

# Success Connection

A publication of the Women's Success Network

March 2008

## Women's Success Network

P.O. Box 372  
Franklin, MA 02038-0372

For on-line information about Women's Success Network, check out our website:

[www.wsninc.org](http://www.wsninc.org)

*Women Helping Women - Professionally and Personally*

Highland Country Club  
104 Mechanic Street,  
Attleboro, MA 02703  
508-222-0569

Butternut/apple soup

· Stuffed Roast

Pork Loin with gravy  
Garlic mashed potatoes

Green beans amandine

· Baked Scrod  
with crumb topping

Garlic mashed potatoes

Green beans amandine

· Pasta Primavera

Rolls

Coffee, Tea

Assorted  
Mini Pastries

## Popular Speed Networking returns for the March 5 Meeting

WSN has scheduled its second annual Speed Networking program for Wednesday, March 5.

· During Speed Networking, members and guests will rotate from table to table and network with other attendees.

\* If you attended the October 2007 Speed Networking meeting, you'll be meeting those folks that you did not get to meet at that event.

\* Board members will be assigned to each table to keep the flow and conversation moving.

· This exceptional networking opportunity will allow you to meet many more WSN members!

· All attendees will have one minute per table to talk about themselves.

· You'll do your introduction multiple times as you move from table to table.

· Practice for this meeting so that you can include the important information about your business and yourself in the 60-second time allotment.

· Follow up with one-on-one meetings or catch up at a future WSN meeting.

· Although you may want to bring extra business cards, we'll also have detailed contact information for everyone who attends the meeting.

To register for this meeting - and to make your menu selection, click on this link [www.wsninc.org/reservation/reservation.html](http://www.wsninc.org/reservation/reservation.html).

You may register on line using PayPal - or print out a copy of the form and send it to the post office box (address above). **The deadline to register is February 22 for mail registrations and February 26 for online reservations.**



## From the Chair

The other night, I couldn't sleep - so I got up and sat at my computer. I started to design a "WSN Web" that showed the

## Scholarship Donors:

The February scholarship raffle brought in \$280. Thanks to the following donors:  
Mary Ann Dean,  
Christine Marie Dreier,  
Jeanne Holland, Claudette Kokolski, Andrea Longo, Barbara Manuelpillai, Kathryn McGlynn, Diane Newcomb, Barbara Owen, Joyce Parlapiano, Cheryl Reed, Deet Turnage, Donna Waugh, Martha Whyte.

## Models needed for the April Fashion Show

WSN's annual fashion show will be held on April 2. If you would like to be a model, contact Joyce Parlapiano.

Also - an invitation is extended to our members who have or make jewelry and those who could help with makeup. We're also looking for someone to help with accessories. And we would like to have a photographer for this event.

If you can help in any capacity, contact Joyce at [programs@wsninc.org](mailto:programs@wsninc.org)

relationships that I have developed within WSN since joining five years ago. It was fascinating. There were business relationships: people who now use my services and conversely, whose services I use. There were also personal relationships: women who have become my friends, who travel with me or who I meet for dinner or join for a movie. I even found a new business partner through WSN. My "WSN Web" kept growing and growing as more names were added. It's very impressive. Five years ago I walked into a WSN meeting - "just to see what it was all about." That visit has had a dramatic - and positive - impact on my life and my business. If you become active and reach out and participate, WSN is an amazing organization. I can't wait to review my "WSN Web" with you at our next meeting!

With spring approaching WSN moves into one of its busiest times of year. There are only four meetings remaining in this program year - and they all promise to be outstanding. The program for March is Speed Networking. April is our annual fashion show - coupled with our mother/daughter event. Tired of everything in your closet? Need a fresh new look? Don't miss this fashion show. May will be our first annual Time, Talent, and Treasures Auction. This is another great opportunity to promote your business, get some wonderful bargains, and enjoy an evening of laughter. See the details elsewhere in this issue. June is our final meeting and our Scholarship Awards dinner. This is always one of our most moving and rewarding programs.

Next month we'll be inviting applicants to apply for the Elizabeth F. Wazer Scholarship Fund. We've been working all year to build up this fund (monthly raffles, Holiday Bazaar, and the upcoming auction). WSN is proud to be able to support women who are returning to the work force or changing careers. This is our finest program and is what WSN is all about - "Women Helping Women - Professionally and Personally."

Hoping to see you at all four of our meetings this spring,

Candace Sallale  
WSN Chair

## Valerie Larsen Photography to offer photos at March 5 meeting

You know how you keep telling yourself you need a new portrait to help promote your business?? Well here is your chance to do three wonderful things! 1) have your head shot taken for \$25 (normally \$65), 2) donate to the WSN scholarship fund (\$5 out of the \$25) without lifting a finger! and 3) attend a WSN meeting to network and visit with friends. Who can beat that time saving deal? Valerie Larsen Photography will have a backdrop up at our March meeting

## This and that

· Would you like to have a table at a WSN meeting? Contact Betty Kushner at [displaytables@wsninc.org](mailto:displaytables@wsninc.org). Betty says there is still plenty of space for the April meeting.

· WSN's Ambassadors play a key role at each meeting as they welcome visitors and guests. If you would like to be an ambassador, contact Donna Waugh at [ambassadors@wsninc.org](mailto:ambassadors@wsninc.org)

· Martha Whyte wants to thank Roxanne Richards and Deb Raymond for their recent orders, as well as introducing her to another potential client for her gift albums!

If you have some news or a thank you to share, please let us know.

## WSN Board

Chair:  
Candace Sallale:  
[chairperson@wsninc.org](mailto:chairperson@wsninc.org)

Vice Chair:  
Roxanne Richard:  
[vicechairperson@wsninc.org](mailto:vicechairperson@wsninc.org)

Secretary:  
Amy Buliung:  
[secretary@wsninc.org](mailto:secretary@wsninc.org)

Treasurer:  
Heather Johnson:  
[treasurer@wsninc.org](mailto:treasurer@wsninc.org)

Membership:  
Michelle Raymond:

for headshots to be taken from 5:30pm until 6:30pm. Cash and checks will be accepted as payment.

Tip- Valerie suggests long sleeves, neutral colors in medium to dark tones, no lip gloss or shiny materials, no patterns or stripes. Simple typically works best-don't forget earrings, jewelry or scarves but it's always helpful to bring extras if you are unsure and then get an opinion when you arrive.

After the sitting is completed you will be able to access the photos online from the comfort of your home! ALL ORDERS MUST be placed through Valerie by phone or email. You will have two options, a print order (10% of sales goes to scholarship) or a CD with your favorite retouched image in color and B&W. The CD is a one time charge of \$150 and \$25 of that will be donated to the WSN scholarship fund.

## Time, Talent & Treasures Auction will be held on May 7

WSN will host it's first annual "Time, Talent & Treasures" Auction to benefit the Elizabeth F. Wajer Scholarship Fund on Wednesday, May 7. Our Chair, Candace Sallale, will serve as our auctioneer, so you know that we're in for a fun and exciting evening!



The Time, Talent, and Treasures Auction is a great way to promote your business, products, and services to WSN members, guests, and visitors.

Consider donating something that represents your business. If you don't have a specific talent or service, think about creating a gift basket, offering a service, or even donating merchandise. **How about purchasing a gift certificate from another WSN member to be used as an auction donation?!** What a great way to promote both your businesses!! Non-members/businesses are also encouraged to donate. The deadline for submitting your donation is March 28. An auction book will be published prior to the May 7 meeting.

We also need volunteers to help with this event. Please contact Candace Sallale at [chairperson@wsninc.org](mailto:chairperson@wsninc.org).

## Step up to WSN leadership

*by Roxanne Richard*

As the WSN membership continues to grow and change, it is important for the Board to make sure that we remain aligned with the needs of our members. The terms for several Board members will expire this year and we are now reaching out to all of you who may be interested in helping us to ensure that 2008-2009 is as

membership@wsninc.org

Programs:  
Joyce Parlapiano  
programs@wsninc.org

Publicity:  
Sharon Savage:  
publicity@wsninc.org

Reservations:  
Deet Turnage and Bev  
Rollins:  
reservations@wsninc.org

Scholarship:  
Barbara Manuepillai and  
Cheryl Reed:  
scholarship@wsninc.org

Non voting and adjunct

Advisors:  
Nancy Parchesky:  
advisor1@wsninc.org  
Donna Goulart:  
advisor2@wsninc.org

Ambassadors:  
Donna Waugh:  
ambassadors@wsninc.org

Newsletter:  
Linda Hilliard:  
newsletter@wsninc.org

Display Tables:  
Betty Kushner:  
displaytables@wsninc.org

successful as past years have been.

One of the Board's goals this coming year is to increase the level of participation by the members in board type activities. We recognize that there are members that want to participate but not necessarily commit to a Board seat. So we have decided to create committee positions that will be focused in 3 primary areas - operations, events and membership.

While decisions are not yet finalized, it is our intention to have the following types of activities fall within each area:

### **Operations**

Administrative  
Database  
Website  
Newsletter  
Publicity  
The Connection  
Historian

### **Events**

Monthly Meetings  
Special Events  
Programs  
Meeting Venues  
Meal Selection  
Fundraising  
Socials

### **Membership**

Member satisfaction  
Membership drives  
Ambassador program  
Scholarship selection

We are looking for members who are interested in participating and having their "voice" heard and lending their expertise to the organization.

If you are interested, please contact either myself at [vicechairperson@wsninc.org](mailto:vicechairperson@wsninc.org) or Candace Sallale at [chairperson@wsninc.org](mailto:chairperson@wsninc.org) before March 30th.

## **Profile: Gail Leinen**

*By Susan Hafner*

When Gail Leinen found herself working an excessive amount of hours as a restaurant manager at the Holiday Inn in Providence 14 years ago, a friend suggested, "Why don't you start a cleaning

business? Your house is always tidy and neat, and you truly enjoy cleaning!"

That exchange created Fabulous Cleaning, a business that has grown successfully through the years. Gail employs 18 women who work not only in the North Attleboro area but in Boston and Providence as well. Approximately 90% of Gail's business is residential, while 10% is commercial, and she prefers it that way. "I have an ad in the Yellow Pages, but almost all my business comes from word of mouth," Gail says. "My favorite part of this type of work is meeting the customers and providing them with a service they truly need and appreciate. My pet peeve? If a customer is unhappy with any part of a cleaning job we've done and doesn't contact me, I can't correct the mistake."

An Attleboro native, Gail has been a member of WSN since 2003 and truly enjoys coming to the monthly meetings. "I have met so many wonderful professional women at WSN who really make me feel welcome and at ease. Plus they have given me many referrals and have really helped my business."

Gail is the proud mom of two daughters, Nicole and Roxanne, ages 25 and 23 respectively, who have both completed bachelor's degrees and are happily employed.

## New Members

Deirdre Carey  
Director of Client Services  
Kel & Partners  
69 Milk Street  
Westborough, MA 01581  
508-440-5357 Cell: 508-212-8406  
Email: [deirdre@kelandpartners.com](mailto:deirdre@kelandpartners.com)  
[www.kelandpartners.com](http://www.kelandpartners.com)

Diane Newcomb  
Independent Designer & Fundraising Coordinator  
Home & Garden Party  
21 Kelsey Road, Natick MA 01760  
508-653-6857 Cell: 774-721-6361  
Email: [diane.newcomb@comcast.net](mailto:diane.newcomb@comcast.net)  
[www.HomeandGardenParty.com/Home?WebId=dianenewcomb](http://www.HomeandGardenParty.com/Home?WebId=dianenewcomb)

## Remember your email etiquette

WSN is a networking group, so it is appropriate that members have opportunities to network with one another. To this end, WSN provides a resource table at meetings, members can buy ad space in the Connection, and even the dinner introductions are a form of

networking. Emails and direct mail are another form of networking.

WSN does not share its master e-mail list. However, this does not prevent a member from compiling a list of her own.

Obviously e-mail blasts about politics, religion, or anything of an inappropriate nature are not acceptable.

Remember: Always send e-mails as a BCC (blind carbon copy) and always include an unsubscribe option. If you receive an e-mail and do not want to be on a list, feel free to unsubscribe.