



**NAWBO**<sup>®</sup>  
*Northern New Mexico*

**NAWBO NEWS**  
**National Association of Women Business Owners**

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**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.**

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**The President's Corner – Barbara Dawson**



Hello fellow NAWBO sisters,  
 Happy Holidays.  
 Several gifts are awaiting you to open them ...

NAWBO national is getting a face lift! Please watch for information that will be coming out around the 17<sup>th</sup> of December. They are launching a new web site that they feel will add benefits to your membership. They are looking for all of us to help give feedback during the Beta period.

Our local communication committee is continually updating our NAWBONM.org web site. Please visit it often so that you can take advantage of all the events (see the calendar) that are upcoming in the next few months and the resources area so that you can easily get the information you need for your business.

Have a wonderful and safe holiday season.

In good health,

Barbara Dawson  
 President 2008-2009  
 Northern New Mexico NAWBO  
 505-897-3773  
[BalancingLifeAndWork@comcast.net](mailto:BalancingLifeAndWork@comcast.net)

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## Program – Lende Youth Theatre Presents “A La Carte” Entertainment



Join us for an evening of entertainment! Elizabeth Lende and the most talented performers of the *Lende Youth Theater* group will perform original numbers just for us.

Elizabeth Lende began her career in theater and dance in New York City as a student with the Joffrey Ballet, the NYC Ballet, and the Clark Center for Performing Arts. She has performed with Empire State Youth Theater, Stack Motion, Omega Dance Company and the Readymade Dance Theater Company. She received her BA in Dance from Skidmore College, and her MA in Theater and Dance from the University of New Mexico. Lende started an educational outreach company in Los Angeles, bringing dance education into the public and private school systems. In New Mexico, she has coordinated the UNM Children’s Dance Program, the Southwest Regional Theatre and Dance Festival, the International Flamenco Dance History Conference, and the American College Dance Festival. In 2002, she established the Lende Youth Theater which promotes individual expression and fosters creativity. In addition, Ms. Lende is a playwright and works to inspire youth in their artistic endeavors.

### Special Guest

Outgoing Congresswoman Heather Wilson will be attending our meeting, so we can thank her for her support of women business owners and NAWBO members individually.

### Spread the Holiday Cheer

Why not spread the holiday cheer to those who need it? By donating gently used clothes, shoes, and accessories you could help your fellow sisters in need through the employment process. Let’s dress them for success! Just bring your items to the meeting on the 17th and place them in the box near the front (where the name tags are). We will then donate those clothes to Our Sisters Closet with YWCA. Download the flyer ([http://www.nawbonm.org/images/uploads/program\\_description.pdf](http://www.nawbonm.org/images/uploads/program_description.pdf)) to learn more about Our Sisters Closet. If you have any further questions, please contact Julie Epling at 880-2719.

### Meeting Sponsor

- Meeting sponsorship is still open. If you are interested in being the December meeting sponsor, please email Mary Rutland at [mary@hrbymr.com](mailto:mary@hrbymr.com)?subject=December Meeting Sponsorship.

### Hospitality Sponsor

- A very special “Thank You” to Balancing Life & Work (Barbara Dawson) and Human Resources by Mary Rutland for being our hospitality sponsors this month

### Spotlight Tables

- Spotlight Tables are still open. Contact Cynthia Nagel at [mailto:Cynthia\\_nagel@premierwealthgroup.com](mailto:Cynthia_nagel@premierwealthgroup.com) to reserve.

### Advance Reservations Required by 5:00 pm on Friday, December 12. You must make your reservation online or by email.

- Please RSVP online at <http://www.nawbonm.org/nawbo/events/register/480/>. You will then have the option to continue online and pay in advance.
- You can also email Elizabeth Lucero at <mailto:lizinvest@aol.com?subject=December%2012%20RSVP%20> and pay at the door with cash, check, MasterCard, Visa or Discover
- To cancel a reservation, please email Elizabeth Lucero at <mailto:lizinvest@aol.com?subject=Cancel%20December%20RSVP>
- Meeting Cost: \$32 members - \$38 non-members
- RSVPs received after the deadline will incur an additional \$5 fee.
- Cancellations after the deadline and "No Shows" will be invoiced.

### Menu Options

- Salad – Chef’s Garden
- Regular Entrée – Grilled Flank Steak

- **Vegetarian Entrée** – Portabella Napoleon
- **Dessert** – Chocolate Mousse

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## Topic of the Month – What’s Your Charity?

Andrea Carvey  
DrumFire  
[andreacarvey@hotmail.com](mailto:andreacarvey@hotmail.com)

The people of the United States are known worldwide as being the most generous, most charitable, and most willing to offer help to others in crisis.

Throughout the year, we are passionate about the causes that we support but for many, December is *the* time for contributing to charities, non-profits, and service organizations.

In keeping with the theme for December’s newsletter (charity), a mini-survey was conducted of the philanthropic activities of our NAWBO members. The response and the extent to which you all participate in helping our community, our country, and our world were overwhelming. 12% of NAWBO members shared with us the organizations to which they volunteer their time and provide economic support, in-kind contributions, and other donations. The best way to honor your amazing generosity is to provide a list of the philanthropic activities of NAWBO members. It is truly amazing!

### Business-related charities

- Albuquerque Chamber of Commerce
- Albuquerque Economic Development Council
- Albuquerque Hispano Chamber of Commerce
- American Marketing Association
- Association of Commerce & Industry
- Corrales Main Street
- Foundation for Entrepreneurial Excellence
- Hispanic Women Council
- Junior Achievement
- Junior League
- NAWBO
- NM Family Business Alliance
- Rio Rancho Chamber of Commerce
- Small Business Council of America
- STEPS (Southeast Team for Entrepreneurial Success)
- The Loan Fund
- WESST Corp
- Women Entrepreneurs
- Women in Communication

### Professional organizations

- American Optometric Association PAC
- NM Optometric Association
- NM Optometric Association PAC
- Society for American Archaeology

### Educational charities

- AIA Lecture series “Life in Architecture”
- Bernalillo County 4-H
- Crown Biblical Financial Studies

- Dorobo Fund
- El Dorado High School Volleyball Team
- El Paso Thomas Jefferson Scholarship Foundation
- Escuela del Sol Montessori School
- Girl Scouts
- Illinois College of Optometry Alumni Council & Board of Trustees
- Manzano High School Football Team
- Mountain Heights 4-H Club
- Newspapers in Education
- NM Museum of Natural History Foundation
- Once Upon a Theatre

#### Philanthropic organizations

- Del Norte Rotary
- Kiwanis Club of Corrales
- Kiwanis International
- Osborne Endowment Fund
- Rotary Club of Albuquerque
- USO
- YMCA

#### Humanitarian charities

- Albuquerque Junior League - Project Share, APS Title 1 Homeless Project
- Albuquerque Rescue Mission
- Amnesty International
- ARC
- Barrett House
- Big Brothers, Big Sisters
- Children's Hunger Fund
- Goodwill
- Habitat for Humanity
- Heifer International
- Homeless Veterans
- Joy Junction
- Life Options Academy
- Los Amables Food Basket Drive
- Roadrunner Food Bank
- SAFE House
- The Salvation Army
- The Storehouse
- Unitarian Universalist Service Committee
- Women's Shelters
- Youth in Transition

#### Political / Activism

- MADD
- NARAL - Pro-Choice NM

#### Animal and Environmental charities

- Albuquerque Animal Humane Association

- Alliance for ABQ Animals
- Animal Humane Society of NM
- Archaeological Conservancy
- Bear Canyon Neighborhood Association
- Best Friends Animal Sanctuary
- Greenpeace
- Humane Society of NM
- Nature Conservancy
- NM Biopark
- Prairie Dog Pals
- Sierra Club
- Wilderness Volunteers

#### Health and Medical Charities

- Alzheimer's Assoc. of NM
- American Cancer Society
- American Diabetes Association
- Carrie Tingley Hospital
- Cystic Fibrosis Foundation
- Heart Association
- Juvenile Diabetes Research Foundation
- People Living through Cancer
- Planned Parenthood
- Ronald McDonald House
- Samaritan Counseling Center
- Susan A. Komen for the Cure
- United Blood Services
- UNM Children's Hospital

#### Arts organizations

- Adobe Theater
- Enchanted Mesa Show Chorus
- Popejoy Hall

#### Religious organizations

- First United Methodist Church
- Heights Christian Church
- NM Jewish Foundation

#### Sports organizations

- Coleman Tennis Tournament
- NM Orienteers

Isn't it wonderful? The list doesn't even include the small stuff, like the neighbor kid's band fundraiser, the cheerleader's bake sale, or the office "Giving Tree".

Thank you all for your incredible generosity. You make the world a better place.

*"In necessary things, Unity;  
In doubtful things, Liberty;  
In all things, Charity."*

Richard Baxter

After the highs, the lows. After the excitement, the blues. After the holidays, January and February are known as “The Doldrums” and can strike our businesses as well as ourselves. January’s newsletter topic will be “How to Survive The Doldrums.” Andrea Carvey, our roving reporter, will interview NAWBO members to pick up tips on how to get your business and yourself through the aftermath of the holidays. We know many of you provide this kind of advice professionally, and many of you have your own tricks for survival. Share them. If you’d like to contribute an article to the newsletter on this topic, please email Andrea at [andreacarvey@hotmail.com](mailto:andreacarvey@hotmail.com) or Cassandra at [park\\_shaw@comcast.net](mailto:park_shaw@comcast.net). Share your knowledge and help us avoid the dreaded doldrums.

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## Welcome New Members

### Deanise Braden

Circulation Sales

#### NM Business Weekly

116 Central Ave. SW Suite 202

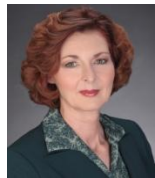
Albuquerque, NM 87102

Phone: 505-348-8318

Email: [dbraden@bizjournals.com](mailto:dbraden@bizjournals.com)

Website: [www.albuquerque.bizjournals.com](http://www.albuquerque.bizjournals.com)

*A weekly newspaper with breaking New Mexico stories, features, company lists, business leads, and special publications.*



### Shawna Rampley

Managing Partner

#### Soaring Eagle Institute

1208 San Pedro NE #125

Albuquerque, NM 87110

Phone: 505-255-9782

Email: [soar@soaringeagleinstitute.com](mailto:soar@soaringeagleinstitute.com)

Website: [www.soaringeagleinstitute.com](http://www.soaringeagleinstitute.com)

*Soaring Eagle Institute is a consulting and training company that helps individuals and organizations succeed. SEI provides customized programs such as change management, leadership/team development, managing and responding to conflict, and emotional competence.*

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## Renewing Members

### Jacqueline Baca

President

#### El Encanto Inc. dba Bueno Foods

PO Box 293

Albuquerque, NM 87103

Phone: 505-243-2722

Email: [bjackie@buenofoods.com](mailto:bjackie@buenofoods.com)

Website: [www.buenofoods.com](http://www.buenofoods.com)

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### Barbara Dawson

Associate

#### Balancing Life & Work

1247 West Ella Dr

Corrales, NM 87048

Phone: 505-897-3773

Email: [BalancingLifeandWork@comcast.net](mailto:BalancingLifeandWork@comcast.net)

Website: [www.FuturesRising.com](http://www.FuturesRising.com)

*Our team focus is on wellness and leadership. We create unique home based businesses to balance our life and work. We've aligned with a science and integrity based nutritional company, USANA Health Sciences.*

### **Linda Dodson**

#### **Girl Fridays**

8100 M-4 Wyoming NE #145

Albuquerque, NM 87113

Phone: 505-917-3008

Email: [linda@girlfridays.net](mailto:linda@girlfridays.net)

Website: [www.girlfridays.net](http://www.girlfridays.net)

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### **Sheryl Inglat**

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Phone: 505-232-7070

Email: [albuquerque-ne@comfortkeepers.com](mailto:albuquerque-ne@comfortkeepers.com)

Website: [www.comfortkeepers.com](http://www.comfortkeepers.com)

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### **Jack Jekowski**

Principal Partner

#### **Innovative Technology Partnerships, LLC**

2 San Rafael Ave NE

Albuquerque, NM 87122-1167

Phone: 505-796-0992

Email: [jjekowski@aol.com](mailto:jjekowski@aol.com)

Website: [www.itpnm.com](http://www.itpnm.com)

*Strategic planning; training, assessment, and evaluation; information technology support*

### **Barbara Kline**

#### **Breakthru Communications**

3824 Corrales Rd

Corrales, NM 87048

Phone: 505-899-8578

Email: [bkline@breakthrucom.com](mailto:bkline@breakthrucom.com)

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### **Mary Rothman**

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### **Ann Silva**

President

**Ann Silva's Bernina Sewing Center**

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Phone: 505-881-5253

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District Manager

**Farmers Insurance**

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Phone: 505-294-2001

Email: [jtighe@farmersagent.com](mailto:jtighe@farmersagent.com)

Website: [www.farmersagent.com/jtighe](http://www.farmersagent.com/jtighe)

*Recruits and trains new agents for Farmers Insurance Group. Cell phone (505) 328-4825.*

**Nancy Ullery**

Owner

**Heartland New Mexico, LLC**

848 S. Camino del Pueblo

Bernalillo, NM 87044

Phone: 505-440-9586

Email: [nancyj@heartlandnewmexico.com](mailto:nancyj@heartlandnewmexico.com)

Website: [www.heartlandnewmexico.com](http://www.heartlandnewmexico.com)

*Our NEW office in Bernalillo offers office solutions for small or home based businesses. Temporary office or conference room space in a high tech office, as well as virtual office services. Our full-service real estate office offers service to people looking to buy or sell homes, vacant lots, or investment property. We also offer property management services.*

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## **Three NAWBO Satellite Breakfast Meetings**

**Why:** Establish relationships, network, share business building tips in an intimate casual NAWBO group, and experience the added benefit of being part of a powerful group of New Mexico business owners.

**NAWBO NORTHWEST Satellite**  
**Breakfast Meeting**  
**NEW DATE**

the **FIRST** Wednesday of every month

**When:** January 7, 2009

8:30 a.m. to 9:45 a.m.

**Where:** WESST Corp Facility  
4200 Meadowlark SE  
(528 & Southern)  
Rio Rancho 87124

**Program:** A 10 minute presentation

Please RSVP to Lorie Guthrie at 892-1238

**NAWBO UPTOWN Satellite**  
**Breakfast Meeting**

the **SECOND** Wednesday of every month

**When:** December 10, 2008

7:30 a.m. to 8:45 a.m.

**Where:** Le Peep Restaurant  
2125 Louisiana NE (S. of Pier One)  
SW corner Indian School & Louisiana

**Program:** A 10 minute presentation

Please RSVP to Roz Dufour at  
[roz@prestigehealthcare.org](mailto:roz@prestigehealthcare.org) or 880-0400

**NAWBO SANTA FE Satellite**  
**Breakfast Meeting**

the **SECOND Tuesday** of every month

**When:** December 9, 2008

8:45a.m. to 10:00a.m.

**Where:** Zia Diner

326 S Guadalupe (between Aztec and Montezuma)

Santa Fe

**Program:** A 10-minute presentation

Please RSVP to Susanne Kennedy at [susanne@questsf.com](mailto:susanne@questsf.com)

or call 505-795-7582.

Cost:

Members - cost of breakfast (bring your appetite)

Non-members - cost of breakfast and a \$5 admission fee

*(Please note that non-members can attend up to 3 times. After 3 visits, they will be encouraged to join NAWBO.)*

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