



WOMEN'S PROFESSIONAL NETWORK

August 2009 Newsletter

▲ **August 27, 2009 Breakfast Meeting**
Lakeway Inn, Bellingham, 7am - 9am
RSVP by 5pm August 21 - www.wpnbellingham.org

Panel Discussion with Five local Business Women



Jodie Beatty, Waddell & Reed

As the District Manager and a Financial Advisor at Waddell & Reed, Jodie Beatty is a guide, a guardian, and a friend. She has been in the financial services industry for ten years and has worked at Waddell & Reed for a total of five years. She will work with you to put a plan in place for today and the future to find a way to retire the way you want, when you want. She is a resource and a sounding board. Her mission is to empower and inspire women to get their assets working in a better capacity. Jodie is the co-founder of the Whatcom Young Professionals, is a member of the Bellingham Chamber of Commerce, and previously served on the WPN advisory board in 2005/2006.



Kathy Cheldelin, Cheldelin Vocational Services

Kathy graduated from the University of Wyoming (the real U.W.) in 1985 with a bachelor's of Science degree in Psychology. With an umbrella in her car, and a student loan payment lurking, she ventured to the Northwest in 1986 where she quickly landed temporary employment while figuring out what to do with her degree. It was the temporary placement as receptionist in a national vocational rehabilitation company that became a pivotal point in establishing a lifelong career. Within 2 years she promoted from receptionist to job developer, from job developer to vocational counselor, from vocational counselor to Branch Manager. After 10 years of vocational rehabilitation counseling, Kathy began Cheldelin Vocational Services, Inc. in 1996. She prides herself on developing competent staff through immediate access supervision and always keeping sensitive to the rehabilitation challenges faced by counselors by maintaining a caseload. She took Master's level coursework and became a Certified Disability Management Specialist in April of 2005. She has participated in the Pursuit of Excellence and The Wall series of self improvement training seminars, which focus on accountability in life's direction.



Tracee Economy
Arbonne International

As one of Washington's leading Regional Vice Presidents with Arbonne International, Tracee Economy of Blaine left the corporate world to build a successful home based business, finding a priceless gift of time and an opportunity to chart her own course. Tracee's passion for Arbonne's result-oriented health and beauty products takes her on an ongoing journey to encourage and coach others toward their goals of financial freedom. Working along side Tracee for the past three years is a professional team of men and women who together achieved over \$1.5 million in product sales as well as accomplishing some pretty awesome personal and financial goals.



Joy Gilfen
UnitingCreatives.com

Joy Gilfen, speaker, founder of UnitingCreatives.com and inventor of the Joy Triangle Model has just produced a movie titled Flipping the Joy Switch, due to be released the 3rd week of June! Joy has been an entrepreneur and coach virtually all her life in one form or another. She was a top producer network marketer for years, before becoming a consultant fascinated by quantum change and living systems management. Flipping the Joy Switch highlights Joy's emotions management model for building mental, creative and physical success. It includes interviews with other local people such as Doug Banner, Bonnie Dean, Nola Ayres, and Chuck Robinson. Joy can be reached at 360-647-2831 or at her websites UnitingCreatives.com, and JoyThinks.com Coming soon: JoyGilfen.com and FlippingTheJoySwitch.com

WPN's November Gala!

Speaker: Bonnie Dean

Topic: IMPERFECT by Design: The MAGIC Gleaned from Life's Many Lessons

Stay tuned for more information about this event and sponsorship opportunities on the website, in newsletters and at monthly breakfasts!



Patrice Valentine
Net Solutions North America

Patrice has over 10 years experience in sales, marketing, business development, and project management. Coupled with excellent interpersonal development and creative problem solving skills Patrice manages the Bellingham office and oversees all local sales. From working with start-ups, to well established national franchise chains Patrice has helped launch over 300 websites. Prior to starting Net Solutions, Patrice worked with a specialized marketing consulting firm where she gained experience in relationship marketing, print media, and project management skills. Patrice holds a degree in Psychology from Western Washington University.

Policy of the Month

Network (noun): an association of individuals having a common interest, formed to provide mutual assistance, and helpful information. (verb): to cultivate people who can be helpful to one professionally, esp. in finding employment or moving to a higher position.

WPN is honored to have each and every month, speakers from Seattle, BC, and beyond. This makes WPN stand out from other networking groups in the area. By spending time with our guest speakers, we are able to gain knowledge, which in turn gives us the power to grow our businesses, empowers us as women, where we then come full circle with a better ability to refer and be referred.

Quotes of the Month

*"Energy and persistence conquer all things."
--Benjamin Franklin*

*"The question for each man to settle is not what he would do if he had means, time, influence and educational advantages; the question is what he will do with the things he has. The moment a young man ceases to dream or to bemoan his lack of opportunities and resolutely looks his conditions in the face, and resolves to change them, he lays the corner-stone of a solid and honorable success."
--Hamilton Wright Mabie*

▲ President's Message - Tip of the Month

Making More Money on the Job, by Joyce Priddy

Women are very resourceful and great to have in any business setting. More companies are realizing the importance of women in business. As a result of this new recognition for women, the key to a happier work life and more money from jobs is to re-think how different situations at work are approached.

Business Tips for Women Rule #1: Find the Right Job for You

In the past, women were of the mind set to fit into the job that they had. This work ethic is no longer required with more business doors being open for women. It is important for women to find that right job which complements personality, values and goals. Focus on your abilities and strive to find a job that allows you to excel in your natural abilities. Being able to find the right business will enable you to be happier at work. Business Tips for Women Rule

#2: Find Solutions Instead of Pointing Out Problems

With every business problems will arise. It is only natural to have challenging situations and at times disagreement with co-workers about a particular task. Being a pessimist will cause friction in the business. Eventually others get tired of being around a pessimist. Find realistic solutions to problems and help solve them instead of creating new ones with pessimistic attitudes.

Business Tips for Women Rule #3: Become an Active Listener

Become an active listener in the business. Co-workers and supervisors will notice someone that pays attention to others and understands the tasks that are set forth for projects and deadlines. Chiming in and always having something to say is not always the best policy in business. When you do speak in the business, people will listen because you have something valuable to say instead of simply being one of those people that talks to be heard. It is important to speak up with fresh ideas and solutions to projects and tasks. The key is not to monopolize the conversation or interrupt others. Make sure that what you have to say contributes

to the business. Learn to be empathetic toward others. Understand that you are human and will make mistakes. When a mistake happens realize that it is an opportunity for growth. Being an active listener will help you grow as a person and as an employee asset to the business.

Business Tips for Women Rule #4: Flexibility

Yes, it is important to follow the rules and ethics of the business. However, there are times that it is important to learn to be flexible. Break routine in your life. Realize that if you stay with a business you are going to have a flow of different co-workers, supervisors and maybe even job positions. Being able to follow new rules and new expectations as changes happen within the business will increase survivability within

Hot of the Press

Back to School Supply Charity Event to Benefit Blaine Family Service Center

Saturday August 29th 1-4 PM
9026 Gleneagle Dr - Semiahmoo Blaine

Join us for an open house to benefit the Blaine Family Service Center (www.blaine.k12.wa.us/fsc/index.html)

All proceeds of sales of Jewelry, Purses, Accessories & Pie OH MY! to benefit BFSC.

For more information contact:

Angela Abshere, Silpada Designs Jewelry
360.255.3661 - www.mysilpada.com/angela.abshere

Lori Richardson, Score More Sales
206.972.0265 / www.scoremoresales.com

Investing. With a plan:
Let me show you how.
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Agape House Donations

The WPN Board would like to invite the entire WPN membership to help with our continuing efforts to support the Agape House for women and children. Every month there will be Agape House needs and/or wants (i.e. personal hygiene items, clothing, shoes, non perishable food, etc.) that we will be fulfilling. There will be a drop box available at every WPN breakfast meeting for you to leave your donations. Donations will be delivered monthly directly after each meeting. To learn more about the Agape House, please visit their website: <http://newagapehome.com/home.html>.

This month, the Agape House is in need of shampoo (even partially used bottles are appreciated), conditioner, body care products and diapers. Thank you to those that have donated over the past few months!

September 24 Speaker

Speaker: Carol Bowser

Topic: What You Are Expected to Know About Business Communication, But No One Taught You
rsop by 5pm September 18

October 29 Speaker

Speaker: Melissa Borghorst

Topic: Achieving Your Dreams in Today's Economy
rsop by 5pm October 23

Renewing Members

Wendy Allex , *Allex Indexing*

Nicole Gruendl , *Life Coach*

Carolyn Leeper , *Northwest Retirement*

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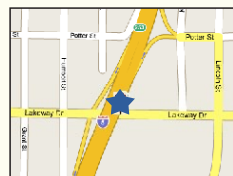
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The WPN Newsletter is a cooperative production of the Women's Professional Network, PO Box 28383, Bellingham, WA 98228. © 2009 WPN reserves the right to decide which articles to publish, as well as to edit all submitted news items and articles.



The WPN meets on the last Thursday of each month from 7am - 9am at The Best Western Lakeway Inn, 714 Lakeway Avenue in Bellingham.