

Chartered in 1992

Huntsville Chapter

December 2008



Are you thankful for EWI?

It just seemed appropriate to talk about being thankful when Thanksgiving is just around the corner. Of course we can all talk about how we are thankful for our families, friends, health, and our jobs, but have you ever taken the time to reflect on why you are thankful for EWI?

As I take a moment to think about how I have been blessed through EWI, of course I think about the friendships I have made the last couple of years. Serving on the board, committees and traveling to LCAM have allowed me to get to know many of the amazing women who are involved in EWI. These women have supported and encouraged me as I have grown personally and professionally. I am a better person because of them!

I am thankful for the opportunities EWI offers for professional development and the development of my leadership skills. With my gift basket business, I have attended conventions for years but there was always something missing. I took design and marketing classes, but had no opportunity to grow my leadership skills. The leadership classes that I have taken at LCAM have given me the opportunity to develop my skills as a manager, to gain confidence, realize my successes, and that I am brilliant!

I am thankful that through EWI we have the opportunity to make a difference in others lives through our philanthropy projects and our scholarships. Just think, by spending a few hours with a high school student, we could influence the choice they make in their career. By making reading fun, the reading rally may just keep a child reading and in school. These children go home with a book and a memory that will last a lifetime.

Finally, I am thankful for the opportunity I have to promote my business and the businesses that are part of EWI. There are many groups out there to promote your firm, but I have found EWI to be the best!

Recently, I have seen our group of ladies pull together and rally around Janie Riley as she was just recently laid off from her job. The day after the meeting, members began emailing me with information for job openings for Janie. Once again our members pulled together to help another member in need. I am blessed and thankful to know such giving women.

So as you take a moment to reflect on why you are thankful for EWI, make sure you share it with someone who needs to be part of EWI. In January our Corporate President, Peggy Quinn will be our guest speaker and we will use this opportunity to have a membership blitz. You probably know someone who needs to promote their firm, or who needs to grow personally and professionally. Maybe they just want to be amongst executive woman who are making a difference in their community. I encourage you to invite them to our January meeting!

See you in December!

Happy Thanksgiving!

Dawn Mueller

CALENDAR OF EVENTS

**December Meeting
Cancellation Deadline is
November 26!**

December

02 Chapter Meeting

5:30 Networking

6:00 Holiday Decorating
Santa's Village

10 Chapter Board Meeting

11:30 am Berney Office
Solutions – Wynn Dr

12 Pulse Deadline – 5:00 pm

January

06 Chapter Meeting

5:30 Networking

6:00 Program

12 Chapter Board Meeting

11:30 am Berney Office
Solutions – Wynn Dr

IN THIS ISSUE

President's Message	1
Meeting Notices	2
Chapter Events	3
Philanthropy & Fundraising	4
Promote Your Business	5
Board Reports	6
Member Postings	6
Who We Are	7
Member Referral Form	8
PULSE Information	9

EWI[®] Huntsville December Chapter Meeting
Tuesday • December 2, 2008

Schedule: 5:30 pm Networking
6:00 pm Dinner/Program

Program: Holiday Decorating Made Easy

Location: Santa's Village
at Alabama Constitution Village
109 Gates Avenue

Price: \$ 25.00

Menu: Catered by HoneyBaked Ham
Buffet of-
Meat Tray (Ham and Turkey)
Cornbread dressing
Green beans
Sweet potato casserole
Garden Salad
Dessert
Dinner Rolls
Sweet & Unsweet Tea

Oh, by gosh, by golly - it's that time of the year again for having holiday fun at Santa's Village.

Learn how to decorate your home for the holidays - quick, easy and inexpensively.

Tips from an area decorator that you will not want to miss plus sharing a holiday evening together!

JoAnne Jarman, Program Director

Regrets/Guests: Deadline 5:00 pm
Wednesday, November 26

Notify: Sergeant-At-Arms
Diann Ward,
Bill Ward Real Estate Team

Website: www.ewihsv.org

Email: SAA@ewihsv.org

Phone: 256-534-1886

Remember: You have a **STANDING** Reservation. You **MUST** notify Diann your regrets by the **Deadline** or you will be charged \$25 for a missed meeting! If you are bringing **Guests**, notify Diann with their name, title, company, and who is paying.

Welcome New Member!

Lisa Sparks
Community Regional Executive VP
301 Washington St
256-551-3329
lisasparks@fcb-hsv.com

Be sure you look up Lisa Sparks at our next meeting and welcome her.

January 2009 Membership Blitz

The Membership Committee is excited about all the leads we are getting for the upcoming year. We are already hard at work and making tremendous progress. We have adopted the corporate goal as our individual chapter's goal for the upcoming year:

RECRUIT ... RETAIN ...GROW.

On January 6, 2009, Peggy Quinn, EWI Corporate President will be our guest speaker. In conjunction with this program, we are planning our first membership blitz for 2009, step one in recruiting new members to EWI. This promises to be an excellent program and a wonderful way to jump-start the New Year. To make the blitz a success, the Membership Committee needs your help.

Put your thinking caps on and make a physical list of all the companies you do business with. What comes to mind? The local veterinarian? Your hairdresser? Your dentist or hygienist? Your masseuse? (The possibilities are endless, aren't they?) How many friends do you have with whom you have not shared the EWI opportunity? Add them to the list. As you continue to develop your list, remember this is not solely about numbers. This is about **CONNECTIONS | CAREERS | COMMUNITY**. We are seeking representatives who will benefit from the membership and who will be active in the organization.

This event is so incredible; corporate has a few recruitment incentives:

- Each representative who recruits a new member firm during the period of October 1, 2008, through May 31, 2009, will receive an EWI eco-friendly shopping bag with the new EWI logo. How many bags will YOU earn?
- Each recruiter's name will be entered into a drawing for a 2009 registration to LCAM. How many chances will YOU have in this valuable drawing?

The Membership Committee is also offering two recruitment incentives:

- The representative who has the most guests attend the January membership blitz will receive a special prize to be presented at the February meeting.
 - The representative who has the most guests join our chapter during the period of January 6, 2009, through March 5, 2009, will receive a special prize to be presented at the April meeting.
- Together let's make this membership blitz a success!

Membership Committee Members: Vanessa Akins, Abigail Rizzardi, Patty Barron or Dawn Mueller.
Please contact any of these members for more information or assistance with this program.

Fundraiser UpDate

We are selling Honeybaked Ham Gift Certificates again this year for the Holidays!! Check out the link <http://www.honeybakedonline.com/HBOnline/home/index.asp?Ref=12670430:1647182395> for all products available. They offer more than just hams! Did you know that? I got hungry just perusing the website!!

The certificate amounts are available in \$10, \$25, \$35, and \$50 increments. Please use the attached order form to order more than one, or two, or three..... These certificates make terrific gifts and are sincerely appreciated by employees, clients, customers... Well, everyone.

Payment is due at the time of order, so I will collect money at the December meeting and then deliver the gift certificates to you immediately! Think how easy this is to purchase Christmas gifts for those hard to shop for people on your list or how much time and energy you will save by purchasing your entire Christmas Dinner, including dessert through them!!!

Thank you all so much and Happy Early Thanksgiving!!

Lara Bryant

\$ 86 raised at the October Meeting!

Thanks to all who donated Door Prizes!

YTD Fundraising \$6,094.69!

**Ornaments are still available for sale.
Only \$1 each**

Members can call or email Lara Bryant, lara.bryant.l01u@statefarm.com with the names you are interested in and she will contact you. The December meeting will be the last chance to purchase them.

Ho! Ho! Ho! Merry Christmas!

The Christmas season is upon us and EWI has been given the unique opportunity to play Santa to a needy family right here in Huntsville.

The *Philanthropy Committee* respectfully asks each EWI member to come to the December 2nd meeting at Santa's Village with a giving heart and a monetary donation to help us, help this family have the best Christmas ever. Would you consider giving \$20.00 (or any amount) to help us? With everyone's donation we will certainly make their Christmas brighter.

THEN, after all the money has been collected, we will host a Shopping Party early in December to shop for the family, and an Wrap & Wine party one evening to get everything wrapped and delivered to the family before Christmas Day.

We look forward to seeing you at Santa's Village.

Promote Your Business!

Dale Carnegie

Look around you at successful business people, world leaders, professional athletes and famous entertainers. You'll find a disproportionately high number of *Dale Carnegie Course* graduates. In fact, the *Dale Carnegie Course* has transformed the lives of over 7 million graduates.

Register now FREE first session of Dale Carnegie's *Dale Carnegie Course*

This renowned course will help you master the capabilities demanded in today's tough business environment. You'll learn to strengthen interpersonal relations, manage stress and handle fast-changing workplace conditions. You'll be better equipped to perform as a persuasive communicator, creative problem-solver and focused leader. And you'll develop a take charge attitude that allows you to initiate with confidence and enthusiasm.

Get the power for you to move far beyond your comfort zone as you stretch for and attain ambitious new goals. **Register today** for the first session of our *Dale Carnegie Course*...**FREE**.

Nancy Covert, President
Dale Carnegie Training

Correction: Stacy Tibbs brings this to our attention: AAA Executive Al Gibbs traveled from Birmingham for the Executive Dinner but was overlooked on the Guest list, thus he was not included in the Pulse. We sincerely apologize to Mr Gibbs for the oversight.

Invitation



Will You Join Us?

**You and your Spouse (or SO) are
invited to our home**

When: **December 13, 2008**

Time: **7-11 pm** Come anytime. Stay as long as you like.

Where: **2506 Little Cove Rd, Hampton Cove**

Reservation Required: **256.270.0025**

Space is limited so reserve early, PLEASE!

**Good Food, Good Fun,
Great Friends!**

Sharon Smith, CEO
Life Enrichment Group

This is not a business function!

Please send Membership changes/corrections to Patty Barron, VT Aepeco

patty.barron@peoavn.redstone.army.mil

The Membership Committee posts firms for possible membership. Objections to this membership must be received in writing from a member firm executive within ten (10) days of posting. If no objections are received, membership committee will contact the firm(s) for membership.

Business name: US Army Redstone Technical Test Center (RTTC)
 Rep name and Title: Amber Rauls, Test Manager
 Executive Name: Craig Lanphere
 Major: Government
 Minor: Military

Business Name: Verizon Wireless
 Rep Name & Title: Kelly Shrout
 Executive Name: Kelly Shrout
 Major: Communications Services
 Minor: Cellular Phone Sales/Service

Business Name: ALS Association- Alabama Chapter
 Rep Name & Title: Janet Wright
 Executive Name: Janet Wright
 Major: Healthcare
 Minor: Support Service

Direct questions/objections to **Vanessa Akins** by email at vakins@hsvutil.org. To nominate a new member firm, fill out the referral form in this edition (page 8) of the PULSE and forward it to **Vanessa Akins** at vakins@hsvutil.org

The Treasurer's Report

Financial Summary as of October 31, 2008

General Operating Funds:

Regions Bank	
Checking:	\$ 9,138.18
Savings:	\$ 1,094.33
Total General Funds	<u>\$10,232.51</u>

Business/Career/Development Program (BCDP)

Regions Bank	
Checking:	\$ 594.10
Regions Bank CD (9/6/08)	\$ 21,793.08
Wachovia Securities	
Portfolio Value:	<u>\$ 14,877.78</u>
Total BCDP Accounts	<u>\$37,264.96</u>

Sergeant-At-Arms Membership & Meeting Attendance Report November, 2008

Chapter Membership:	
Member Firms:	40
Member Firm Representatives:	40
Sustaining Members:	0
Life Members:	2
Transitional Members:	0
Firms Not Represented by Reps:	2
Total Representatives:	42
Meeting Attendance:	
Firms Represented by Reps:	24
Representative Attendance	25
Firms Represented by Guests:	0
Percentage of Firms Present:	59%
Representatives Present:	25
Guest Representatives Present:	0
Sustaining/Life Members Present:	1
Executives Present	0
Total Members Present:	25
Percentage of Members Present:	57%
Guests /Speakers :	3
Total Attendance:	28

Who We Are



YOUR CONNECTION TO BUSINESSWOMEN
AROUND THE WORLD



MISSION

Executive Women International® is an organization, which brings together key individuals from diverse businesses for the purpose of:

- Promoting member firms
- Enhancing personal and professional development
- Encouraging community involvement

VISION

“The Leading Connection for Business Professionals”

HUNTSVILLE CHAPTER MEMBER FIRMS

AAA-Alabama ♦ ADTRAN, Inc. ♦
Alabama Business Furnishings ♦ Armstrong Relocation ♦
Belk-Parkway Place ♦ Belzon ♦ Berney Office Solutions ♦
Bill Ward Real Estate Team ♦
COLSA Corporation ♦ Crestwood Medical Center ♦
Dale Carnegie Training ♦ Deltacom ♦ Doncaster ♦
Enterprise Rent-A-Car ♦ Financial Strategies Group ♦
First Commercial Bank ♦ Huntsville Chamber of Commerce ♦
Huntsville Utilities ♦ J.R. Enterprises ♦
Junior Achievement of Northern Alabama ♦
Life Enrichment Group ♦ Madison Square Chrysler Jeep, Inc. ♦
Mary Kay Cosmetics ♦ Northwestern Mutual Financial Network
♦ The Perfect Gift ♦ Publix Super Markets, Inc
♦ Regions Bank ♦ Science Applications International
Corporation ♦ Snelling Staffing Services ♦
State Farm Insurance ♦ Superior Bank ♦
Tastefully Simple ♦ Theresa’s Sewing Workroom ♦
Tecolote Research, Inc ♦
University of Alabama in Huntsville ♦
UAB School of Medicine, Huntsville Campus ♦
University Fitness Center ♦
Von Braun Center ♦ VT Aepco ♦
Wachovia Securities ♦ Wiregrass Hospice

Honorary Life Members

Rhonda Gray ♦ Charlene Little ♦

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theprecgift@bellsouth.net
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256.564.6420

(Reference Section 2, Chapter 2: Chapter Board of Directors Procedures)

1. **Prospective Member Firm Referral/Recommendation Form**
Chapter representative identifies a prospective new member firm, completes a Prospective Member Firm Referral/Recommendation Form, and forwards to the Membership Director for processing.
2. **Classification of the Prospective Member Firm**
Before any approach to a firm is made, the Membership Director refers to the EWI classification listing to determine the proper minor classification in the appropriate major category, and compares with the Chapter's current firms to determine any conflict.
3. **Board Approval**
The Membership Director presents the above information in complete detail to the Board of Directors for approval.
4. **Posting for Membership**
Upon Board approval, the Membership Director posts the major category and minor classification and firm name, including the executive's name and title in the Chapter PULSE, stating that if no written objections are received from a member firm executive within ten (10) days of posting, the membership committee will contact the firm. In some instances, in order to expedite the membership process, firm posting may occur via email.
5. **Firm Contact by Membership Director**
If no objections are received, the Membership Director contacts the firm to pursue membership with the firm.
6. **Representative Contact**
The Membership Director invites the firm's representative to the next meeting as a Chapter guest.
7. **Application Forms**
The firm will receive an application for membership and other forms for completion, with the request that they be returned to the Membership Director as soon as possible, along with a check for appropriate fees.
8. **Receipt of Application and Check**
Immediately upon receipt of the application and check, the Membership Director must send the application and check to the Chapter Treasurer for processing. Membership application must be sent to the EWI Corporate Office within 30 days of executive's signature date.
9. **Letters of Welcome from Chapter President**
The Chapter President writes to the executive and representative to welcome them to the Chapter.
10. **Invitation to the Upcoming Chapter Meeting**
The Membership Director invites the new member to be installed at the next chapter meeting.

Prospective Member Firm Referral/Recommendation Form

Prospective Member Firm

Potential Rep Name and Title

General Description of Products/Services Offered

Executive Name and Title

Address

Phone Number

Email Address

Web site

Referred/recommended by:

Please send this form to the
Chapter Membership Director

Thanks for helping us build our membership!

Share Your News!

Submit your information to the following:

Communications

**EXECUTIVE WOMEN INTERNATIONAL
Huntsville Chapter**

P.O. Box 51
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Website: www.ewihsv.org

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Publication Guidelines: The Huntsville edition of the *Pulse* is published by and for Executive Women International. Our mission is to deliver accurate and professional information about our organization, representatives and member firms. Deadline for submission of articles or announcements for the Newsletter is the Friday following the monthly EWI Huntsville Chapter board meeting. Submissions should be in MS Word or compatible file formats. All submitted information or news related items are subject to editing for grammar and space.