



National Association of Women Business Owners
NORTHERN NEW MEXICO CHAPTER
N A W B O

NAWBO NEWS

National Association of Women Business Owners

The Northern New Mexico Chapter of NAWBO is a learning environment in which members: Heighten standards of professionalism, Strive for excellence, Exceed expectations of our clients and ourselves, and Support each other.

Published every month by the Northern New Mexico Chapter

May 2005 * * * Volume 8, Number 11

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MAY MEETING: Wednesday, May 18, 2005

"Enough, dammit! How to dump bad patterns for good!"

4:30-5:00 pm New Member Orientation
5:00-6:00 pm Social Hour
6:00-8:00 pm Dinner/Program

Grand Ballroom
Radisson Hotel & Conference Center
2500 Carlisle NE, just south of Menaul

RSVP line: 243-1430 OR on-line: www.nawbonm.org/reservations.htm

RESERVATIONS DUE BY 5 PM ON THE MONDAY BEFORE THE MEETING



MAY DINNER MEETING: "ENOUGH, DAMMIT - HOW TO DUMP BAD PATTERNS FOR GOOD AND GET EVERYTHING YOU WANT OUT OF YOUR BUSINESS!"

We are really excited to have Karen Salmansohn, best-selling author of 26 hilarious books on personal growth, sex and love, career and business. Her books include "How to Succeed in Business without a Penis, Secrets and Strategies for the Working Woman" and "How to be Happy, Dammit!" She has appeared on CNN, ABC, MTV, Comedy Central, Politically Incorrect and other programs. Join us at our May 18 dinner meeting to enjoy her presentation.

OR, HOW ABOUT BREAKFAST?

If you can't make it to the dinner meeting, we will be having a special breakfast on the same day with Karen. She will talk about "The other 97 percent--How to succeed in a world where talent is not enough!" She says, "Talent is only a teeny sliver of the success pie. Staying determined makes up a large chunkful of the rest. There are no wishy-washy rock stars...or wishy-washy Fortune 500 members." She will be doing a book signing and will answer questions from members.

Breakfast will be from 7:45 to 9 am at the Radisson. Please RSVP via email to dkent@donnakent.com. Breakfast is free for the first 35 members who RSVP. Guests are \$15, and they must be a guest of an attending member. After the initial 35 seats are filled, members are \$12 and guests are still \$15. RSVP deadline is the same as for the dinner meeting.

Chapter members DK Marketing, D.R.B. Electric, Inc. and Human Resources by Mary Rutland made the free breakfast seminar possible:

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CALENDAR OF EVENTS

May 4: Public Policy Meeting, 7:30 am, Weck's Restaurant, Montgomery & Louisiana. Open to all members. Contact Sandy Cody at 323-1415 or sandy@resourcesforexcellence.com.

May 4: Board meeting, 4:30 pm, Webster University, 8500 Menaul NE, third floor. Open to all members. Contact Deborah Weaver Parker at deborah@dwparker.com.

May 6: Early Bird registration due for 2005 NAWBO Women's Business Conference. See www.nawbo.org/conference

May 6: **NAWBO Luau**, 4:30-7 pm, 8998 Rio Grande Blvd. NW. \$22 per person or \$40 per couple; \$27 each at door. Tickets available at 243-1430. Guests welcome.

May 16: Reservations are due by 5:00 pm for May dinner meeting. Call 243-1430 or go on-line at www.nawbonm.org/reservations.htm.

May 16: Reservations are due by 5:00 pm for the Breakfast meeting with Karen Salmansohn. RSVP to dkent@donnakent.com

May 18: Breakfast meeting, 7:45-9 am, Radisson Hotel. Karen Salmansohn: "The other 97%--How to succeed in a world where talent is not enough."

May 18: New Member Orientation, 4:30-5 pm, just prior to the monthly dinner meeting. Call Barbara Dawson at 275-0422 for more information.

May 18: Dinner meeting, 5-8 pm, Grand Ballroom, Radisson Hotel & Conference Center, 2500 Carlisle NE, just south of Menaul. Karen Salmansohn presents "Enough, dammit! How to dump bad patterns for good and get everything you want out of your business!"

June 1: Public Policy meeting, 7:30 am, Weck's Restaurant, Montgomery & Louisiana. Open to all members. Contact Sandy Cody at 323-1415 sandy@resourcesforexcellence.com.

June 1: Board meeting, 4:30 pm, Webster University, 8500 Menaul NE, third floor. Open to all members. Contact Deborah Weaver Parker at deborah@dwparker.com.

June 9-11: NAWBO Women's Business Conference, Disney's Contemporary Resort, Orlando, Florida. See www.nawbo.org for details.

June 13: Reservations due for June dinner meeting. Call 243-1430 or go on-line at www.nawbonm.org/reservations.htm.

June 15: New Member Orientation, 4:30-5 pm, just prior to the monthly dinner meeting. Call Barbara Dawson at 275-0422 for more information.

June 15: Dinner meeting. Installation of 2005-2006 Board of Directors. Radisson Hotel & Conference Center, 2500 Carlisle NE, just south of Menaul.

--Donna Luke

THE PRESIDENT'S CORNER

One of my goals for this year, which was endorsed by the Chapter Board at our planning retreat last June, was to “make chapter governance more democratic and more transparent to membership.” This month, I want to report on the progress we’ve made towards these goals.

We began by revising our by-laws so that all board positions would be elected. In the past, the President appointed almost 50% of the Board. The Board agreed with me that this practice did not allow the membership enough voice in the affairs of the Chapter. This year, for the first time, the Nominating Committee, elected by the membership and chaired by Kay Ballinger, Immediate Past President, were charged with creating a slate of nominees for every position on the Board. This increased their workload but having more people involved in this process helped ensure that the best possible people were nominated. (See announcement regarding election of 2005–2006 Board elsewhere in this newsletter.)

The second thing we did was announce the date, time and location of the monthly board meetings in this newsletter with an invitation for members to attend the meeting. While few members have availed themselves of this opportunity, at our meeting in May, one of our members has asked for time on the agenda to provide her insights into how we can grow this Chapter.

Finally, this year for the first time, the Board minutes and the monthly financial reports are available to the membership in the “Members Only” section of our Chapter web site. We also have several copies of both available at the monthly meetings for those few members who do not use the Internet.

Governance isn’t as “sexy” an issue as public policy and is not as interesting to our members as are opportunities to learn more about how to be an effective business owner. However, I believe by participating in the governance of this organization our members learn how to be more effective in running their own business. I hope you will take the time to read the monthly minutes and financial reports. Be informed about decisions the Board makes. Talk to Board members about your concerns. Attend Board meetings and provide constructive input. And consider serving on the Board sometime in the future.

This is your Chapter and how effective we are at meeting our members’ needs depends on our members taking responsibility for the effective governance of this Chapter. Together, we can continue to build a strong Chapter that continues to “propels women entrepreneurs into economic, social and political spheres of power” in New Mexico.

--Deborah Weaver Parker

ELECTION PROCESS COMPLETED FOR BOARD OF DIRECTORS

The election process for the chapter's Board of Directors has been completed. No petitions were received from members to be included in the slate, so there will be no voting by ballot.

There has been one change in the slate. Unfortunately, Debra Imielski will be unable to serve as a director on the new Board. Because the election process has been completed and the time requirements preclude us from doing another nomination/petition process, the new Board will fill the vacant position of Public Relations.

The new Board will also fill the position of vice president and National Council Representative for Public Policy, which Sandy Cody will vacate when she becomes president-elect. The two vacant positions will be filled in accordance with the by-laws.

Congratulations to the officers and directors for 2005-2006:

President: Mary Lou Christophersen, SGO Designer Glass
President-elect: Sandy Cody, Resources for Excellence
Past President: Deborah Weaver Parker, DWParker and Associates
Treasurer: Linda Roe, Linda Roe CPA
Secretary: Judi Schrandt, Swaim and Schrandt, PC
Vice President and National Council Rep. for Membership: Barbara Dawson, Anti-Aging Wellness
Vice President and National Council Rep. for Corp. and Economic Dev: Edna Lopez, COMPA Industries
Directors at Large:
Community Outreach: Denise Baker, D.R.B. Electric, Inc.
Facilities: Gayle Williams, Albuquerque Sound Advice and BNI
Business Resources: Jill Douthett, Law Offices of Jill A. Douthett
Programs: Mary Rutland, Human Resources by Mary Rutland, LLC
Communications: Georgia Montoya, One Solution Group, Inc.

Installation of these new officers and directors will take place at the June meeting. This group will make excellent Board members, and we can look forward to another great year of leadership!

Thanks again to the Nominating Committee for their time, energy and commitment to the election process:

Diane Cannon, Cannon's Sweet Hots
Amy Mathews, Fulton Motors
Donna Dell Brown, Dragonfly Designs
Lena Smith, Edu-Care, Inc.
Linda Parker, Retirements Strategies, LLC

--Kay Ballinger

WE KEEP GROWING!

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DISNEY WORLD HOSTS NATIONAL 2005 WOMEN'S BUSINESS CONFERENCE

Join women business owners from around the country on June 9-11, 2005 at Disney's Contemporary Resort in Orlando, Florida for the 2005 Women's Business Conference. You can help celebrate NAWBO's 30th anniversary by celebrating women's entrepreneurship, learning how to grow your business, and networking with your peers.

This year's keynote speakers include Daniel Pink, author of "Free Agent Nation" and "A Whole New Mind," who will deliver an entertaining and thought-provoking pitch on why right-brained talents are the next business elite. Pink will also offer practical tips and tools for how smart companies can use this to pull ahead of the competition. Alicia Irons, from the acclaimed Disney Institute will also deliver an address and delve into the principles behind Disney's success and how you can apply them to your own business. Other conference activities include Leadership Training, a House of Blues Gospel Brunch, seminars on marketing, technology, negotiations, money matters, and even wine etiquette.

The early bird deadline is approaching, so for more information and to register, go to www.nawbo.org/conference. Register by May 6th and receive \$50 off of the full conference registration rate. NAWBO has negotiated special convention rates with Disney's Contemporary Resort in Orlando, Florida. NAWBO attendees will receive a discounted sleeping room rate of \$159.00 per night, single or double occupancy (additional people 18 years and older are an additional \$25.00 per person per night). This room rate is available at the resort from June 7-12, 2005 so please extend your trip to take advantage of the park! To make your reservation, call (407) 824-3869. Disney's Contemporary Resort will be holding NAWBO's room block until May 9, 2005.

--Amy Zampella

2005 MEMORY WALK

Our chapter is organizing a team of walkers for the 12th annual Albuquerque Memory Walk on Saturday, May 21. The goal is to raise \$100,000 and enjoy a fun-filled morning. If you are interested in walking, contact Denise Baker at 877-8500 or denise@drbelectric.com. For additional information about the walk or sponsorship, contact the Alzheimer's Association at 266-4473.

LET'S TOOT OUR OWN HORNS!

Congratulations: To the seven NAWBO members who were among this year's Top 25 women-owned businesses honored by New Mexico WOMAN magazine: **Ann Silva** (Ann Silva's Bernina Sewing Center), **Edna Lopez** (COMPA Industries), **Carole Petranovich** (Computer Corner), **Julee Loera** (Overhead Door Company of Albuquerque), **Kimberly deCastro** (Wildflower International, Ltd), **Denise Baker** (D.R.B. Electric, Inc.) and **Samantha Lapin** (POD Associates, Inc.). To **DJ Heckes** (Exhib-It!) who received the Maxie Anderson Small Business of the Year Award. To **Joan Schlueter** (On Site Hiring Consultants) who has been appointed to a second two-year term on the SBA National Advisory Council's Executive Committee. To **Mary Lou Christophersen** (SGO Designer Glass) who won a Judge's Award for her booth at the Home Builders' Showcase. To **Beth Ulibarri** (Newport Furnishings) who received Atkinson & Co.'s Award of Achievement to honor the outstanding growth of her business. To **Lisa Ayres** (Arid Solutions, Inc.) who was selected by New Mexico Business Weekly as one of its "Innovators of the Year." And to **Linda Parker** (Retirement Strategies, LLC) who was named to the Board of WESST Corp.

Seen: In the New Mexico Business Weekly story about spas, quotes from **Elissa Breitbard** (Betty's Bath & Day Spa) and **Barbara Kline Hammond** (The Day Spa at Serenity Gardens). In the Weekly Alibi, Elissa's spa was named the best in the city. In Business Outlook, **Carole Petranovich's** Computer Corner was the subject of a Focus on Business story. And, in the **West Side Journal** and the **Rio Rancho Journal**, an article with photographs of **Rebecca Chaney's** Planned to Perfection bridal boutique.

Heard: **Jane Blume** (Desert Sky Communications) emceed a League of Women Voters luncheon about the future of Kirtland Air Force Base. **And to be Heard:** **Lena Smith** (Edu-Care, Inc.) will present a talk before the 13th Annual Alzheimer's Association Dementia Care Conference in Chicago in July.

We will be happy to receive your submissions for this column, but we reserve the right to select items for publication and edit them as necessary. E-mail them to Barbara Ruzinsky at editIt@comcast.net or fax to 262-2213.

NAWBO NEWS

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This newsletter is brought to you by the Member Communications Committee: Amy Zampella, chair; Barbara Ruzinsky, editor; Luci Dawson, executive director; Mamie C. Chan, and Donna Luke.

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