

chapter PULSE

EXECUTIVE WOMEN INTERNATIONAL[®]

An Individual Chapter Publication

Chartered in 1992

Huntsville Chapter

February 2007



President's Message

WOW! What a way for us to celebrate our New Year! The University Fitness Center's firm night celebrating "Fitness on-the-GO!" was amazing. Val is a fantastic motivator and speaker and Janie you out did yourself with hosting the event, by putting together those fantastic door prizes, standing in as the Sergeant-At-Arms and giving a very moving invocation. I know Abigail and her committee have some other very interactive programs in store for us throughout this year. I personally cannot wait! Here is a tip for the February program, wear pants and comfortable shoes you may want to kick off. We will be "Celebrating Personal Safety".

Let's all WELCOME our newest member of the Board of Directors Shelly Graham of COSTCO Wholesale. Shelly was installed as our new Membership Director at

the January Chapter Meeting. She has some great goals and ideas for her committee this year and we all look forward to working with her. Don't forget to get all those referrals to her ASAP for the Membership Drive being planned for March. The class on "Dealing with Difficult People" presented by Dale Carnegie's Nancy Covert is going to be a very informative event.

Historically, February is the time of year we all start to falter on the goals we have set for ourselves for the New Year. Try this... write yourself an affirmation. It MUST be in first person, present tense and have a date of accomplishment in it. Then print several copies and put them everywhere, on the mirror in the bathroom, near your speedometer in your car, on the refrigerator, on your computer monitor, to keep this your most important thought of the day. Now, find a quiet spot and take out a mirror... say your affirmation OUT LOUD, while looking in the mirror 5 times, every day. All of these actions will help keep your goals on track through the tough times. YOU CAN DO IT! I Believe in YOU! Challenge for the month... "How many times and

how many different ways can you utilize your EWI Membership this month?"

Can't wait to hear all about it! Celebrate EWI!

Lynn

CALENDAR OF EVENTS

February

- 6 Chapter Meeting VBC
"Street Smart" Self Defense
- 14 Board Meeting
Adtran Main Bldg.
1st Floor Cafeteria
Conference Room

March

- 6 Chapter Meeting
Dale Carnegie
Membership Drive, VBC
- 14 Board Meeting
Adtran Main Bldg.
1st Floor Cafeteria
Conference Room

April

- 3 Chapter Meeting
NCAC
- 11 Board Meeting
Adtran Main Bldg.
1st Floor Cafeteria
Conference Room

IN THIS ISSUE

President's Message	1
Chapter Meeting Notice	2
Member News	7
Member Postings	5
Evite Instructions	11



EWI Huntsville Chapter Meeting

Von Braun Center

“Street Smart” Self Defense

Anyone can attend ages 12+ so bring your daughters, mothers and co-workers!

Park in the North Parking Lot across from the Coca-Cola Company and tell the parking attendant that you are attending the EWI meeting to get your parking fee waived.

There will be signs inside the building telling you where to go.

Networking from 5:30 - 6:00. Program begins promptly at 6:00.

Dinner will be served at 7:00

Menu:

Marinated Top Sirloin
Garlic Smashed Potatoes
Green Beans, Tossed Salad
Dessert, Rolls,
Coffee, Tea, and Water

Program:

Public Safety Coalition
“STREET SMART” Seminar
from Vicki Wood

**Regrets/Guests: Deadline Wednesday,
January 3rd by 5:00pm
Notify: Susan Elder, DeMarle-at Home
via Evite email. See page 8 for more details.**

**Remember that you MUST notify Susan of your
Guests by the Deadline so they are included**

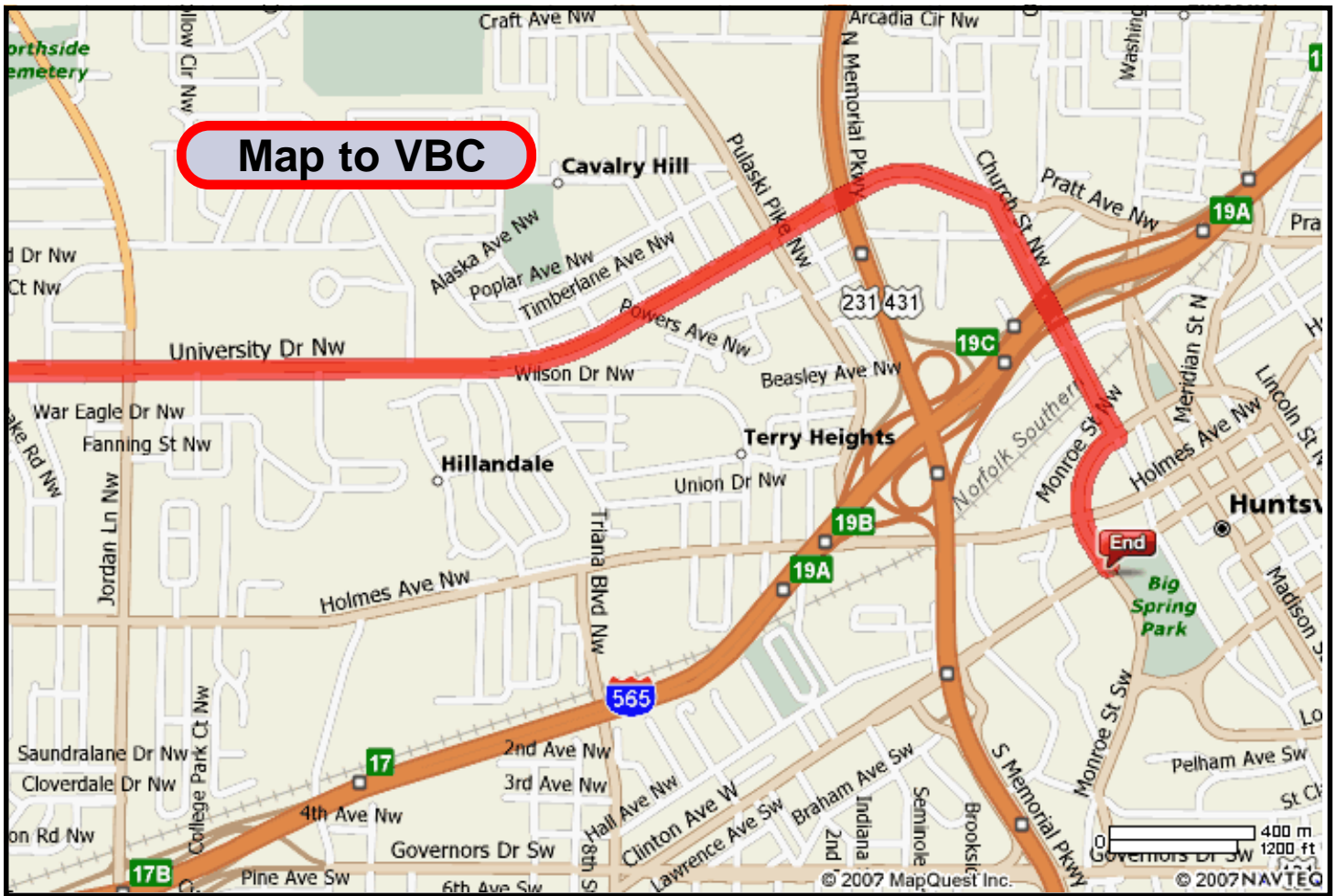
DIRECTIONS:

1. Take **UNIVERSITY DR NW**. East towards downtown.
2. Turn **SLIGHT RIGHT** onto **CHURCH ST NW**. (0.5 miles)
3. Turn **RIGHT** onto **MONROE ST NW**. (0.3)
4. End at Von Braun Ctr. at 700 Monroe Street
SEE MAP ON PAGE 3

Please Remember...

you have a
STANDING Reservation for
ALL EWI Chapter Meetings.
If you cannot attend,
Notify Susan Elder via Evite email
or by phone:
256-922-1701

**Failure to CANCEL your
Reservation will result in
charges for non-attendance.**



Just Around the Corner...

DRESS FOR SUCESS COMING IN APRIL

We will start accepting your dry-cleaned, gently used suits at the March Meeting so start setting aside some suits today!

“We often hold on to things we no longer use because we paid “good money” for them. But what is the value of a designer suit that just hangs in your closet, getting older and dustier every year? ZERO. Donate that suit, and it could be worth \$30,000 a year to the woman who wears it to an interview and gets the job.”

The One-Minute Organizer "Plain & Simple" by Donna Smallin.

Our **March Meeting/Fund Raising Event** will include a two hour Dale Carnegie Session entitled “**Dealing with Difficult People**” The fee is \$20 (it’s usually \$50 so this is a great deal!).

Anyone can attend -- let’s all chip in and help promote this event. If your guest wishes to stay for dinner please note that on your E-Vite to Susan so we can order enough dinners. Your guest will be responsible for the cost of their dinner unless you have submitted them for posting as a new member.

The proceeds will go towards our scholarship fund. Please let Dawn Mueller know if you will be attending.

PROFESSIONAL DEVELOPMENT SERIES: DEALING WITH DIFFICULT PEOPLE

Tired of the antagonists, intimidators, complainers, passive resisters, blamers, nay-sayers and trouble-makers that waste your time, create conflict, destroy productivity and constantly put you on the defensive?

Call them what you will, but these are the people who make your workday harder than it needs to be. They think the company can't do anything right. They're always ready to say "no". And they challenge you at every turn.

Wouldn't work be a lot more productive and a lot less exhausting if you could somehow turn these problem people around? Well, now you can learn how to at the EWI Professional Development series:

Dealing with Difficult People

This dynamic, two-hour seminar will show you how to use Dale Carnegie's proven human relations principles to transform dysfunctional behavior into useful work patterns.

You'll learn specific techniques to:

- Put "intimidators" in their place
- Get the "silent-Sams" to open up
- Move the person who says "no" to everything to "yes"
- Turn whiners into doers
- Defuse anger before it explodes
- Criticize behavior – and not be hated for it

Difficult people not only make work miserable for you and everyone around them, they also create conflict that destroys morale and kills productivity. Getting rid of them is hard because they are often the most litigious people you have. But there is a way to counteract their behavior and change things for the better.

About Dale Carnegie Training

Dale Carnegie Training®, is a performance-based training company represented in over 65 countries. It gives people the opportunity to sharpen their skills and improve their performance in areas such as leadership/management, communication, presentations, human relations, and teamwork development.



**Proceeds From Seminar
To Benefit Executive
Women International
Scholarship Fund**

SCHEDULE

March 6, 2007
3:00 to 5:00 P.M.
Von Braun Center

FEES

\$20 per participant
Registration deadline: Feb 28, 2007

Call Lynn Moore at 348-8750 or
fax form to 726-8750

Membership 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, membership committee will contact the firm(s) for membership.

Gray Research
Brandy Corbett
Major: Aerospace Products Systems and Services
Minor: Civil Products, Systems & Services, Engineering MFG/Testing
Referred By: Donna Bell, SAIC

Alexander Martial Arts
Kristin Alexander
Major: Recreation - Amusement
Minor: Martial Arts
Referred By: Donna Bell, SAIC

Social Security Administration
Jennifer Dodd
Major: Government
Minor: Federal Agency
Referred By: Abigail Rizzardi, Corr Wireless

Haley's Flooring & Interiors
Dee Dee Haley
Major: Furniture, Fixtures and Furnishings
Minor: Carpets & Rugs
Referred By: Margaret Watson, JR Enterprises

United Way
Renee Anderton
Major: Associations
Minor: Fundraising/Non-Profit
Referred By: Margaret Watson, JR Enterprises

Salon Jolie
Clarissa Cruse
Major: Hairdressing and Allied Services
Minor: Beauty Salons
Referred By: Margaret Watson, JR Enterprises

In Bloom
Ron Cooper
Major: Horticulture
Minor: Florist/Flower Arranging
Referred By: Margaret Watson, JR Enterprises

H&R Block Financial Advisors
Valerie McGee
Major: Finance
Minor: Financial Consultants
Referred By: Theresa Smith, Theresa's Sewing Workroom

Hammer DDS - Pullen Comprehensive
Todd Hamer
Major: Dental
Minor: Dentistry Practice
Referred By: Margaret Watson, JR Enterprises

Redstone Federal Credit Union
Kathy Neyman
Major: Finance
Minor: Credit Union
Referred By: Tammy Paltchikov, UAH

Knology
Mandy Whitson
Major: Broadcasting Service
Minor: Cable Television Service/Communications
Referred By: Karen Oriel, Enterprise Rent A Truck

Decatur Chamber of Commerce
Representative:
Major: Associations
Minor: Civic / Local Downtown Development
Referred By: Sharon White, NW Mutual Finance

Dr. Mia Irby, DMD
Mia Irby
Major: DENTAL
Minor: DENTISTRY PRACTICE
Referred By: Rhonda Gray, Life Member

Alabama Business Furnishings
Paula Oubre
Major: Furniture, Fixtures and Furnishings
Minor: Office Furniture & Design Services
Referred By: Lara Bryant, State Farm Insurance

BAE Systems
Pam Hudson
Major: Engineering
Minor: Research and Development
Referred By: Rhonda Gray, Life Member

Raytheon
Deborah Sanderson
Major: Aerospace Products Systems & Services
Minor: Missile Systems
Referred By: Charlotte Dawson, Armstrong Relocation)

Membership Postings cont.

Life Strategies International

Rep:

Major: Business Service Management

Minor: Consultants/Individual Counseling

Referred By: Dawn Mueller, The Perfect Gift

Realty Executives

Opie Balch

Major: Real Estate

Minor: Business, Industrial & Residential

Referred By: Abigail Rizzardi, Corr Wireless

Executive Relocation

Angie Blankenship

Major: Business Service - Management

Minor: Consulting / Organizational

Referred By: Tammy Paltchikov, UAH

Weichart Realty

Angie Avans

Major: Real Estate

Minor: Full Service

Referred By: Theresa Smith, Theresa's Sewing Workroom

NeoCon

Lynn Thomas

Major: Automobile Industry

Minor: Automobile Parts MFG/DIST/RET

Referred By: Karen Oriel, Enterprise Rent A Truck

Signature Landscapes

Sharon Heinz

Major: Architects, Engineers and Planners

Minor: Landscape Architects

Landscape Design, Installation, Maintenance

Referred By: Shelly Graham, COSTCO Wholesale

Merrimack Hall Performing Arts Center

Debra Jenkins

Major: Performing Arts

Minor: Dance

Referred By: Shelly Graham, COSTCO Wholesale Ballet, Jazz, Tap

Welcome Wagon

Tamara Halsey

Major: Advertising

Minor: Public Relations

Referred By: Shelly Graham, COSTCO Wholesale Relocation Advertising for Area Businesses

Country Home Flowers & Gifts

Trish Shonk

Major: Horticulture

Minor: Florist / Designer

Referred By: Linda Bowen, Huntsville Utilities

American Cancer Society

Sharon Magers

Major: Association

Minor: Fundraising / Medical Research

Referred By: Linda Bowen, Huntsville Utilities

The House of Brews

Donna Poston

Major: Entertainment

Minor: Night Club / Restaurant

Referred By: Shelly Graham, COSTCO Wholesale

Alldyne Powder Technologies

Vicki Jones

Major: Metal Working Industry

Minor: Powered Metals MFG/DIST

Referred By: Karen Oriel, Enterprise Rent A Truck

Dr. Brian Beitel

Representative:

Major: Dental

Minor: Pediatric Dentistry

Referred By: Shelly Graham, COSTCO Wholesale

Health First Chiropractic Center

Executive: Dr. Mike Freundt

Representative:

Major: Physical Therapeutics

Minor: Chiropractic

Referred By: Shelly Graham, COSTCO Wholesale

Garden Cove Produce

Representative:

Major: Food Industry

Minor: Speciality Items: Distribution & Retail (Health Food)

Referred By: Shelly Graham, COSTCO Wholesale

Dr. Winston Guthrie

Representative:

Major: Dental

Minor: Restorative and Cosmetic Dentistry

Referred By: Shelly Graham, COSTCO Wholesale

Membership Postings cont.

Jarvis Health Center
Dr. Judy Jarvis
Major: Medicine
Minor: Medical Clinic
Referred By: Shelly Graham, COSTCO Wholesale

Natural Health Care Practitioner
Five Points Chiropractic
Dr. Dave McCann
Major: Physical Therapeutics
Minor: Chiropractic C
Referred By: Shelly Graham, COSTCO Wholesale

Juice Plus
Karen Snyder
Major: Consumer Merchandising
Minor: Retailing: Distribution
Referred By: Shelly Graham, COSTCO Wholesale
Nutritional Supplements

Installments: None this month

Direct questions/objections to Shelly Graham by email at w356mbr@costco.com
If you want to nominate a new member firm, visit the website or contact Shelly for a referral form.

On a Personal Note...

Congratulations to Pam Holtzclaw for being honored with the "Winning Spirit Award" for 2006 from Wachovia.

Sergeant-At-Arms Membership & December Meeting Attendance Report

Chapter Membership:	
Member Firms:	60
Member Firm Representatives:	63
Sustaining Members:	1
Life Members:	2
Transitional Members:	0
Firms Not Represented by Reps:	3
Total Representatives:	66

Meeting Attendance:	
Firms Represented by Reps:	31
Firms Not Represented:	28
Firms Represented by Guests:	1
Percentage of Firms Present:	58%
Representatives Present:	35
Guest Representatives Present:	1
Sustaining Members Present:	0
Life Members Present:	2
Transitional Members Present:	0
Total Members Present:	38
Percentage of Members Present:	58%
Guests Present:	3
Total Attendance:	41

2007 Professional Development News

EWI Partners with Dale Carnegie

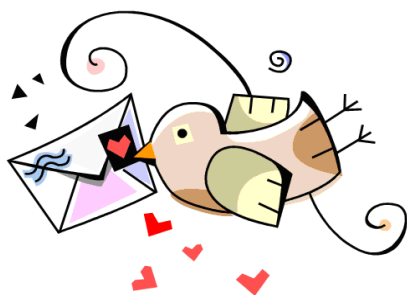
We are excited to announce a partnership with **Dale Carnegie** for the delivery of a 2007 web seminar series. These web seminars will be conducted on a quarterly basis. The exact dates and content are currently being developed. Details will be announced soon.

Academy of Leadership on Tour

The City of Chattanooga will be the location for our pilot **2007 Academy of Leadership on Tour**. **The date: Saturday, March 31, 2007.** Modules offered at the event will include: "Professional and Volunteer Leadership: Thinking Like a Genius" (Module 1), "The Power of the Diverse Communicator" (Module 2), and "Leadership: The Power of Relationships" (Module 3). Registration will be offered to EWI member firms and their employees as well as non-member firms, educational institutions, and the public at large.

EWI 2007 Program Calendar

Date	Location	Program	Speaker
12/5	Airport Sheraton	Christmas Program:	Asbury Handbells
1/9	ADTRAN	"Fitness on the Go"	UFC
2/6	VBC	Self Defense	Vicki Wood
3/6	VBC	Dale Carnegie "Dealing with Difficult People"	Nancy Covert
4/3	North Alabama Child Advocacy Center	TBD	Chris Newland Catherine Hereford
5/1	HSV Country Club	Scholarship Banquet	Scholarship Winners
6/5	HSV Utilities	Energy Conservation	HSV Utilities



SHARE YOUR NEWS!

Send submissions to:
Cindy Miller, Publications Director
Phone: 256.532.3874
E-mail: cindy@fusiononline.com
Website: www.ewihsv.org

Membership Procedures

(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:

Thanks for helping us build our membership!

Who We Are



MISSION

Executive Women International is an organization, which brings together key individuals

from diverse businesses for the purpose of:

- ① Promoting member firms
- ② Enhancing personal and professional development
- ③ Encouraging community involvement

VISION

"The Leading Connection for Business Professionals"

Huntsville Chapter Member Firms

AAA-Alabama ♦ ADTRAN, Inc.

Advanced Engineering & Planning Corporation (AEPCO)

AIDS Action Coalition (Davis Clinic)

ALL CLEAN Carpet & Upholstery ♦ Armstrong Relocation

Balch & Bingham LLP ♦ Barak, LLC

Bill Ward/Doris Sisk Real Estate Team

Clementine's Catering ♦ COLSA Corporation ♦

Corr Wireless ♦ COSTCO Wholesale

Crestwood Medical Center ♦ Curves

Dale Carnegie Training ♦ Demarle at Home ♦ Doncaster

Eagle Collision Center ♦ Embassy Suites

Enterprise Rent-A-Car ♦ Enterprise Rent-A-Truck

Expo Displays ♦ The Eye Center ♦ Fountain of Youth

Girl Scouts of North Alabama

Holiday Inn ♦ Huntsville Botanical Garden

Huntsville Chamber of Commerce ♦ Huntsville Utilities

Intuitive Research & Technology Corporation

ITC DeltaCom, Inc. ♦ J.R. Enterprises

Junior Achievement of North Alabama ♦ Madison Drug

Madison Square Chrysler Jeep, Inc. ♦ Mary Kay Cosmetics

Media Fusion, Inc. ♦ N & L Enterprises, Inc.

Northwestern Mutual Financial Network

Organization of Small Business Owners (OSBO)

The Orthopaedic Center ♦ Parisian

Publix Super Markets, Inc. ♦ Regions Bank

Science Applications International Corporation (SAIC)

Snelling Personnel Services ♦ State Farm Insurance

Swafford Jewelers, Inc. ♦ Tastefully Simple

Tecolote Research, Inc. ♦ Theresa's Sewing Workroom

The Perfect Gift ♦ UAB School of Medicine, Huntsville Campus

University Fitness Center

The University of Alabama in Huntsville ♦ Von Braun Center

WHNT NewsChannel 19 ♦ Wachovia Securities

Wiregrass Hospice ♦ Woody Anderson Ford

Officers & Directors

PRESIDENT

Lynn Moore, Mary Kay Cosmetics

lmoore33@knology.net

256-830-5278

VICE PRESIDENT / PRESIDENT ELECT

Pam Holtzclaw, Wachovia Securities

pamela.holtzclaw@wachoviasec.com

256-564-6420

SECRETARY

Kathy Walton, Snelling Personnel Services

kwalton@snellinghsv.com

256-382-4000

TREASURER

Libby Neveu, Tecolote Research

lbneveu@knology.net

245-955-1291

SERGEANT-AT-ARMS

Susan Elder, DeMarle-at-Home

susan.elder@knology.net

256-922-1701

MEMBERSHIP DIRECTOR

Shelly Graham, COSTCO Wholesale

w356mbr@costco.com

256-519-2224

PROGRAM DIRECTOR

Abigail Rizzard, Corr Wireless

arizzard@corrwireless.net

256-631-5000

PUBLICATIONS DIRECTOR

Cindy Miller, Media Fusion Inc.

cindy@fusiononline.com

256-532-874

WAYS & MEANS DIRECTOR

Dawn Mueller, The Perfect Gift

thepperfectgift@bellsouth.net

256-682-9526

DIRECTOR-AT-LARGE

Charlotte Dawson, Armstrong Relocation

cdawson@goarmstrong.com

256-772-6664

ADVISOR

Jennifer Wellman, Publix Supermarkets

Jjw7804@aol.com

256-650-2390

Sustaining Member:

Sharron Abernethy

Honorary Life Members:

Rhonda Gray, Charlene Little

EWI Chapter Meeting Reminder Notices go Evite!

RSVP/Regrets and RSVP/Guests will now be gathered via Evite, a web-based invitation program.

You will receive an email from Susan Elder(info@evite.com).

Open the email and click on the button that says "View Evite Invitation".

The invitation will have an area "Will You Attend?". Please click the following:

- **Yes – If you ARE attending.**

Per our Chapter Standing Rules everyone still has a standing reservation for each Chapter Meeting. Meaning you are assumed to be attending each meeting UNLESS you cancel your reservation before the deadline date. For those of you that prepay their dinner dues, a cancelled reservation does give you a credit on your account for that meal. You may use your credit to invite guest, to purchase raffle tickets, apply it to next year's tab or donate it to the scholarship fund. You do not have to respond to this e-vite UNLESS you want to cancel your reservation. However, by answering YES to this e-vite does remove you from the list that will receive a 2nd reminder about the upcoming Chapter Meeting

- **No – If you ARE NOT attending. If you cannot attend, please cancel your reservation so that you will not be charged the \$20 dinner dues.**
- **Maybe – Please DO NOT USE.**
- **Add a Comment – If you have a guest attending, please provide the correct spelling of your guest's name, their position, company name and who will be paying for their dinner dues.**
- **Total Guests ___ (incl. you) – Please use if you are inviting a guest. (It will default to 1.)**

Please make all RSVP communications through Evite rather than through my email address, susan.elder@knology.net.

Feel free to email or call me with questions on how to use Evite.

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, members, and their firms. Deadline for submission of articles or announcements for the Newsletter is the Thursday following the monthly EWI Huntsville Chapter meeting. Submissions should be presented in MS Word or compatible file formats. All submitted information or news related items are subject to editing for grammar and space.

EXECUTIVE WOMEN INTERNATIONAL®

Corporate Office
515 South 700 East, Suite 2A
Salt Lake City, UT 84102-2801

Phone 801.355.2800
Fax 801.355.2852
Website: www.executivewomen.org,
Email: ewi@executivewomen.org

Huntsville Chapter
PO Box 51
Huntsville, AL 35804-0051

www.ewihsv.org