



WOMEN'S PROFESSIONAL NETWORK

September 2009 Newsletter

▲ September 24, 2009 Breakfast Meeting Lakeway Inn, Bellingham, 7am - 9am

RSVP by 5pm September 18 - www.wpnbellingham.org



Keynote Speaker: Carol Bowser **What You Are Expected to Know About Business Communication, But No One Taught You**

Successful communication at work involves more than making an effort to be a better listener. Success depends on the other person being able to hear and understand what you are trying to get across -without being loud or rude. However, the most common barrier to successful communication at work is a difference in styles of communication.

Come to this breakfast meeting and walk away with essential tools to hear and be heard and a strategy to implement.

As a result of attending you will:

- Learn the primary causes of miscommunication and misunderstandings at work
- Discover your own preferred communication style
- Leverage your communication style for success at work
- Develop an Action Plan for utilizing your knowledge immediately
- Laugh at least once

▲ President's Message - Tip of the Month

10 Tips for Successful Business Networking

by Stephanie Speisman

1. Keep in mind that networking is about being genuine and authentic, building trust and relationships, and seeing how you can help others.
2. Ask yourself what your goals are in participating in networking meetings so that you will pick groups that will help you get what you are looking for. Some meetings are based more on learning, making contacts, and/or volunteering rather than on strictly making business connections.
3. Visit as many groups as possible that spark your interest. Notice the tone and attitude of the group. Do the people sound supportive of one another? Does the leadership appear competent? Many groups will allow you to visit two times before joining.
4. Hold volunteer positions in organizations. This is a great way to stay visible and give back to groups that have helped you.

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September Featured Members



Myra Harmer
Xocai Chocolate

I am an independent distributor for Xocai (pronounced SO SIGH) , the healthy chocolate. I thrive on networking and encouraging others to find success. To me, it's a delight to share cold-pressed Xocai chocolate with other people because of its health benefits and income potential.

I have lived in Washington with my husband, Terry, since 1989 and in Bellingham since 2001. Our daughter, Courtney, is a BFA major at the University of Colorado, at Boulder.

I'm a strong supporter of Whatcom County, and enjoy volunteering for the Nooksack Salmon Enhancement Association (NSEA) and Excellence Northwest.



Marcy Mjelde
The Muljat Group

I'm a Realtor with The Muljat Group, and I love what I do. Licensed as a realtor in 1982 in Seattle, I chose to leave the business as interest rates hit 18%. I continued to buy, remodel and sell my own properties in Seattle and later in Bellingham, where I moved in '89. After graduating from WWU in '97, I went to work for a local nonprofit until '05, when I got back to real estate as an assistant. In 2008 I was named Rookie of the Year for all of Whatcom County. I love working with buyers and sellers, and make a pledge to every client to treat their transaction as if it were my own. I have a positive attitude and always put people first. With this philosophy, I have found that positive results inevitably follow.



Jennifer Ryan
Jennifer and Friends

Jennifer graduated from Burnley School of Art in 1984 with a degree in Fashion Illustration. After working for a large clothing retailer for 2 years, and coinciding with the birth of her first child, decided to start her own business with her focus being illustration and newspaper advertising. After moving to Bellingham in 1992, Jennifer found that fashion was not on the forefront of peoples minds, but fashion in their homes was, so Jennifer adapted to her clients needs and the interior design part of her business was born...because dressing a house is not really that much different than dressing a person!.

Jennifer also enjoys volunteering for Women Sharing Hope and Habitat For Humanity 'Women Build', and is currently the president of WPN.

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 months!

Hot of the Press

Fall Garden Bridal Show

**Hosted By: The Simply Organized Bride.com
and Glen Echo Garden**

September 26th - 2009, 12:00 noon - 4:00 p.m.
Glen Echo Garden, 4390 "Y" Road
Bellingham, WA

Join us for a unique Bridal Show being held in four acres of lush gardens. Get advice from talented local wedding professionals, taste delicious samples of food and cakes, and listen to great music. Take a break in our garden cafe and enjoy tea, coffee and pastries. This event is free and will take place "rain or shine". Awnings will keep you covered in case of bad weather. For more information, please see www.TheSimplyOrganizedBride.com or call Deborah Thibodeau at (360) 527-8542 or Kaylene Edwards at (360) 988-9358.

The Sugar Shack is getting wild for September!

How about an hour long facial PLUS an hour long massage for \$70?? Yep, you heard it right!!! Must book services on the same day-- remember we are open late! Come visit us at our new expanded location at 3201 Northwest Ave #4, Bellingham. Call 360.393.4484 for more info.

12th Annual WPN Holiday November Gala & Famous Raffle Dash!

Sponsorship Opportunities are Available!

Being a sponsor at the WPN November Gala is a great way to promote your business and support WPN at the same time. There are sponsorship levels that can fit any business budget, from Platinum Title Sponsorship to Table Sponsorships. Consider sharing a Table Sponsorship with another business - you will both benefit from the exposure you will receive at WPN's biggest event of the year.

Look for more information at the WPN breakfast on September 24, or online at www.wpnbellinham.org.

Raffle tickets will be available for purchase starting at the September meeting. Purchase early and be ready for November! A tip from the WPN board: bring peel and stick address labels to the next meeting and you won't have to write your name on the back all the raffle tickets you submit!

Policy of the Month

Marketing Tables

Marketing tables are reserved for WPN featured members, WPN members, government agencies and non-profit organizations. All individuals must book marketing tables through Arian Henders, the Networking Co-Chair, prior to the breakfast meeting. It is the responsibility of the individual to set up, tear down and clean up her own table space. It is not required, but recommended that each individual to be available to promote and answer questions about her business, non-profit, etc.

Quotes of the Month

"Nobody can go back and start a new beginning, but anyone can start today and make a new ending."

--Maria Robinson

"Every day is a new beginning. Treat it that way. Stay away from what might have been, and look at what can be."

--Marsha Petrie Sue

Returning Speaker BONNIE DEAN speaks on "IMPERFECT by Design: The MAGIC Gleaned from Life's Many Lessons"

Put on your mental track shoes and hold onto your seats! Bonnie will take you on a magical journey filled with messages that helped shape her path to a life by design... not by accident.

Laugh & learn how you too, can see, taste & experience checking off the boxes on your bucket list of life's opportunities. Come & prepare to be challenged as she hands you tools to have your best year ever!

Your \$25 admission includes fun, thousands of dollars in prizes, breakfast, networking and more! RSVP online today at www.wpnbellinham.org.



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5. Ask open-ended questions in networking conversations. This means questions that ask who, what, where, when, and how as opposed to those that can be answered with a simple yes or no. This form of questioning opens up the discussion and shows listeners that you are interested in them.
6. Become known as a powerful resource for others. When you are known as a strong resource, people remember to turn to you for suggestions, ideas, names of other people, etc. This keeps you visible to them.
7. Have a clear understanding of what you do and why, for whom, and what makes your doing it special or different from others doing the same thing. In order to get referrals, you must first have a clear understanding of what you do that you can easily articulate to others.
8. Be able to articulate what you are looking for and how others may help you. Too often people in conversations ask, "How may I help you?" and no immediate answer comes to mind.
9. Follow through quickly and efficiently on referrals you are given. When people give you referrals, your

actions are a reflection on them. Respect and honor that and your referrals will grow.

10. Call those you meet who may benefit from what you do and vice versa. Express that you enjoyed meeting them, and ask if you could get together and share ideas.

New Members

Marcy Mjelde, *The Muljat Group*

Amanda Altona, *Waddell & Reed*

Michaela Petz, *Cascara Center*

October 29 Speaker

Speaker: Melissa Borghorst

Topic: Achieving Your Dreams in Today's Economy

rsop by 5pm October 23

▲ Contact WPN

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▲ WPN Board Members

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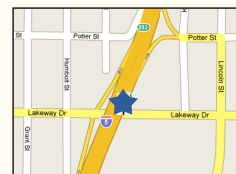
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The WPN meets on the last Thursday of each month from 7am - 9am at The Best Western Lakeway Inn, 714 Lakeway Avenue in Bellingham.