



Janet LeTourneau to Speak on Time Management Skills

At the end of the day, do you find yourself declaring "There's never enough time!"? Do you look at others and wonder how they accomplish so much and you...so little? Perhaps you're overwhelmed, stressed. Janet LeTourneau's interactive workshop will provide some insight regarding time and why we seem to need more and more of it. She'll review time "robbers" and provide "best practices" and strategies to better manage the time you have. Attendees will definitely walk away from this program with a few "time resolutions" for 2012.

Janet LeTourneau, MBA, CPBA, is the founder of Peak Performers, Inc. (North Attleboro), a professional development firm that helps companies improve performance in customer service and leadership. She's worked with organizations of all sizes - both for- and non-profit. As well, Janet serves as an adjunct professor in the management and marketing disciplines at Rhode Island College, Roger Williams University, and Bridgewater State College. Her first-hand experience leading and upgrading customer service teams - coupled with running her own business and teaching - establishes Janet's credibility.

Start your New Year with WSN and Janet LeTourneau January 4.

Women's Success Network
P.O. Box 372
Franklin, MA 02038
www.wsniinc.org



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MEETING

Wednesday, January 4
Franklin Country Club
672 East Central St.
Franklin, MA 02038
508-528-6110
www.fanklincc.com
Directions below.

Please make your reservations by Tuesday, December 27.
Member price: \$25
Non-Member price: \$40



From the Chair

What a great Holiday Party we had! Thanks to all who made it possible. Thank you, vendors, for your beautiful products. The Yankee Swap opened the door to great laughs and some interesting and outrageous items. I'm so glad for everyone's sense of humor, and I did feel great energy in the room all night long. I am grateful for all of you. On behalf of the WSN Board, I wish you happy holidays full of love, health, family and friends, and the hope that the New Year brings you great success and joy. We'll kick off 2012 with some time management strategies. See you on January 4th!

- Mónica Fernandes, *WSN Chairperson*
chairperson@wsninc.org



Pure Networking to be Held at Lance Buick GMC, Mansfield

Pure Networking will be held **January 17, from 5:30 pm to 7:30 pm, at Lance Buick GMC** located at 2 Chauncy St. in Mansfield. This is a chance for WSN members and guests to do nothing but mingle and broaden their networking circles.

Lance Buick GMC is owned by the Vachon family. The Vachons have been in the automobile industry for 40 years and provide expertise in all aspects of the business. Their customer service is thought to be unsurpassed by many and earns them customers for life. They specialize in new Buicks and GMCs, used vehicles, leasing, service and repairs, parts, and car and truck accessories.

Erin Miller, a member of WSN and the daughter of Gerry Vachon, is the Business Development at Lance Buick GMC. Erin handles networking, social media, promotions, marketing, and lead and reputation management. Contact Erin at the dealership: at 508-618-4232 or visit www.lanceauto.com.

SIGN UP TODAY!

www.wsninc.org

MENU

Minestrone Soup
 Choice of entrée with Wild Rice Pilaf and Green Beans
 - Honey Balsamic Turkey Tips
 - Sesame Ginger-Crusted Tilapia with Honey-Soy Drizzle
 - Pasta Primavera
 Pineapple Upside Down cake

More Applause!

Thanks too to **Carolyn Depoto** who made a \$30 scholarship donation in November.

Display Tables Available

Have wares you'd like to "show and sell"? To reserve a space, contact Debra Bloom at displaytables@wsninc.org. Display tables are available on a first come, first serve basis at every dinner meeting.

Networking Tip

*By Suzy Ferrantino,
 Membership Chair*

"Always deliver what you promise. And follow up again!"

Sign Up, But Unable to Attend?

If you've already registered, but then can't make it to a meeting, contact Debra Bloom, WSN Venues Chair, at venues@wsninc.org to see if she knows of someone who might be able to take your place.

There are two ways to register for Pure Networking: online at www.wsninc.org or at the door. The \$5 cost supports the WSN Founders Scholarship Fund. Door prizes are gratefully accepted. Don't forget to bring your name tag and plenty of business cards!

If your business is in or around Mansfield and you are a WSN member, take advantage of the sponsorship opportunity. For \$50, you will be spotlighted before and during the event, and your business information will be included in all media communications. If you would like to be a sponsor, email Sue Haley at networking@wsninc.org. See you there!

Member Profile

Dionne Katinas - The Marketing Studio



At the Marketing Studio, Dionne Katinas is both the Art Director and Creative Director, working with clients to develop marketing campaigns for their businesses. This may be to advertise their companies or to set themselves apart from the competition. Dionne works with each client to brand their business. With new clients, she'll help create logos and all associated marketing pieces such as stationary, business cards, brochures, and websites. Been in business a while and looking to change an image? The Marketing Studio can update a logo too.

When developing a logo, Dionne is essentially establishing an identity and style for a company as she works with elements of typography, color palates, and graphic images. This translates into a cohesive look for all the marketing pieces in print and online. At the Marketing Studio, Dionne works with two other professionals with expertise ranging from strategic marketing plans to copywriting and website design.

Dionne loves working with new clients, getting to know them and their businesses and how they function. Her passion is to create design pieces that provide a company its unique look from top to bottom. And having her own business allows Dionne the flexibility of time to manage both family and work

Social Media

Yes, we're on Facebook, Twitter, and LinkedIn too. One of the benefits of WSN membership is participation in WSN's social media groups. The [WSN Facebook group](#) (open to members only) is where you can post events and topics for members to see and discuss. You may also join the [WSN group on LinkedIn](#) or follow [@WSNMass](#) on [Twitter](#) to stay on top of WSN news and relevant discussions.

WSN Board

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chairperson@wsninc.org

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of time to manage both family and work.

After graduating from college with a degree in art, specifically in printmaking and graphic design, Dionne learned through a Japanese woodblock printer the traditional method of Ukiyo-e. This is the process of drawing scenes onto wood, carving it, and then using it to print onto paper. Dionne's creativity blossomed into a very successful hand-painted, silk scarf business; reps sold her scarves and handbags to galleries and boutiques throughout New England.

In the New Year, Dionne looks forward to growing the web design business and delegating more and more work to her staff. You can contact her at dkatinas@marketing-studio.com or by calling 508-542-0711. Check out www.marketing-studio.com for more information.

Fun Fact: Dionne is quite involved with her church, teaching Sunday school for the past 11 years. In fact, she's currently the Co-Director. She ran a vacation Bible school for 4 years. Dionne has a loving and supportive husband; both are very committed to their two daughters and son. The family loves to take trips, whether it's skiing, vacations by the sea, or visiting family all over the US.

Member profile by Mónica Fernandes

A Special, Belated Raffle Thanks to Debra Bloom

It has come to our attention - not once, but twice! - that *Debra Bloom's* name was left off the official *Raffle Thank You List* in the October and December newsletters. Once again, please accept our apology, Debra. We will not let this happen again. And thank you so much for all your hard work and the items you've provided and continue to provide for the raffle to support the WSN Scholarship Fund.

Please note that there is no Thank You List this month, as no raffle was held during the Holiday Social. Feel very free to donate your items at the January meeting.

New Members

Please say hello to our new WSN member: **Lynn Schreiner** of Think on Purpose, LLC (lynn@lynnschreiner.com)

If you or someone you know is interested in becoming a member, contact Suzy Farrantino, Membership Chair, at membershipchair@wsninc.org.

Get a Tag Line and Support the Scholarship Fund

operationschair@wsninc.org

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Social/Fundraising Chair
Candace Sallale
social@wsninc.org

Don't forget that Candace Sallale, WSN Fundraising and Social Chair, has offered to create tag lines for WSN members. For a donation of \$50 to the WSN Founders' Scholarship Fund, Candace will work with you to create a fun and memorable tag line you can use in or outside of WSN meetings.

This offer will be in effect through April 30, 2012. Please contact Candace at: csallale2@comcast.net if you are interested.

Member-to-Member Discounts

Roger Magalhaes of Shades In Place roger@shadesinplace.com would like to demonstrate his appreciation for the "beautiful group of women that has accepted this man 'just like another lady.'" Hence, he's changing his pricing structure for WSN: **members will be charged only 10% over his own costs.** It will be an ongoing benefit for those members shopping at Shades In Place.

Hasselbaum Bookkeeping is offering WSN members a **free consultation plus 20% off the first month's bookkeeping.** Offer good through December 31, 2011. Contact *Amy-Sue Hasselbaum* at 508-5667-8288 or amy-sue@hassbooks.com. See her website at www.hassbooks.com.

So, like Roger and Amy-Sue, do you have a deal for other WSN members? Send your discount offers to newsletter@wsninc.org to have them included in next month's newsletter. Be concise; newsletter space is at a premium. (PS - WSN cannot be responsible for the quality of services/products offered or the buyer's response.)

Looking for Your Input for the March Program

Our March program will feature round table experts in the following areas of social networking: Facebook, Twitter, Blogging, and Linked In. If any of these modalities are working well for your business, and you or someone you know is an expert in any one of these topics, feel free to submit your request to participate as a panel expert for this program to programschair@wsninc.org.

Directions to Franklin Country Club

From Boston: Route 128 to Route 95 South to Route 495 North. Take Exit 16 (King St). Bear right at bottom of exit and proceed to 2nd set of lights (Route 140). Take a Right at this light. Club is 1.3 miles on the right hand side.

From Providence: Route 95 North to Route 495 North. Follow directions as from Boston.

From Worcester: Route 495 South. Take Exit 16 (King St). Bear left at bottom of ramp. Proceed to 3rd set of lights (Route 140). Take a right at this light. Club is 1.3 miles on the right hand side.

Ambassadors Always Needed

Did you make a resolution this year to get out and network more? Being a WSN ambassador can help you keep that promise to yourself. You'll meet and greet our new members and guests before monthly meetings. See Catherine Pisacane if you're interested. She can be contacted at ambassador@wsninc.org.

Don't Forget Business Cards!

The woman seated next to you at dinner could obviously use your services. And you're pretty sure your sister would be interested in what your new acquaintance is selling. You reach into your blue purse for one of your cards (unless you're Roger, then you reach into your blue pants pocket), but - "DRATS!" - you left them in the red purse (pants). Moral: Have business cards in all your purses at all times. (Roger, take them out of your pockets before you launder your pants.)