



NETWORKING

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

IMPORTANT NOTICES

NEXT PWN MEETING
Sept. 6, 2006 5:45 PM
Embassy Suites
Monterey Bay Seaside

POWER NETWORKING

LUNCH

Thursday Sept. 21
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

Nov. 16 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 don't know about you but I have been having a blast in PWN! What a bunch of wonderful people to hang out with. As some of you remember we started this year out with our theme being "Building Business through Relationships". Have most of you done that? I know it has been a great year of fun relationships for me! Our vision as a Board at the beginning of the year was: Acting as mentors to educate and support the professional growth of our members in an inclusive, powerful and fun way. Which to me translates: We would like to mentor you in a way that causes you to grow and to support this growth while including all members and to try our best to keep this interesting, educational and fun. How have we done as

a Board to implement this so far? We would really appreciate your comments.

With our Woman of the Year event just around the corner in November your WOTY Selection Committee has been hard at work deliberating on who she will be. We are also in the process of putting together our WOTY Event Committee, so if you would like to join in the fun please call or email Phyllis Grillo, LuAnne Hutchings, or myself. Our information is on page 7 of this newsletter.

This month's theme is Home Improvement. We have a very interesting discussion panel for our September Program. Please join us as Georganne Thurston, Susan Harnish and Ronda Reinke discuss "Create a Physical Environment that Enhances your Life and your Business". Please remember that if your business falls under the Home Improvement Category contact Jeanette Liguori our Showcase Chair at 375-1273 to reserve your showcase spot.

Home improvement is very much on my mind as I start September by getting all my fall decorations out. My husband and I always start planning our improvement changes we will make to our home in January once the holidays are over. The best part for me about the upcoming holiday season is that my home is greatly improved with fun decorations, great gatherings with family and friends over good food, engaging conversations and lively games. Now how can you improve on that!

So bring a friend and come on down to the Embassy Suites for some exciting networking and great fellowship

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. 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.

Next PWN Meeting Topic: Panel Discussion

At our upcoming PWN meeting on September 6th we will host a panel discussion on the topic of, "*creating the optimal physical environment for your life and business*", at the Embassy Suites in Seaside. The panel will feature **Georganne Thurston, Thurston Estate Appraisal; Suzan Harnish, Adventures in Organizing; Ronda Reinke, Happy Healthy Homes; and Beverly Navarro.**

Georganne Thurston, a Personal Property Appraiser, will focus on "The Importance of Knowing the Value of your Personal Possessions." Thurston is a member of the American Society of Appraisers with an extensive education in fine arts, Southern Decorative Arts, Victorian architecture, furniture and decorative arts. She works with attorneys, not for profit charities, and real estate agents in addition to commercial and individual clients. Thurston provides an array of report products including legal documentation or verbal assessments of object value.

As a professional organizer, Suzan Harnish works side by side with individuals in their home office or workspace, with small business owners, and with executives and their staff. She will offer the "Secrets to Organizing All the Paper."

"Organizing is not about perfection," said Harnish. "It's about quality of life! If you're happy with your piles of paper, don't change anything. But, if the paper chaos is causing you stress – well, then it's time to jump in, learn some organizing secrets and take charge of your surroundings."

"Bringing Heaven to Earth" is Ronda Reinke's topic. Reinke has a BA in interior design, an MA in art and is an advanced graduate of the American Feng Shui Institute. She has over 30 years experience in design, with nearly ten years focused on Feng Shui. By using effective and powerful tools of design, Reinke is able to help her clients create happier, healthier, more prosperous lives.

Radhika Mohandas, M.D.

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



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MPCC CHAMBER NEWS

Monterey Peninsula Chamber of Commerce

Brown Bag Lunch
Wednesday, September 13, 2006

12:30 PM to 1:30 PM
Monterey Public Library
625 Pacific Street

“HOW TO DO BUSINESS EFFECTIVELY WITH DIFFERENT CULTURES”

Presented by **Alex Bodke, Managing Director**
 of **Endeavor International Trading Company**

In this important presentation, Alex Bodke will discuss:

- **Cultural Frameworks**
- **Sales Techniques**
- **Cross Cultural Communication**
- **Case Studies**

Alex Bokde is Managing Director of Endeavor International Trading Company, a wholesale company that is a direct importer of handmade rugs and home décor items from several regions around the world. Endeavor International Trading Company is active in the B2B market around the US and serves its private clients as well with high-quality culturally authentic handmade items. Alex is an entrepreneur to the core and has conducted business operations in China, Europe, Sub-Saharan Africa, the US and the Middle East and has also participated in three overseas deployments with the US Army. In addition, he is co-owner and CEO of EITS, Inc., a cross cultural bridging company specialized in training and international business support. Based on his experience in business and military operations around the world, Alex manages both Endeavor International Trading Company and EITS, Inc. utilizing innovative cross cultural concepts that have greatly benefited company operations both at home and abroad. Alex is originally from Argentina and holds a BA in Chinese from UCLA and an MBA from the Monterey Institute of International Studies.

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. **Beyond Wheat** will be providing complimentary cookies as the official Brown Bag Cookie Sponsor.

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.

SEPTEMBER SHOWCASES

Linda Bell	Home by Design
Sandra Collingwood	Collingwood Carpet Care
Theresa Ream	Ream Construction Disaster Kleen-up Excel Carpet Floor Store USA Cypress Cabinets
Ronda Reinke	Happy Healthy Homes
Linda Shepard	Keller Williams Realty
Mary Helen Sperry	Realty World American Dream
Lili Wright	Wright Designs



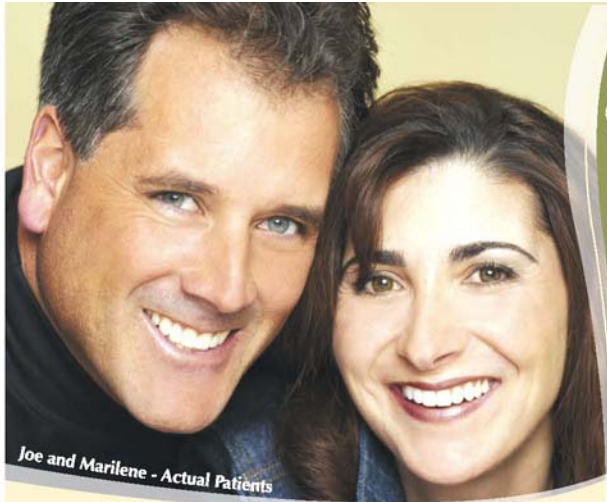
September's Theme



"These PWN member emails are continually bouncing back. If these members want to receive notifications regarding the weekly luncheons they will have to be notified by other members until they find a way to fix the issue.

Thanks for your time in this matter." A note from **Donna Aikins** your hostess for the PWN Power Networking Luncheon. These are the emails that bounce:

thebeckster@redshift.com, graciecontreras@redshift.com,
2kmicaelpeterson@redshift.com, ideavacation@redshift.com
tream@redshift.com, tiatgc@redshift.com,
wanda.gooch@redshift.com, 4wardandup@earthlink.net
Theresa@reamcon.com, LHilli@cox.net,
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Connect to PWN—Business To Business

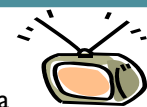
PWN MEMBER RECEIVING SERVICES

PWN MEMBER & THEIR SERVICES PROVIDED BUSINESS OR

NAME	BUSINESS NAME	NAME	SERVICES PROVIDED	COMMENTS
Susan K. Mark	Tranquil Transitions-Home Organizing	Janet Ostarello	PartyLite Consultant OstarLite	Her Candles are of the best quality!
Denise Kaku	Turning Point Coaching Organizational Solutions	Jeanette Liguori	Liguori Designs	Designed-Business Cards/Brochure/Logo/ Conference Board
Jeanette Liguori	Liguori Designs	Joe Sweeney & Phyllis Grillo	Primerica Financial Services	Regiment Roll Over
Ellen Gannon	Essence I Massage Therapy	Julie Rumsey	Déjà Vu Clothing Consignment	Buys & sells clothing
Ann Appel	Appel Insurance Company	Mary Warburton	Washington Mutual Loan Specialist	2nd meeting she made it easy!
Jean Stallings	Parliamentarian	Dr. Cynthia Lee Westbrook	Chiropractic Services	
Jean Stallings	Parliamentarian	Sarah Lincoln, CMT	The Midas Touch	Massage Therapist
Jean Stallings	Parliamentarian	Ashley Pereira	Beleza Skin Care	
Jean Stallings	Parliamentarian	Marty Wellman	Curves/Monterey	
Janet Ostarello	PartyLite Consultant OstarLite	Susan Mark & Suzan Harnish	Tranquil Transitions Adventures in Organizing	Organized Office & Kitchen Organize your life!
Julie Ann Lozano	Comcast Spotlight	Diane Dobronte	Dinners Ready Meals to go	Easy to do-Great Food
Sherri Coffelt	Energia Body Center	Sandra Collingwood	Collingwood Carpet Care	Awesome Carpet Cleaning!
Lori Silver	Law Office of Lori Silver	Jennie England	Wisdom in Acton	
Ellen Gannon	Essence I Massage Therapy	Lori Silver	Law Office of Lori Silver; Estate & Trust Planning	
LuAnne Hutchings	My Private Liaison	Roberta Young	Assessment Strategies	Great skills in Human Resources and hiring strategies
LuAnne Hutchings	My Private Liaison	Lori McDonnell	MBAY Kids/Freestyle Communications	Produced a website for the Holiday Parade of Lights in Salinas!



TUNE IN



The Professional Women’s Network of the Monterey Peninsula (PWN) will broadcast a one hour live program at 5:00 PM, Tuesday, September 5th 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 will be, “*Creating an optimal life and/or business and how these businesses help their clients do it*”. Guests to include: Georganne Thurston, Thurston Appraisals; Jane Fleming, Beyond Wheat; and Sandra DeLay, Translation by Design. If you are interested in appearing on the Radio/TV program, please contact Gwen Brooks at gwen.brooks@comcast.net.



August PWN Meeting



2006 PWN Board

Back Row L to R: Sherri Coffelt, Susan Mark, Phyllis Grillo, Donna Briley, & Julie Cavassa, Front Row L to R: LuAnne Hutchings, Laurie Bend, Theresa Ream, & Jeanette Liguori
Not pictured: Rosemary Leonard & Cheryl Beller

Presenting the Trace Carter Memorial LMP Scholarship to Denise Kaku



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
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 continually donating to our meetings.

The July Joint luncheon raffle prize donors were: **Sandra Collingwood, Collingwood Carpet Care**, a spotted elegant tea set; **Les Cooper, Coeur D'Olives**, olive oil and balsamic vinegar; **Mary Potter, AAA Travel**, 2 travel bags; and **Cynthia Quiane, Sound Design**, a bottle of wine.

The August PWN meeting raffle prize donors were: **Diane Dobronte, Dinner's Ready**, a gift certificate for dinner for six; **Janet Ostarello, PartyLite**, a hurricane jar & candle; **Julie Cavassa, Life Tools Training**, two tickets to Cashflow 101 game & a book titled, "Power of Intention" by Wayne Dyer; **Jenny England, Wisdom in Action**, one hour session of power coaching and a four-week telecourse by phone; **Les Cooper, Coeur D'Olives**, olive oils and balsamic vinegar; **Sherri Coffelt, Results Partner**, Power of Intention card deck & an 80 minute life mapping session; **Lori Benak, Energia**, a free three month membership & a Spa Renewal package; and **Mary Jeanne Vincent, Workwise**, Uncovering Your Passion tip cards.

Reminder: If you want to donate to our biggest fundraiser of the year, the Annual WOTY Event held on November 1st, please contact Donna Briley at 333-0600 or 521-9991.

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PWN CALENDAR OF EVENTS

September 2006

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

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

NOVEMBER 2006

1st—PWN WOTY Annual Fundraising Event (Monthly Meeting)

7th—PWN TV/Radio Program

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

20th—**January** 2006 Newsletter Submission Deadline

PWN Mailing Address:
PO Box 1489
Seaside, CA 93955
831-642-4994

WWW.PWNMONTEREY.ORG