Credit Union
925 Harlow Rd. (at Gateway St.)

MEETING FEES

Occasionally, a WBN member or guest wanders into the monthly meeting before checking in at the entrance table and paying the fee. This means WBN is paying for a FREE lunch, or, more specifically, member annual dues are being tapped to pay for *someone else's* free lunch.

If this sounds like YOU, please contact **Susie Piper** (607-0855) to settle up. We know this isn't intentional, but the Valley River Inn takes a headcount and charges us accordingly.

WBN policy is that nobody is permitted into the meeting room until they've checked in first and paid their \$13 or \$20 fee. Thanks for helping us out and reducing the accounting woes for our treasurer.

**GUIDELINES FOR
WBN MEETING
ANNOUNCEMENTS**

Guidelines for announcements at the monthly general meeting are:

- Members only. Please sign up at the table when you enter.
- There is a maximum of 10 announcements per meeting. Only 3 announcements per membership year (July 1 - June 30), per member. So save them for your SPECIAL announcements.
- 30 seconds per member. We don't want to take time from the speaker.
- Remember, you can put an announcement in the Newsletter any time you wish (which reaches the entire membership) and place flyers on the networking table.

These are member benefits.

APRIL FUNDRAISERS

Johanna Dahlin has pledged to donate to WBN her entire profit from select beauty items during April (see flyer in April newsletter.) Products can be ordered any time from now through April for delivery at the May meeting or an address specified by you. All products 100% guaranteed. Thanks for your support in making this a worthy event for WBN. Donors will be recognized in a future newsletter. – *Johanna Dahlin, Independent Beauty Consultant, Mary Kay Cosmetics, www.marykay.com/jdahlin, 541-255-2640.*

Beverly Andrews has pledged to donate 10% of the price of the FIRST ITEM any WBN member purchases at her upcoming Doncaster trunk show, March 31 through April 5. Contact her at 345-5255 or bda-clothes@aol.com to schedule an appointment to view the new spring/summer collection. – *Beverly Andrews, Doncaster Clothing.*