



NETWORKING

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

IMPORTANT NOTICES

NEXT PWN MEETING
Our Annual WOTY Event
Nov. 1, 2006 5:45 PM
Embassy Suites
Monterey Bay Seaside

POWER NETWORKING LUNCH

Thursday November 16
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

ORIENTATIONS

The next **New Member**

Orientations will be held
Nov. 16 & Jan. 18 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 following the 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-

In the first letter that I wrote to you in January as your President I said "I want you to know how thrilled I am to be writing this, my first letter to our PWN Membership. What an exciting venture I have to look forward to!" Now in November I am writing you my last letter and I want you to know what a great honor it has been to serve as your President. Yes, it was a thrilling year! Yes, I am very sad that it is over. It was a year of triumphs and losses. Our triumphs being such things as great new members joining us, the new room set up and a theme with speakers, panels, and showcases held before during and after the meetings to match the months theme. The losses were very great! We lost not only great contributing members that we are still unable to replace in Lorilyn Thompson and Trace Carter but more importantly we lost friends that our hearts still break for each day! Personally, there is not a day that goes by that I do not talk to Lorilyn. She was my good friend who always loved me unconditionally.

I also wrote that we had a fresh start this past January and I urged you to take control of what direction your life would be taking. I wrote that for some of us this year will bring things like: conceiving a wonderful new dream or plan; realizing a dream delayed; overcoming an old fear or being released from an old pain; experiencing a new freedom; discovering new strengths, finding a new friend; achieving a long sought after goal, reaching toward a new aspiration or overcoming a new challenge. Think back. Which of these things took place in your life this past eleven months? Are there quite a few? Be proud of yourself and your accomplishments. Not Many? It is not too late. One quote that I really like goes like this "The best time to plant a tree was twenty years ago, the second best time is today!" Your Board theme this year is "Building Businesses through Relationships." I know that my PWN relationships are stronger at years end and I hope that it has been good for you too. People just like to do business with people they know and I don't think that is going to change any time soon.

Congratulations to our 2006 Woman of the Year- Phyllis Grillo!! Phyllis you have worked really hard for PWN and this is a much deserved award for you honey. I am so proud of you! Please plan on attending the Woman of the Year and Silent Auction event on November 1st. As usual we will be joined by many of our dignitaries,

politicians, and local celebrities. This is such a great event in which to promote our organization and increase awareness of PWN. Our silent auction is our biggest fund raiser, which allows us to give scholarships to the Women Supporting Women program at MPC. This year we were able to increase this scholarship to \$3,000 and send one of our members to the 2007 Leadership Monterey Peninsula! So please support this by bidding on those wonderful items donated by many of you at the Silent Auction.

We will be holding our Holiday Luncheon on December 6th at 11:30 at the Embassy Suites. Don't miss this event as it promises to be an entertaining venue with plenty of opportunity for networking.

In closing I would like to thank the Membership and your 2006 Board and all the various committees for making this a year great! I give my heartfelt gratitude for the opportunity to serve you as your President for 2006 and will continue to give my self whole heartedly to PWN in the up coming year as your Past President.

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 business on the PWN website using a "banner ad." Banner ads run for 6 months and cost only \$60 or one year for \$90. Contact **Laurie Bend** at bend_office@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. Please contact **Laurie Bend** for further information!

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.

JOIN US FOR OUR 23RD ANNUAL WOTY EVENT, 11-1-06

Please welcome us in honoring **Phyllis Grillo** our **2006 PWN Women of the Year!** It will be my pleasure in introducing Phyllis Grillo and speaking on her behalf of all her 2006 accomplishments. Phyllis has worked hard for the organization and earned this incredible title. She has demonstrated immense allegiance to all women in our world no matter their age, their race, or their profession.

As I pass this title to Phyllis I want to reflect on what the 2005 Women of the Year recipient has meant to me:

I know that wearing the 2005 WOTY 'crown' assisted me in breaking through my **OWN** glass ceiling within our community. I have grown in ways that have enhanced My Private Liaison's

services to create consistent customer service, competent follow-thru, and increased our credibility. This year has demonstrated for me rich determination and fortitude in building our business into a respected service company. For this I am truly grateful!!

I can only insist upon any PWN member that truly wants to make a difference and encourage inspiration, to "get off the fence" just "jump in" and "make a difference" at PWN. Wearing this "crown" is truly an honor!

LuAnne Hutchings, 2005 PWN WOTY Co-Owner of My Private Liaison

Professional Women's Network of the Monterey Peninsula & Monterey County Bank

invite you to attend the
23rd Annual Woman of the Year Celebration

honoring
Phyllis Grillo-Weinbrenner
2006 Woman of the Year

Wednesday, November 1, 2006

5:45- 7:15 p.m. Wine, Appetizers & Silent Auction

7:15 - 8:30 p.m. Awards Program

Embassy Suites on Monterey Bay

1441 Canyon Del Rey, Seaside, California

\$10/members & assoc.: \$25/non-members & guests

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MPCC CHAMBER NEWS

Monterey Peninsula Chamber of Commerce Brown Bag Lunch

NOTE!
**CONVENIENT
NEW
LOCATION!**

**Wednesday,
November 8, 2006
12:30 PM - 1:30 PM**

MONTEREY COUNTY FAIRGROUNDS TURF CLUB

2004 Fairground Road (at Casa Verde) Monterey
LOTS OF AVAILABLE PARKING!

“SECRETS OF SUPER SALESPEOPLE!”

Presented by Mark Cohen

In this valuable presentation, attendees will:

- How Powerful Questions = Powerful Results
- How to Use scripts to get your message across
- How to Build a strong network
- How to Establish instant rapport

About Mark Cohen:

Mark has been a lifelong resident of Salinas and the Monterey Peninsula and ranks among the top 20% of producers at Keller Williams Realty. He was the Top Salesperson at American Properties in 2003 in Salinas. Mark was the top Salesperson at Prudential California Realty in Carmel in 2004, and won their Leading Edge Society Award and Honor Society Award. He has conducted sales training for the staff at Keller Williams Realty. He also assists the chamber as a membership sales executive consulting with businesses on how to leverage their exposure, branding and networking via the Monterey Peninsula Chamber of Commerce.

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. As the official Brown Bag Cookie Sponsor, Beyond Wheat will be providing complimentary delicious and healthy 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

Sandra Collingwood, Owner of **Collingwood Carpet Care**, received the 2006 Member of the Year Award at the Member Appreciation Dinner given by our sister organization, the Salinas Valley Business Women's Network on October 18th. This recognition was given for her enthusiasm, helpfulness and spontaneous contributions throughout the year.

According to a review in the current volume of *Choice*, the magazine of profession coaching, **Acting the Interview** tip cards by **Mary Jeanne Vincent** of **WorkWise**, are "like having your own private career coach move in and walk you through every possible question that can come up in an interview. . . They are both clever and practical. . . This amazing tool will give your clients the confidence and the edge they need to succeed. For more information go to www.2bworkwise.com.

Mary Jeanne knows her stuff."

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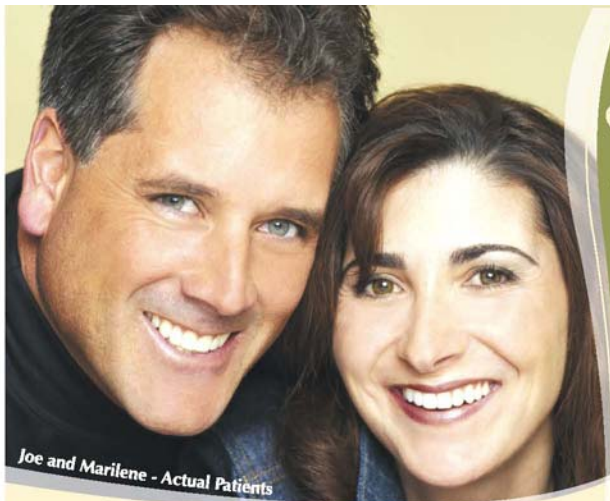
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SEDATION

THANK YOU FOR BEING DEDICATED READERS...

As most of you may know, this will be my last newsletter for PWN. Due to My Private Liaison's growth, I have decided to step down as the PWN Networking Newsletter Editor.

I wanted to thank all the PWN members that have supported me throughout my two-year term. I will start with the board members that I have served with: Cheryl Beller, Christine Boyle-Topete, Donna Briley, Jane Deuber, Jeanette Liguori, Joyce Newell, Julie Cavassa, Karen Hunting, Kim Cruz, Laurie Bend Phyllis Grillo, Rosemary Leonard, Sherri Coffelt, Susan Mark, and Theresa Ream.

I also want to thank the many editor's that have assisted me throughout these two years as a

"second set of eyes" - they all acquire a keen sense of writing & grammar traits: Gwen Brooks, Laurie Bend, Sandra Collingwood, and Sarah Scott.

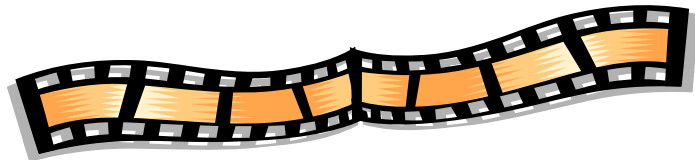
Just this past year, I instilled a committee that has assisted me in promoting the advertising and article submissions, they are: Heidi Dudley, Jeanette Kern, and Laurie Bend. A warm thank you to them as well!

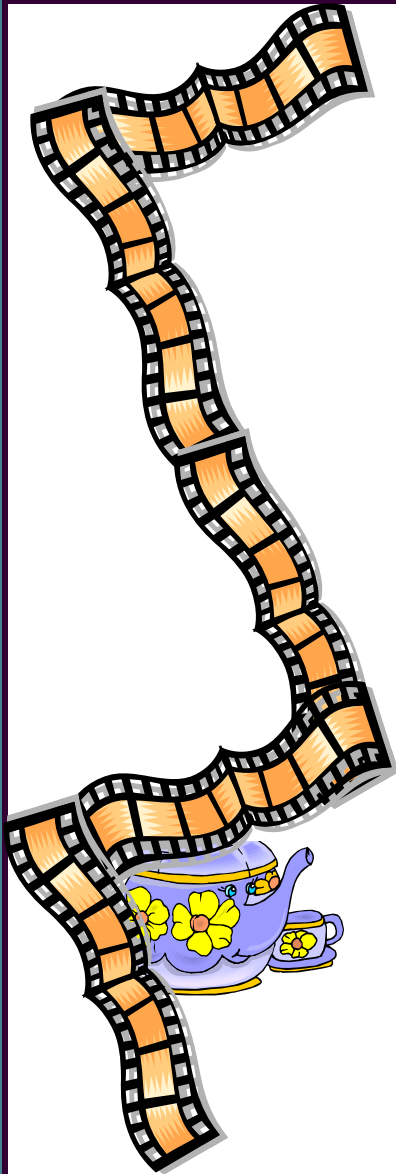
I don't want this to sound like I am leaving the organization—I can assure you that is not the case! I just wanted to leave this last edition with a warm grateful HUG to all the wonderful relationships that have touched my life as I grew in this organization as your PWN Networking Newsletter.

While I am stepping off the board please note that I will still be a part of this organization assisting my many friends on the board and on their committees. This note was to acknowledge my time as editor and to pass some HUGS your way!

I'd like to acknowledge all of you in a way that makes sense to me! A picture montage!

As I went through all the images I had taken in the last two years I see some wonderful memories. I also know that there are so many other PWN members that have affected me over the years that I did not have any images of. Please note my intention was to honor ALL the PWN members that have been inspirations to me! You all know who you are! Thank You!





**Past & Present PWN
WOTY Recipients**

**Back Row: L to R
Sandra Collingwood 1998,
Ripple Huth 1994, LuAnne
Hutchings 2005, Phyllis
Grillo 2006, Jane Deuber
1995, Theresa Ream 2004,
Donna Aikins 1996, &
Rosemary Leonard 2003.**

**Front Row: L to R
Jean Stallings 2001, Grace
Darcy 1983-84, & Sarah
Lincoln 1999**

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	647-1654	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
Jeanette Liguori, Showcase Chair	375-1273	jeanette@liguoridesign.com
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
Laurie Bend, Website Ads & Links	372-2363	bend_office@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 continually donating to our meetings.

The October PWN meeting raffle prize donors were: Susie Rodriguez - First Impressions - Harvest Luncheon Basket; Cathy Shue - InSight Eyewear - Calvin Klein T-shirt, neck chain, cleanser, eye glass case; Denise Kaku - Turning Point Coaching - Leadership Personal Profile.

Radhika Mohandas, M.D.

...announcing the grand opening of her new family medical practice!



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TESTIMONIALS...

FOR: Laurie Bend of Page One Design is a recently discovered treasure in PWN. Laurie used her 18 years of experience in graphic design to create a wonderful logo, business card, and class flyer for me. She took the time to listen and really captured what I said in her conceptual designs. I'm very pleased with the work that she did for me and believe it truly reflects my passion for what I do. I highly recommend anyone who is looking for high quality graphic design to give her a call.
FROM: Julie Cavassa, Life Tools Training

FOR: Jane Deuber of Direct Selling Women's Alliance, has been an incredible source of information and inspiration for me. I had many questions about a business I was working. Jane shared books, tapes, CDs and years of wisdom with me that really gave me a kick start. I urge you all to read her book *Build it Big*. It is a great resource. Thank you Jane!
FROM: Donna Briley, Licensed Acupuncturist/Herbalist



Testimonials say it all...

It pays to do business with other PWN members. It builds bonds, develops community alliances, and strengthens relationships!

**Don't just talk about it
DO IT!!!**

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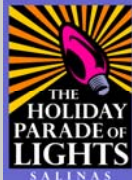
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PWN CALENDAR OF EVENTS

November 2006

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

NOVEMBER 2006

1st—PWN WOTY Annual Fundraising Event (Monthly Meeting)
 7th—YOUR TOWN Radio/TV Program—**RERUN**
 8th—MPCC Brown Bag—12:30 pm
 15th—SVBWN Monthly Meeting—11:15 am Steinbeck Center, Salinas
 16th—Power Networking Lunch—11:45 am Jack's at Portola Plaza &
 New Member Orientation

REMINDER—No regular PWN Newsletter in December

DECEMBER 2006

5th—YOUR TOWN Radio/TV Program
 6th—PWN **December Holiday Luncheon**—11:30 am
 13th—MPCC Brown Bag—12:30 pm
 20th—SVBWN Monthly Meeting—11:15 am Steinbeck Center, Salinas
 21st—Power Networking Lunch—11:45 am Jack's at Portola Plaza

JANUARY 2007

2nd—YOUR TOWN Radio/TV Program
 3rd—PWN Monthly Meeting
 10th—MPCC Brown Bag—12:30 pm
 17th—SVBWN Monthly Meeting—11:15 am Steinbeck Center, Salinas
 18th—Power Networking Lunch—11:45 am Jack's at Portola Plaza &
 New Member Orientation



PWN Mailing Address:
 PO Box 1489
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