



NETWORKING

Professional Women's Network of the Monterey Peninsula *Volume 32* August 2006

IMPORTANT NOTICES

NEXT PWN MEETING
August 2, 2006 5:45 PM
Embassy Suites
Monterey Bay Seaside

POWER NETWORKING LUNCH

Thursday August 17
Jacks at the
Portola Plaza Hotel
11:45 am – 1:30 pm

Please RSVP to

Donna Aikins at 655-5689

This is a terrific venue to market your business! You can bring a business-related question and/or marketing announcement (s). Take advantage of this great way to get help, share ideas, and offer advice. Everyone benefits.

NEW MEMBER ORIENTATION

The next **New Member**

Orientation will be held

August 17 directly following the PWN Power Networking

Lunch from 1:00-1:30 at Jacks.

Please be prompt!

New members find out how to get the most out of your PWN membership. For information on our next New Member Orientation please call Sandra Collingwood at 373-5352.

Future orientations may be held every other month just prior to our monthly meetings or after monthly luncheons.

PWN MISSION STATEMENT

The Professional Women's Network connects women in business by offering opportunities to network, gain information, and have fun while growing their businesses.

A MESSAGE FROM THE PRESIDENT, Theresa Ream, Ream Companies



Hello Dear Friends,

I would like to give a big thank you to those of you who took time out of your busy day to attend the joint PWN-SVBWN Luncheon in July. I had a great time networking, sharing ideas and having some good laughs with you.

August used to be the last lazy month of summer but for most of us it is a time when children are going back to school and schedules are getting back to normal. In August I start planning the last quarter of the year for my personal, business and community commitments. For PWN it is planning our Woman of the Year event, Holiday Luncheon and Board holiday dinner party. In my business life it is planning out the fall/winter marketing plan

and our employee holiday party and recognition program for December. In my personal life I will be planning vacations and holiday gatherings with our many friends and family which include about twenty of us going to Mexico in November. August starts a wonderful time of activity and expectation for me.

This month's theme is "self improvement". This happens to be a personal favorite for me. I think that improving ourselves should be first on all of our lists. We should work consistently to improve the different aspects of ourselves. Let's take time everyday to improve work, family, body and spirit. Two things to be mindful of is our communication and organization skills, if you have those skills you will go very far in life. Be committed to your goals and ideals and nurture them daily. Keep your relationships clean by speaking your mind, really listening to others, and caring tenderly for people

and creatures. Always say you are sorry when you need to, this is a real relationship saver.

I am honored to announce that our own Sherri Coffelt will be August's Speaker. Sherri's topic is "Get out of your own way". I have great respect for Sherri and I am very much looking forward to learning from her in this lively interactive time together as we break through our barriers to achieve success. One of Sherri's roles as Past President is to be a mentor to me and she has brought great joy to me as my role model. She has also saved my behind on a few occasions.

So don't be late as we have an action packed evening for you as usual. I look forward to seeing all of you on August 2nd.

With Great Expectation,
Theresa Ream
Ream Construction Inc.
Disaster Kleenup Specialists
Cypress Cabinets
Excel Carpet Care
Floor Store USA

ADVERTISING OPPORTUNITIES

Banner Ads Get Noticed!

PWN members can advertise their businesses on the PWN website using a "banner ad." Banner ads run for 6 months and cost only \$60 or one year for \$90. Contact **Marimer Panganiban** at marimer@yahoo.com for details! And, did you know that for a one-time fee of \$15 you can link your web address from your directory listing to your website? Another benefit of your PWN membership!

Email Blasts!

Using PWN e-mail blasts is a huge benefit of your membership. Each member is allowed to send two e-mail blasts relating to their business each month, so use them to your advantage!

Direct Mail To PWN Members

If you have an upcoming workshop, special sale, or other announcement that you want to communicate to PWN members, direct mail is a great option. Did you know that you can order mailing labels for all PWN Members for only \$10?

Newsletter Ads Increase Your Visibility

Monthly & Special Yearly Rates. You Too Can Have An Ad In The Newsletter! For More Information Please contact **Jeanette Kern** at (831) 372-8011.

PWN AUGUST 2nd SPEAKER PRESENTATION



Sherri Coffelt of Results Partners will present the interactive program "Get Out of Your Own Way: Understanding What Stops You From Getting What You Truly Desire" at the next Professional Women's Network of the Monterey Peninsula's (PWN) regular meeting on August 2, 2006 at the Embassy Suites in Seaside, 5:45 p.m. The program is designed to lead participants in learning the key ingredient that must be present in order to break through the barriers that stop one from achieving success.

"If you've ever wondered why you never seem to achieve the things that you know are really important to you," said Coffelt, "then you'll love this interactive program. Through interactive exercises and coaching, you will discover your "inner nerd", and how to embrace your uniqueness and give

yourself permission to succeed." Coffelt brings over 20 years experience building brands and companies by providing break through solutions to strategic business issues. Today, she is co-owner of Energia Body Centre, an award winning Day Spa and Fitness Centre located in Monterey. She also owns her own Marketing Consulting and Coaching business, Results Partner. Her expertise includes positioning/equity development, new product and business development/launch, integrated communications strategy, and business and executive coaching.

She is the recipient of two Monterey Peninsula Chamber of Commerce Business Excellence Awards, the Edison Award, an Effie Award, and the Refrigerated and Frozen Foods New Products Innovator Award. Sherri earned her Bachelor of Business Administration degree from Iowa State University and her Master's of Business Administration in Marketing from Creighton University. She is also a graduate of Coach University's coaching program.

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MPCC CHAMBER NEWS

Monterey Peninsula Chamber of Commerce

Brown Bag Lunch

Wednesday, August 9, 2006 from
12:30 PM to 1:30 PM

Monterey Public Library 625 Pacific St.

“EFFECTIVE TIME MANAGEMENT STRATEGIES”

Presented by Roberta Young, MS, SPHR

In this valuable seminar, Roberta Young will discuss:

- How personality affects time management
- Importance of vision and goals
- Assess current use of time
- Practical tips

About Roberta Young:

Roberta is certified as a Senior Professional in Human Resources (SPHR) and is a member of the Central Coast Human Resources Association and the Northern California Human Resources Association. She has over 20 years of combined experience in Human Resources, Training and Development and Quality Improvement. She is a Strategic Business Partner with Profiles International. Roberta provides practical tools such as background checks, honesty and work ethic assessments and sales and customer service assessments to assist organizations to hire, develop and keep top performing employees. In addition, she provides services to develop managers and teams and to improve morale, workflows and productivity.

The Brown Bag Lunch Program is free, open to both Chamber members and the general public. Attendees can bring their own lunch and eat it while listening to qualified professionals who will present a variety of practical, useful topics of interest to business owners, employees and the public. Parking is available in the lot behind the library, in the lot across the street adjacent to the Fire Station, in the parking garage 2 blocks away on Calle Principal and on the street. As the Brown Bag Cookie Sponsor, Beyond Wheat will provide complimentary cookies.

Reservations are advised and appreciated. To RSVP, please call Wendy Brickman of Brickman Marketing at 831-375-1537 in Monterey or 831-633-4444 in Salinas OR email brickman@brickmanmarketing.com.

PEOPLE ARE TALKING

Cathy Montante, owner of **Collezione Fortuna** Fashion Boutique was recently interviewed by Hunter Finnell on July 18th on the "Your Eye In the Morning" show regarding the fashion event titled, "Mid-Summer Flair" a benefit for Gateway Center of Monterey County. The event was a HUGE success, and a percentage of the sales was donated to Gateway Center. The interview may be seen on www.KION46.com. Click on "Your Eye In the Morning," located on the left side, and the date of the event will appear, Click on the date, July 18, 2006 and get a chance to see the interview online!

AUGUST SHOWCASES

Augusts' Theme is "Self Improvement"



Susan Harnish of Adventures in Organizing

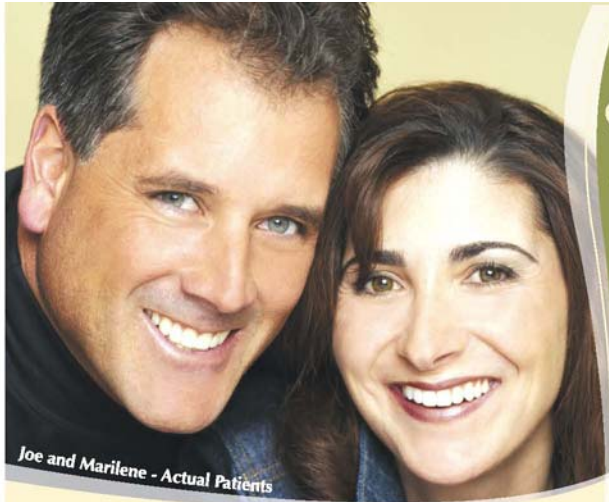
Denise Kaku of Turning Point Somatic Coaching

Jennie England of Wisdom in Action

Patricia Beltran of Euphoria Med Spa

Julie Cavassa of Life Tools Training

Mary Jean Vincent of Workwise



Joe and Marilene - Actual Patients



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Remembering Lorilyn Thompson...



Lorilyn Joan Thompson, 64, died unexpectedly Thursday, June 29, 2006, at Salinas Valley Memorial Hospital following a brief illness.

She was born in Whitehouse, New Jersey July 14, 1941 and lived in the Monterey, Carmel and Salinas areas since 1967. After High School Lorilyn studied nursing at New York Methodist Teaching Hospital in Brooklyn. As a young army wife and mother, Lorilyn traveled to Germany and other bases, including the Navel Postgraduate School in Monterey.

Since the mid-seventies, Lorilyn has been self-employed in a trade few women attempt. She chose to work in a male only field and put her mark on it with her business known widely as "THE HOUSEPAINTRESS". She was often recognized driving around town in her bright red pick-up and wearing her white painter's overalls. She brought to that field her incredible artistic side – her

ability to work with her clients and choose colors for them. Her canvas was her houses. She had a passion for color, researched new uses of paint, and was fearless in how she used it, including unique colors and faux work. Lorilyn never hesitated to try something new in order to change the environments in which she worked.

Lorilyn is known and beloved for her loyal participation in the Professional Women's Network of the Monterey Peninsula and more recently, the Salinas Valley Business Women's Network. In 1997 Lorilyn had never used a computer but eventually she got one and began to use it slowly but surely. At around the same time, she volunteered for the worst job at PWN – maintaining the database. Lorilyn figured out the computer, fixed and updated the database and whipped it into shape so that maintaining it went from a challenging job to an easy one. While this sounds like a minor thing, it shows what tenacity she had to stick with a job for many years. It shows that she learned the ins and outs of a computer – even if she wasn't a computer geek, and it showed her willingness to take a job and make it hers. Who else would be willing to develop that incredible database that resulted in the PWN printed directory? As a result, she was named PWN "Woman of the Year" in 2003, an honor given only to the most outstanding member in any given year.

She was a blessing to all whose lives were fortunate enough to be touched by her, a vivacious,

creative, spiritually inspired person with an unlimited capacity for acceptance, forgiveness, and compassion. She loved flowers, and cultivated her garden with both meticulous care and abandoned passion. She cultivated friendships with equal alacrity and devotion.

Just shy of her 65th birthday, she planned to attend a San Francisco Giants game with her equally fanatic baseball friends. During baseball season, she could usually be found walking around the house or in her garden listening to her precious Giants game on her little radio (she did not own a TV).

Survivors include her son Mark Tichenor & wife Lisa of Columbus, Ohio; her son Eric Tichenor & wife Marie of Westfield, New Jersey, her daughter Dana Lyn Henkel and husband Bobby of Berlin, New Jersey, her sister Faith Mitchell of Vero Beach, Florida.; her brother John R Higgins of Bath, Pennsylvania; her grandchildren Jennifer Henkel, Bobby Henkel, Jr., Sean Tichenor, Samantha Tichenor, Adam Tichenor, nephews David Mitchell, Jr, John Higgins, Jr, Jeffrey Higgins and nieces Sue Lyn and Jeanette. She was preceded in death by her mother, Mabel Sue Schneider of Whitehouse, NJ.

A private celebration of her life has been held and she will be buried near her mother in Stanton, New Jersey. She will be long remembered for her Kindness, her enormous heart, her generosity, and her keen wit.



PWN 2006 BOARD OF DIRECTORS & COMMITTEE CHAIRS

BOARD OF DIRECTORS

	PHONE	EMAIL ADDRESS
Theresa Ream, President	899-3938	TLReam@Redshift.com
Cheryl Beller, Treasurer	643-0740	c2lb@aol.com
Phyllis Grillo, Secretary	402-8030	pweinbrenner@comcast.net
Sherri Coffelt, Past President	455-2693	sherri@resultspartner.com
Rosemary Leonard, Membership Chair	224-2291	creativecakery@yahoo.com
LuAnne Hutchings, Networking Editor	884-9672	luanne@myprivateliaison.com
Susan Mark, Programs Chair	521-5846	tranqtrans@comcast.net
Julie Cavassa, Publicity Chair	455-6377	jcavassa@comcast.net
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Laurie Bend, Tech Chair	372-2363	bend_office@yahoo.com
Donna Briley, Fundraising Chair	521-9991	donnacarmel@yahoo.com

COMMITTEE CHAIRS

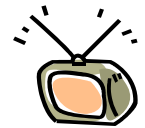
Donna Aikins, PWN Networking Luncheon Contact	655-5689	donna@commonbond.biz
Marimer Panganiban, Website Ads & Links	905-7681	marimer@yahoo.com
Rosemary Leonard, Chamber Contact	373-8555	creativecakery@yahoo.com
Sandra Collingwood, New Member Orientations/ Ambassador	373-5352	SandraColl@aol.com
Laurie Bend, Information Officer	372-2363	bend_office@yahoo.com
Gwen Brooks, PWN TV-Radio Show Host	658-0670	gwen.brooks@comcast.net
Kristin Cota, Buddy Program Chair	455-1022	kristincota@marykay.com



PWN would like to thank all the members for contributing to our raffle prizes with gift basket donations. We will recognize them at the monthly meeting!



TUNE IN



The Professional Women's Network of the Monterey Peninsula (PWN) will broadcast a one hour live program at 5:00 PM, Tuesday, August 1st on the Your Town Radio & Television Program. The PWN Your Town program airs once a month on AMP Channel 24, News Talk 1240 AM KNRY Radio and live stream on the internet, www.ampmedia.org. Gwen Brooks, Brooks Consulting, will host the program featuring four PWN members. The program topic is "Getting Out of Your Own Way - How You Get What You Desire". This month's program guests will include: Theresa Ream, PWN President, Ream Construction, Disaster Kleenup Specialists, Cypress Cabinets, Excel Carpet and Upholstery Cleaning, and FloorStore USA; Jeanette Liguori, Showcase Chair, Liguori Design; Mary Potter, AAA; and Ronda Reinke, Healthy Happy Homes.

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PWN CALENDAR OF EVENTS

August 2006

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1 PWN TV/Radio Program 1240AM Amp Channel 24 5:00 - 6:00	2 PWN Monthly Meeting 5:45 Embassy Suites Monterey Bay	3	4	5
6	7	8	9 MPCC BROWN BAG 12:30—1:30	10	11	12
13	14	15	16 SVBWN Monthly Meeting Steinbeck Cen- ter	17 11:45 - 1:00 PWN Power Networking Luncheon	18	19
20	21 Newsletter Sub- mission Deadline 	22	23	24	25	26
27	28	29	30	31		

AUGUST 2006

- 1st—PWN TV/Radio Program
- 2nd—PWN Monthly Meeting
- 9th—MPCC Brown Bag—12:30 pm
- 16th—SVBWN Monthly Meeting—11:15 am Steinbeck Center, Salinas
- 17th—Power Networking Lunch—11:45 am Jack’s at Portola Plaza
- 21st—September 2006 Newsletter Submission Deadline

SEPTEMBER 2006

- 5th—PWN TV/Radio Program
- 6th—PWN Monthly Meeting
- 13th—MPCC Brown Bag—12:30 pm
- 18th—October 2006 Newsletter Submission Deadline
- 20th—SVBWN Monthly Meeting—11:15 am Steinbeck Center, Salinas
- 21st—Power Networking Lunch—11:45 am Jack’s at Portola Plaza

OCTOBER 2006

- 3rd—PWN TV/Radio Program
- 4th—PWN Monthly Meeting
- 11th—MPCC Brown Bag—12:30 pm
- 16th—November 2006 Newsletter Submission Deadline
- 18th—SVBWN Monthly Meeting—11:15 am Steinbeck Center, Salinas
- 19th—Power Networking Lunch—11:45 am Jack’s at Portola Plaza



Share your news

Send in your articles, suggestions and comments
to LuAnne@myprivateliason.com

WWW.PWNMONTEREY.ORG