

SUCCESS CONNECTIONS

A publication of the Women's Success Network

November 2006

**WSN:
Women Helping Women
- Both Professionally
and Personally**

Coming up

**December 3
Holiday Marketplace**

**December 6
Holiday Event**

**January 3
8-Minute Networking**

**February 7
Table Topics**

**March 7
Fitness**

**April 4
Fashion Show**

**May 2
Meeting**

**June 6
Scholarship Event**



Women's Success Network
P.O. Box 372
Franklin, MA 02038-0372

For on-line information about
Women's Success Network,
check our website:
www.wsninc.org

Three steps to becoming a great presenter

We've all faced it at one time or another - the fear of speaking in public.

WSN's November guest speaker is Jacki Rose, a professional speaker, presentation skills trainer and public speaking coach.

Jacki will present tips on how to give a great presentation so you can get results every time you speak about your business, product, or services. Whether it's a 60 second elevator pitch or an hour-long presentation, you will learn how to engage your audience,

speak with confidence, and get your message across effectively.

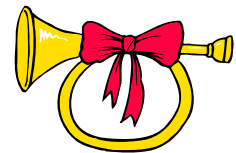
Jacki Rose is the creator of the CD "11 Steps to Powerful Public Speaking," and the author of the book "Take Your Life & Love It." She has served on the board of directors for the National Speakers Association and has earned the highest award possible through Toastmasters International.

The meeting will be held on November 1 at the Holiday Inn in Mansfield. Menu appears on page four.

Two Holiday Events planned

Holiday Social being planned

Mark your calendar for Wednesday, December 6. That's the date of WSN's Social. Watch for details as to location. This will be a networking social event, versus a dinner with a speaker.



Holiday Bazaar on December 3 – 12:00-5:00pm

All WSN members who sell holiday-related merchandise are invited to participate at the WSN Holiday Bazaar on Sunday, December 3, from noon to 5:00 p.m. This will be an excellent opportunity for our vendors to make some seasonal sales - and for WSN members (and friends and family) to do their holiday shopping.

The WSN Holiday Bazaar will be held at Cathy Sutton's business at 31 Hayward Street in Franklin. Cathy, who owns Happy Tails Doggy Daycare, has a large, well lit, charmingly rustic room - and lots of parking. She is kindly offering the space for free.

Minimal vendor cost

This event will be a joint effort between WSN and its vendor members.

Continued on page three



The leaves are falling and the days are getting shorter. As we move into Fall, the sunny and free-spirited attitude of summer fades and everything seems to get somber and gray. We need more fun and laughter in our lives, ladies!

Luckily, WSN's program year is off to a great (and fun) start. After starting out with our terrific 8-Minute Networking meeting in September, we were treated in October to the hilarious Carol Ann Small. Carol Ann's humor was right on. She had us laughing so hard, often at ourselves, that it was hard to breathe at times. She reminded us all how important it is to live our lives with a sense of humor. Laughing is certainly a better alternative than crying!

Coming up next, we turn to Jacki Rose, who will speak to us in November about how to do a better presentation. Whether doing a 30 second self- introduction - or running a huge meeting (as some of us are all too familiar with) - we could all use a little help!

Speaking of help, the WSN Board is seeking help from all of you in meeting and greeting our many guests at the monthly meetings! Our Ambassadors are doing a wonderful job on the welcoming front, but we have so many visitors - it's hard for them to keep up. If you see a "stranger" standing alone, please make a point to extend a friendly welcome. And, since we can always use more "official" Ambassadors, please contact Michelle Raymond if you can help out.

Have you confirmed your data for the Connection, the WSN directory? The deadline is October 31 so be sure to check out your write up on the website (www.wsning.org) and confirm that your information is accurate. What you see on the website directory is what's going to be in the Connection for a full year.

I hope you consider taking out an ad in the Connection this year. Without a doubt, our ads are the best advertising deal you'll ever find. A full page ad, that appears for a full year, is only \$125. Your business card is only \$50. The half page ad is \$80. You can't do better than that! And this year, for the first time, we have a special offer for those of you who have more than one business to promote. You can get a second ad of the same size for 50% off.

In December, we have two holiday events in the works. After holding a combined Holiday Social and Marketplace last year, we've decided to hold two separate events this year. Plans for the Holiday Social on December 6 are still being formulated. The Holiday Bazaar, where WSN members can sell their products and services, will be held on Sunday, December 3. At the Holiday Bazaar, you'll get lots of holiday shopping done. I know I found lots of good buys last year - I hope you do the same! Please see the article on page one for more information.

I look forward to seeing you all in November and December.

*Candace Sallale
WSN Chair*

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Display Tables:
Betty Kushner, 508-520-3295
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Webmaster: Jan Turner
508-528-2876
webmaster@wsninc.org

Bazaar

Continued from page one

WSN will promote the bazaar with press releases and in the newsletter. We will also provide fliers, which each vendor can print out and post or attach to e-mails.

The deadline to reserve space is November 15 and will be on a first-come first-served basis. When this was announced at the October meeting, there was a lot of interest, so sign up soon!

There will be a \$25 registration fee: \$5 goes to the WSN Scholarship fund and another \$5 to cover promotional costs. \$15 will be refundable (in \$5 increments) for each of three shoppers that the vendor brings in. Each vendor is encouraged to invite friends, family and customers to come to the Bazaar on December 3. If at least three people say they came because of a particular vendor's advertising, she will get back the \$15. Thus a table at the Bazaar is only \$10 for those who make the effort to promote it. If you don't help out with the promotion - you forfeit the full amount.

We are using this approach to motivate everyone to promote this event. If every vendor helps out, we will have increased exposure for all - and a profitable - and fun - bazaar.

Set up

Every vendor will be expected to provide their own tables, displays and so on. Set up will begin at 10:00 AM on December 3. Please be sure there are no sharp legs on tables or displays that could damage the floor.

Scholarship Fund

The WSN Scholarship supports



woman who wants to go back to school. We collect money monthly - with the raffle - for this important program.

For more information, contact Barbara Manuelpillai at 508-668-8435 - or at scholarship@wsninc.org.

Directory deadline is October 31

Advertise in the Connection

October 31 is the deadline for the Connection, WSN's annual roster of women in business. By the 31st (if not before, you should update your contact and business information - and decide whether or not to take a display ad.

Your contact information

If you are a paid member as of October 31, you receive a free alphabetical and business listings. All members have been asked to review - and approve - their contact information on the website at www.wsninc.org/name.htm. Even if your information is unchanged from last year, we need to receive your approval. If you are not internet connected, contact Linda Hilliard.

You have the option of including a head and shoulders photo at no additional cost. The photo can be any size but your face should be no smaller than 1-inch tall. Please put your name and address on the reverse side.

Scholarship donors

The October Scholarship Raffle brought in more than \$500! Thanks to the following donors: Lu-Anne Beers, Carla Cataldo, Jane Curran, Monica Fernandes, Suzy Ferrantino, Jo Frongillo, Donna Goulart, Steve Heroux, Jeanne Holland, Wendy Juergens, Chris Keller, Claudette Kokolski, Barbara Manuelpillai, Patti Prevost, Cheryl Reed, Roxanne Richard, Diane Scheinman, Liz Scully, Deet Turnage, Martha Whyte

Buy a Display Ad

A display ad in the Connection is a great way to promote your business! There are several sizes and price ranges

\$50 - business card

\$80 - half page

\$125 - full page

You may buy a second ad of the same size for 50% off.

What you need to do

By October 31, review your information form and send it - along with any changes - and your photo (optional) to:

Linda Hilliard

P.O. Box 2111

Framingham, MA 01701

newsletter@wsninc.org

508-879-5943

Send display ads to the same address. Note: Checks must be included with all ads (or pay via PayPal on the WSN homepage.

For membership information:

Wendy Juergens

membership@wsninc.org

Job Find!

Can WSN help you find a job? If there is enough interest, the Success Connection will launch a monthly Job Find section. If you're looking for a job (or career change), send us a one paragraph commercial about yourself and we'll run it in the newsletter. Likewise, if you are hiring, send a description of what you need. You might find the perfect fit from the WSN membership. Write newsletter@wsnnc.org.

New members

Cheryl E. Follett
Southeast Advocate Associates,
Inc.
4 Carleton Road
Plainville, MA 02762-2402
508 695-7029

Ann M. Irons, CPA
Ann M. Irons, CPA, LLC
67 Fox Run Road
Bellingham, MA 02019

Pat Kuehne
The New York Mortgage
Company
313 Washington Street
Newton, MA 02458
508-864-9947

Cheryl Warren-Powers
Landmark Mortgage Lenders
Corp.
99 Wayland Avenue
Providence, RI 02906
401-421-8808

Membership reminder

A handful of members have not yet returned their annual renewal payment. During August, every WSN member received a membership renewal invoice for the 2006/2007 year. Membership renewal dates are now standardized in order to make all renewals effective September 1, versus the anniversary month in which a member joined.

If you do not plan on renewing, please notify our membership chair, Wendy Juergens at membership@wsninc.org. It would be a help for our record keeping to hear yea or nay from everyone. And it will save Wendy some phone calls.

Interested in joining WSN? There's an application on the website at www.wsninc.org or contact membership@wsninc.org

Reminder: No cancellation policy

Effective in September, the WSN Board established a no cancellation dinner policy. If you sign up for a meeting and cannot attend, you forfeit the meal price unless you find your own replacement. Last year, Reservations maintained a waiting list for the meetings. That is no longer the case.

While we try to be as flexible as possible with reservations, there is no wiggle room once the dinner counts have been given to the restaurants, and we have to pay for dinners whether eaten or not. Remember, your board members are volunteers, so their time must also be respected. Thank you for your understanding!

Holiday Inn
31 Hampshire Street
Mansfield, MA 02048
800-444-6835

Garden Salad

Choice of:

Breast of Chicken Piccata
Boston Baked Scrod
w/ crumb topping
Vegetarian Pasta

Cheesecake
Coffee & tea

About Us

- **Nancy Parchesky** is teaching a Seminar on Student Success at the Community College of Rhode Island.
- **Candace Sallale** may have an alternate career as an auctioneer. She ran her church auction and brought in \$3,200. As the church pastor said Candace succeeded in "squeezing every last dime out of people in order to support a good cause."

Interested in leading a Table Topic?

One of WSN's most popular programs, Table Topics, is scheduled for February. This is the program where our own WSN members lead table discussions. If you're interested in being considered as a Table Topic leader, fill out the speaker form on the WSN website. Go to www.wsninc.org. Of course, we can't promise that all who apply will be able to have a table.