



Networking

What we do best!

Professional Women's Network of Monterey

Volume 26, Issue 6, June 2009

Letter From the President:



Audrey Pierson
President 2009

Your President's PWN Testimonial

I was recently asked to write a testimonial for PWN in support of our application for the Monterey Chamber's Small Business Excellence Award for non-profits. When it was completed, I realized that I wanted you – our members – to read what I believe about PWN.

"I have been a member of PWN since late 1991 when I joined to promote my small, growing business, Pierson Security Systems. At the first meeting I attended I met a recent recipient of the PWN Scholarship Award who offered her thanks to the membership. It was a moving moment and one I did not forget.

Shortly thereafter I was asked to join the Board of Directors to replace a member leaving the area. I did and stepped into the Scholarship Chair position. And so began my commitment to PWN and its members. I served on the Board non-stop for 12 years in various capacities, including Scholarship, Showcases, Programs, Vice President and President. I have also served many years as the Board Advisor, a non-voting position I'm honored was created for me. I was also thrilled to receive the Woman of the Year award in 1997.

This is what I know about PWN. It is the place to network. We truly do mean business here. I built my small business to a million-dollar company I sold four years ago. Near the end of my first year of membership I sat down to determine what was most effective in bringing in business (PWN, Chambers, advertising, etc.). I was surprised to discover that it was PWN that had set my business on its course of success. I've been a committed member ever since.

There's one more thing I want you to know about PWN. I received a tremendous bonus from joining this network and although I didn't expect it, I am extremely thankful nonetheless. My very best friends are women I met through PWN. They are the best of the best and my biggest benefit of membership. This is what networking can do and what PWN does exceptionally well.

I proudly and sincerely recommend PWN to every business professional I meet. I know they will be glad they joined."

Audrey Pierson – 2009 PWN President

Secure Your Success, Inc., www.SecureYourSuccessInc.com

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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.

Congratulations to JEAN STALLINGS, winner of our 2009 Membership Drive! Enjoy your Del Monte Center gift card!

Also, THANK YOU to everyone that purchased raffle tickets at the May Mixer. We raised \$740 to go towards future scholarship awards! Wow!



It's Happening in June at PWN!

Monday	Tuesday	Wednesday	Thursday	Friday	Sat/Sun
1	2 PWN's Your Town Radio Show, 1240AM KNRY, Hosted by Wendy Brickman 5:00-6:00pm	3 PWN Meeting "Celebrity Secrets of Success" by Susan Cantrell. 5:45-7:45 @ Hyatt (Regency Grand Ballroom) 1 Old Golf Course Rd FREE	4 	5	6/7
8	9	10 MPCC Brown Bag: "5 Ways Technology Can Boost Your Bottom Line" by Luis Alvarez, Alvarez Technology Group. 12:30-1:30. Turf Club, Fairgrounds FREE. RSVP to Wendy Brickman 633-4444	11 	12 MPCC deadline for Business Excellence Award nomination	13/14
15 RSVP deadline for SVBWN lunch. Call Tammy at 442-9789	16 	17 SVBWN Luncheon 11:30-1:00 Chapala Restaurant, 438 Salinas St., Salinas. \$25 www.svbwn.org	18 Power Networking Lunch: 11:45-1:30 Jack's @ Portola Hotel & Spa, \$13 CASH RSVP to Donna Aikins 655-5689 or donna@commonbond.biz	19	20/21
22	23	24 PWN Newsletter Publication Date	25	26	27/28

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Testimonials

For: Leslie Bruhn, Women's Wealth Group
From: Lori Silver, Attorney at Law

Several years ago, I took Women's Wealth Group (WWG), and am now taking Leslie Bruhn's WWG Grad Group course. It keeps me on target with my goals, continues to teach me practices of developing wealth, and gives me a forum to keep practicing what I learn. Enroll in her WWG course! You will love the learning, the camaraderie and friendships which develop over time, and the financial benefits which occur as a result!

For: Mary Jeanne Vincent, WorkWise
From: Wendy Ashby, Ph.D., Ink & Watercolor Artist

Mary Jeanne has helped me formulate a fabulous, hard-hitting resume that increases my confidence and understanding of my value-added worth to prospective employers. Even more importantly, the self awareness that is created during the process of reframing an employment history into an extension of one's best self has helped me formulate goals for fit and salary that are far beyond what I would have sought before. I highly recommend this growth and awareness process, even if you don't plan to change jobs.

For: Carol Young, Carol Lynn Young Skincare
From: Wendy Brickman, Brickman Marketing

If you haven't yet had a facial treatment with Carol Young, you're missing an amazing experience! I have had many, many facials over my lifetime, but Carol's expertise and knowledge is astounding! She knows exactly what approach is appropriate for my skin, and after our sessions, I have a beautiful smooth, healthy texture on which to apply makeup...or not. I can ask her all of my endless questions and received qualified, scientific answers that are tailored specifically to helping to improve my skin. I am

working toward having amazing skin now and it will be due to Carol's wisdom and talent. It's wonderful to have such a talented expert in our area!

For: Cathy Montante, Collezione Fortuna
From: Jean Stallings, Professional Registered Parliamentarian

Cathy Montante features not only fancy boutique dresses at her shop, Collezione Fortuna Fashion Boutique, but she also has wonderful accessories. A couple of scarves and a different purse can make a wardrobe go further on a trip - without adding too much weight for the baggage! Thanks so much, Cathy!

For: Audrey Pierson, h. Ford Pierson Photography
From: Julie Cavassa, Life Tools Training

Hugh is an amazing photographer. I hate to get my picture taken, but he was patient and funny and took the time to make me feel comfortable enough to snap some great headshots. A professional headshot is essential for doing business today. If you don't have one, call Hugh today to make an appointment.

For: Cindy Heckman, Palace Office Interiors
From: Kathi Speller, FreeForm Ventures

Cindy Heckman and Palace Office Interiors qualified as guardian angels to the non-profit Community of Caring Monterey Peninsula! When she heard of our need for office furniture, Cindy located a like-new office chair that was donated AND delivered making our work of making a difference much more comfortable. Listening to potential client's needs is the sign of a fantastic service professional and will help Cindy win customers. Palace offers on-line ordering and free delivery on orders of \$50 or more - a great way to buy local and reduce your carbon footprint! Thank you, Cindy! To your success!

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|| From Women Helping Women ||

This is the text of a letter sent to the Professional Women's Network from MPC's Women Supporting Women program after the \$1,500 check presentation at the May Mixer.

"Dear members of the Professional Women's Network of the Monterey Peninsula,

Thank you so much for your generous donation to Women Supporting Women at MPC. This semester, requests for financial assistance have doubled, so each and every donation is particularly appreciated.

We are grateful for your continued commitment to our work!

Sincerely,
Erin Miller
Women's Programs

|| Coming up in July! ||

The PWN/SVBWN Annual Joint Luncheon is set for July 1st from 11:30am—1:00pm!

This year, it will be held at the Hyatt Regency Hotel in Monterey. Nationally known speaker, **Starr Hall**, will present "Social Media Madness - How to Make Social Networking Profitable for Your Company." The public is invited, but this event sells out every year, and reservations are required. Call Alice Cura at (831) 372-6020 with questions; pay through the online store on our website; or send a check for \$25 per person (payable to PWN) to: PWN, PO Box 1489, Seaside, CA 93955.

Deadline is June 24. Reserve your spot today!!!

In the meantime, check out Starr's website to learn more about her:

www.starrhall.com



Starr Hall

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Special Thanks to Jim Vossen KNRY 1240AM Radio for the PWN Your Town radio and TV show. Our show airs on both KNRY and Amp Cable Channel 24 on the first Tuesday of each month from 5:00pm—6:00pm.

If you are interested in appearing on program, contact the show's host Wendy Brickman at 633-4444 or brickman@brickmanmarketing.com

*** Watch past episodes at http://pwnmonterey.org/tv_links.asp

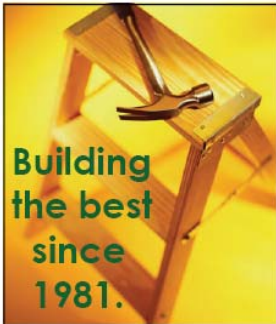
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||| Mays's PWN Meeting |||



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||| New Members |||

Brian Fouch – BGF Planning Consultants
754-0879
brian@bgfplanning.com

Lara Grace – Robert Talbott Inc
(800) 747-8778
lgrace@roberttalbott.com

Kathleen Marcus—Purrfurably Cats
655-CATS (2287)
katk9dr@pacbell.net

Catherina Mendenhall—Mendenhall Insurance Solutions, LLC
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Cathy@MendenhallSolutions.com

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**Professional Women's
Network of the
Monterey Peninsula**

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||| Featured Board Member: Audrey Pierson |||

Board Member Name: Audrey Pierson

Board Member Position: President

What do you see as your role in this position? I see the position as two-fold. Internally, I lead the board and simply ensure that everyone has what they need for their various committees' work. Our board is so tremendous that my job is easy! The other part of my position is to support the membership and do whatever I can to ensure their expectations are met.

I enjoy all our events tremendously and have such fun meeting and networking with all our members and guests!



What are your goals as a PWN Board member this year? I want to maintain and increase the goodwill that PWN has created within its membership and the community. I want the membership to grow and our members to sustain and support each other in business and in life.

Tell us about you and your business. I have recently become the Director of Marketing for fellow PWN member, Jane Deuber, in her Profit Partners Consulting business. I believe that together we are an unstoppable force in helping entrepreneurs to build their businesses while increasing their quality of life. Both Jane and I have built million-dollar companies and love sharing our expertise with others. We also clearly understand how critical it is to have a life at the same time. When we are able to help others achieve their goals, it is particularly satisfying.

Anything else you want PWN members to know? Like anything else in life, what you put in is what you get back. I hope that our members will really participate in everything that PWN offers. I know what they can accomplish when they do!

||| Your 2009 Board of Directors |||

Audrey Pierson, President

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241-1545

Denise Kaku, Vice President

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624-6525

Donna Brandt, Treasurer

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917-6515

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624-3891

Julie Cavassa, Membership

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Alice Cura, Special Events

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905-1466

Donna Aikins, Networking Lunch

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