

Message from the President



Spring has sprung and everywhere we look we see things growing and blossoming. Speaking of that, how are you helping us to grow our membership?

- Have you been making every effort to recruit new members?
- Are you aware that Corporate is offering the representative who recruits the most new member firms through August 31, 2010 a grand prize? (Payment of the recruiting

representative's Chapter and Corporate 2011 annual dues, \$100 cash, a feature article and announcement in the Sep 8, 2010 Corporate EWICONNECT and special recognition during LCAM.)

- Did you know that Corporate is recognizing the top five recruiters each month in the Corporate EWICONNECT?

Here are some successful steps for recruiting:

Step 1 - Who to Ask

Ask the Right People. Good prospects are those that are more likely to join because of some specific reason. Those reasons could include a personal or professional relationship with a current member; firms with employees newly-appointed to an executive/management position; or firms wishing to gain new networks of contacts in the business community.

Step 2 – How to Ask

The best way to get new members of course is to ask. Even in today's fast-paced business world there is no replacement for the human touch in membership. If EWICONNECT is to grow, then it must rely on current members asking others in their Chapter area to become EWICONNECT members.

Step 3 – What to Say

Be yourself when talking to someone about EWICONNECT membership and remember it's far less important to focus the discussion on what EWICONNECT does but more important to focus on how the prospect can benefit from what EWICONNECT does. The key skill needed to recruit a new member isn't the ability to talk – it's the ability to listen! *(Continued on Page 6)*

CHAPTER BOARD

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April Meeting – Patrick White “Energy for Performance” Wells Fargo Advisors Firm Night

Get ready to step up your game. Based on decades of learning from elite athletes, Patrick White, Director of Global Consulting, JANUS Capital Group will help you discover everyday routines that unleash energy and control stress. Keep yourself at the peak of achievement in business and in life. Actionable tools help you use everyday rituals to make the most of your energy for performance and productivity.

Manage Stress for Success. Like an elite athlete, women face many pressures and stresses at home and at work. Using recovery strategies can help you manage stress to your advantage.

Program Takeaways - Tools and techniques from exercise to nutrition for managing stress, boosting energy and reinforcing positive rituals for success.

Directions to SAIC from I-565:

Exit onto **Research Park Blvd (Exit 14)**

Exit onto **Old Madison Pike**

Turn **RIGHT** onto **Old Madison Pike NW**

Turn **RIGHT** onto **Voyager Way**

Turn **RIGHT** onto **Explorer**

Turn **RIGHT** onto **Odyssey Drive**

SAIC will be on the **RIGHT** in the **FOUR** Story Building

Did you know...

Ways & Means collected \$291.00
from the Easter Basket Silent
Auction at the March meeting

Meeting Details

Date

April 6, 2010

Location

SAIC

Gemini Room, Odyssey II
6723 Odyssey Drive

Catered by

Bubba's Silver Spoon

Menu

Crunchy Asian Salad
Chicken Picatta
Teriyaki Tenderloin Tips
Stir Fry Vegetables
Caramelized Onion
Potatoes
Tiramisu

Reservation Deadline

March 31, 2010

Contact Jennifer Lutrick
Jennifer.Lutrick@RaymondJames.com
rsvp@ewihsv.org

Happy Birthday...

April

15 Vanessa Akins
17 Sharon Smith
19 Stacy Tibbs
29 Donna Corbett

May

9 Lara Bryant
11 Lisa Sparks
28 Sharon White

Executive Women of Tomorrow Conference (EWTC) Recap

What a fantastic day it was! 43 Girls, 8 Speakers, 5 Corporate members and 14 Huntsville Chapter members attended our conference this year. Our own Nancy Covert with Dale Carnegie jump-started our day with "Meet your Fellow Cruisers".

Sessions on "Destination Success", "Drive Interest in your Resume", and "Check your Mirrors" kept the girls busy all morning. The key note speaker, former Astronaut Dr. Jan Davis, thoroughly entertained us at lunch with her presentation on "To the Space Shuttle and Beyond". The afternoon concluded with sessions on "Ask for Directions", "Come on and Take a Free Ride", "Jump Start your Education" and "Make the Right Turn". The speakers kept the girls completely engaged and everyone left inspired and ready to cruise the road to success!

EWTC gets better every year! The positive feedback we've received reinforces what an important and useful service we're providing to our community. Special thanks to Pam Holtzclaw, our 2010 EWTC Chair, and everyone that contributed to this year's event. Keep up the great work ladies!

Check out pictures on page 6...more pictures on EWI Huntsville FaceBook. <http://www.facebook.com/pages/Executive-Women-International-Huntsville-AL/315576260808?ref=ts>



Chapter members gather with EWI Corporate guests for dinner on the eve of EWTC.

From left to right: Nancy Harrison, EWI Chattanooga, Corporate Secretary/Treasurer, Nancy Gaudin, EWI Huntsville, President, and Ronwyn Anderson, EWI Nashville, Chapter Membership Advisor.

63rd LCAM
Sep 23rd -25th
Kansas City

Corporate Comments

Marilyn Michaels - *What a great job you all did! I absolutely think that EWTC is one of the most important and best things that EWI does. It was especially great that International took such an interest in the EWTC. What a great group you all are here in Huntsville.*

Lynne Shaffer - *The conference was wonderful, and I was so thrilled to have been able to attend. I saw teamwork and professionalism at its finest. And... also apparent (and equally important) is that you have a good time along the way! It is such a marvelous example of the impact a strong group of women with vision has on the young women within their community. This program clearly fills a gap that is missing in most communities. Thank you for your leadership and collective energy of your Chapter and your overall commitment to EWI. What a difference EWI of Huntsville makes in the lives of many. Keep up the great work and know that I am here to serve you.*

Louise Anderson - *I echo Lynne's message...what a wonderful conference! Thank you so much for allowing us to be a part of this event and to connect with you all!*

Welcome New Members

Tammy Gilliam and
Shea Terracin, Virginia
College

Sharon Snell,
Huntsville/Madison County
Convention and Visitors
Bureau

Keri Fletcher, Berney Office
Solutions



Firm Postings

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 the membership committee will contact the firm(s) for membership. *Direct questions and/or objections to Lisa Sparks at LisaSparks@fcb-hsv.com.*

Representative: Chantaine Bulluck
Firm: Prosperity Traveling **Major:** Transportation General
Minor: Travel Services, Wholesale

Representative: Faith Miller
Firm: Iberia Bank **Major:** Banking
Minor: Full Service Banking

Membership & Attendance – March 2010

Total Membership: 40 Total Attendance: 30
Firms Represented: 24
Reps Present: 25
Guests: 5

Treasurer's Report Financial Summary March 2010

General Operating Funds:

First Commercial Bank – Checking	\$ 10,867.09
First Commercial Bank – Savings	\$ 98.60
Total General Funds	\$ 10,965.69

Business/Career/Development Program (BCDP):

First Commercial Bank – Checking	\$ 4,822.26
First Commercial Bank – Savings	\$ 24,490.01
First Commercial Bank – CD	\$ -0-
Wachovia Securities Investment	\$13,084.99
Total BCDP Accounts	\$42,397.26

Member Minute

Janis Jones
Enterprise Holdings Inc.

Janis is the Business Rental Sales Executive for the North Alabama Region. Contact her for all business rental needs.

DATES TO NOTE

March 29, 2010

Deadline to turn in Easter Baskets for Downtown Rescue Mission

March 31, 2010

Deadline to cancel reservation for April 6 Meeting

April 6, 2010

Monthly Meeting, SAIC
5:30 pm Networking
6:00 pm Program & Dinner

April 14, 2010

Board Meeting, The Westin
11:30 am

April 22-24, 2010

EWI Spring Conference
Memphis, TN

April 28, 2010

Deadline to cancel reservation for May 4 Meeting

May 4, 2010

Scholarship Banquet
ADTRAN, Inc.
5:30 pm

May 12, 2010

Board Meeting, The Westin
11:30 am

May 20, 2010

Quarterly Social 5:30 pm
Colleen Cain-Buckner
108 Danika Drive

May 30, 2010

Deadline to turn in Fellows Applications to Corporate

Vice President's Quarterly Reflections

As I reflect on the past few months, I remain constantly reminded of EWI's three cornerstones: **Connections|Careers|Community**. As I pondered these cornerstones, I first reflected on their continued emphasis at LCAM in September. Secondly, I began to wonder how these cornerstones have affected my life as a member of EWI. The more I thought, the more I realized the value of these magnificent cornerstones.

- **Connections:** I have made wonderful connections in EWI and not only have I made connections; I utilize them. During the month of February, in a single week, I tapped into three different resources.
 - My sister was involved in an automobile accident; totaling her car. *Enterprise-Rent-a-Car* (Janis Jones) provided reliable transportation and service with a smile.
 - When my Mother and I needed a new family physician, *Crestwood Medical Center* (Colette McGill) eagerly assisted us. Their website (www.crestwoodmedcenter.com) is full of practical information!
 - When my stepfather was ill and HEMSI transported him to the hospital, none other than *HEMSI* (Kimberlee Wacker) came to the rescue. (No pun intended!)
- **Careers:** During my installation into EWI, January 2008, I heard the words, "*personal and professional growth*". As Membership Director in 2009, I said those words many times. Two years later, the impact of that phrase has now come full circle because by serving on the board and working with various committees, EWI has helped enhance my public speaking skills by affording me numerous opportunities to address the group. I am learning the true meaning of teamwork and leadership by serving on EWTC and being primarily responsible for the Hospitality Committee. These skills are useful tools that enable me to provide excellent customer service to the residents of Huntsville, Madison County and surrounding areas in my job at Huntsville Utilities.
- **Community:** We graciously pour all of our connections, skills, etc. into our philanthropic projects. EWI of Huntsville is a very giving chapter. We work diligently to sponsor EWTC and then we take those funds and give them to deserving high school students embarking on a new college venture or a deserving adult who is returning to college. We sponsor an annual reading rally and that event alone will bring tears to your eyes. A true testimony to the fact that our efforts are not in vain occurred in 2008. My 8-year old neighbor participated in the reading rally and enjoyed it tremendously. When I got home that evening, she rushed over and

asked me if she could read her book to my puppy, Dudley. Memories of this nature make all the effort worthwhile!

I encourage each of you to search within yourselves and commit EWI's cornerstones to your lives, professionally and personally. Support and encourage our member firms every chance you get. I have said it before and I will say it again, "We are a unique organization and membership definitely has its privileges; make the most of your firm's membership!"



Vanessa Akins
Vice President/President Elect
Huntsville Utilities

Check out...
Executive Women
International – Huntsville
Chapter Facebook Page

President's Message Continued...

Step 4 – Asking for the Commitment

All of your efforts will be wasted if you don't ask the prospect to join. Always encourage the prospect to fill out the membership application right away (even offer to help fill it out while you're there).

Step 5 - Follow Up

A follow up call to the potential prospect shows that you care, addresses any concerns they might have about joining, and builds trust, credibility and a relationship.

And...most importantly, have fun! Let's spend this Spring growing our membership so we can continue making those valuable CONNECTIONS that make a difference in our CAREERS and especially our COMMUNITY.

Happy Spring!
Nancy





CONNECTIONS | CAREERS | COMMUNITY

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.
Armstrong Relocation ♦ Belzon, Inc.
Berney Office Solutions ♦ Bill Ward Real Estate Team
COLSA Corporation ♦ Costco Wholesale
Crestwood Medical Center ♦ Dale Carnegie Training
Downtown Rescue ♦ Enterprise Holdings, Inc.
Financial Strategies Group ♦ First Commercial Bank
Innerspace Architectural Interiors ♦ HEMSI
Huntsville/Madison County Chamber of Commerce
Huntsville Utilities ♦ J.R. Enterprises ♦ Life Enrichment Group
LogiCore Corporation ♦ M Décor
Northwestern Mutual Financial Network
Patty Demos, Attorney At Law
Publix Super Markets, Inc. ♦ Regions Bank
SAIC ♦ Sci-Quest ♦ Select Solutions, LLC
State Farm Insurance ♦ StyleWise, Inc.
The Westin-Huntsville ♦ Virginia College ♦ Von Braun Center
VT Group ♦ Wells Fargo Advisors