

chapter PULSE

An Individual Chapter Publication
EXECUTIVE WOMEN INTERNATIONAL®

Chartered in 1987

Hampton Roads Chapter

May 2007

OFFICERS & DIRECTORS

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EWI® Chapter Meeting Scholarship Award Presentation May 15, 2007 At Cypress Point Country Club

Time: Meeting begins at 6:00 p.m.

Price: \$30.00 (Reps & Guests)

Reservation Deadline: May 9, 2007
(Regrets and Guests)

RSVP by E mail or fax: Debbie McKee
Dmckee52@cox.net
Or

Christina Drumm Boyd
Christinadrumm@yahoo.com
Fax (757)547-7162

DIRECTIONS: Take I-64 to Hampton Blvd. Exit/US 13 towards Chesapeake Bay Bridge Tunnel. Turn right onto Wesleyan Drive (Norfolk Academy on your right). Go 1.8 miles, turn left onto Cypress Point Blvd. Go .3 miles, turn left onto Club Head Road. Clubhouse at the end.

HAPPY 20TH BIRTHDAY
HAMPTON ROADS CHAPTER
EXECUTIVE WOMEN INTERNATIONAL®





President's Message...

#

What a great adventure we had at the Aquarium. Lynn was a delight with her introduction about the past, present and future about the Marine Science Center and its impact on our area. It's obvious that she has a passion to make a difference with Hampton Roads. The backstage private tour and private tour of the Science Center was unhurried and insightful. Thank you to Dorothy and Maria for arranging this great event for us.

Cheryl Mack has been diligently sorting through applications for our scholarship announcement that takes place this month. The judging has taken place and for the first time we will have 6 scholarships to give to adult women in our community. Come and support our community effort to give back to Hampton Roads. Cheryl is extremely gifted at her presentation skills and will make this a special night for everyone.

We are meeting for the first time at the Cypress Point Golf Course. This is a great central location, not far from Newtown Rd in Virginia Beach. We are having our next two meetings at this location so come check out a new place for us to gather.

Diane Dempsey is busy with the Silent Auction plans for July. It's not too early to start thinking about your donations and contributions to this event that helps to supply the money we need for the scholarship.

We are in need of growing our membership so guests are always a welcome addition to any meeting. Keep Jen Mendelssohn (Membership) and Debbie McKee and Christina Drumm (Sergeant-at-Arms) up to date so we can truly celebrate the women in our community.

I am looking forward to seeing all our members at the Country Club in May.

Marie Ringler
President
Hampton Roads Chapter
Executive Women International®

MEMBERSHIP COMMITTEE

This is one of the most exciting times to invite guests to our upcoming EWI Meetings! Each of our meetings will involve a different aspect of EWI that will really give our guests a taste of what we're all about! With the Scholarship Awards in May, our personal/professional development speaker in June, and our Auction in July, guests can see just how committed we are to our own personal development, the community and to fundraising.

Referral forms will be handed out at each meeting and our challenge to each of our members is to refer five guests to visit us over the next few months. As we approach the fall, these guests can then join EWI at a discounted rate and enjoy one to three months of free membership!

There's no better time than now to grow our chapter and to bring a diverse group of professional women into our organization. We'll count on all our members to help us do that!

Jen Mendelssohn
Membership Director

Scholarship Committee



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EWI® Membership Has Its Rewards

A PERSONAL TESTIMONIAL FROM A FOUNDING MEMBER ...

Every year I evaluate my membership in various associations, including EWI, for “return on investment” and every year I come to the same conclusion; there’s value in my membership. I’m not sure everyone takes advantage of the relationships we have with each other, but I thought it might be helpful if I listed a few of the ways I’ve benefited:

- # **NetSolve:** When John and I bought a new business last year, we needed a firm to help us with our computer hardware & software needs. I hired Jeri at NetSolve. Jeri also introduced us to a good friend of hers who now takes care of all our accounting needs.
- # **State Farm:** Through Jen Mendelssohn, I met her husband Michael. I’ve since hired Michael’s firm to help with our marketing plans at our new business and given him several projects at the dealership.
- # **Fitness Together:** When I needed personal training sessions to give to my daughter-in-law as a Christmas gift, Suzi took care of everything.
- # **D. S. Sessoms and Associates:** When Freedom needed staffing help, I contacted Debra. Debra helped with short-term and long-term solutions.
- # **Please & Thankyou:** When John and I needed insurance for the new business, I contacted Ruby at Please & Thankyou. She gave us great advice on starting our own business, gave us some vendor contact information and set us up with an insurance agent. I’ve also used Please and Thankyou for corporate gift-giving.
- # **Land ‘or Travel:** Whenever we need help with travel plans, personal or corporate, I contact Anna-Lisa. She’s always extremely helpful. As a result of her generous donation to our Silent Auction, John and I will enjoy a cruise to the Bahamas next month!
- # **Ticatch Financial Management:** Through Marian Ticatch, I was introduced to Elaine Kennedy. Elaine and I have met several times and discussed marketing ideas. She’s given me some great advice.
- # **Hilton Virginia Beach:** When my executive wanted to book a room at the beach for his godson to enjoy a special weekend, I contacted Laura Gehm. They were extremely impressed.
- # **Events by Design:** When I needed a “wow factor” at my wedding, I called Debbie Mergi. My friends and family still refer to it as one of the most elegant weddings they’ve ever attended. And as a result of our relationship, Debbie’s family now does business with Freedom.
- # **Shaklee:** When I needed some medical information, diet supplements and advice on using less toxic chemicals in my home, I met Faye Bass for lunch. I’m now a satisfied Shaklee customer.

This is honestly just a short list of all I’ve gained as a result of being an EWI member. After 19 years as a member, I could write a book on the fabulous travel over the years, funny stories we’ve shared and dear friends I’ve met along the way.

It’s not always the content of the program, the meeting locations or the meal we’re served; it’s much more than that. If you don’t already reach out to the other members, I encourage you to do so. Share a lunch, a drink after work or pick up the phone and you’ll find ways to help and support each other that you probably never thought of before.

Janet Rial
Freedom Lincoln Mercury

WELCOME TO OUR NEWEST MEMBERS

**Charlie Gunter Photography, representative AnneMarie Gunter
Security Services of America, representative Cheryl Conrad**

MEMBERSHIP CAMPAIGN E-ZINE



Campaign Countdown

Recruiter Incentives are easy as 1 - 2 - 3!

1) Each representative who recruits a new member firm that joins during the period October 1, 2006 - May 31, 2007, will receive a \$10 gift card to the EWI Merchandise Shoppe.

There is no limit to the number of gift cards a representative may receive. To be eligible, the recruiter's name must appear on the Membership Application (Form 15) at the time of submission to the EWI Corporate Office.

Everyone Wins!

2) Each recruiter's name will be entered into a drawing for an LCAM package (registration, hotel fee and airfare)! There is no limit to the number of chances a representative can earn!

3) The Top Recruiter, the representative who recruits the most new member firms that join during the period October 1, 2006 - May 31, 2007, will win a travel voucher valued at \$1,500. In the event of a tie, a drawing for this prize will be held.



Here are tools to make your recruiting efforts a success in 2007!

Toolkits for Recruiters

The Recruiter's Toolkit has been designed to provide you with the necessary information to talk to prospective members about joining your local Chapters. We encourage Chapters to contact the EWI Corporate Office to receive this valuable tool. Please visit EWI website for further details and a preview of the materials available.

Teleseminars

Membership Campaign Teleseminars not only help you recruit new members for EWI, the tips you learn offer value to your career. Topics such as retention, follow-up and recruiting are the focus of this year's teleseminars. They are free to you and your co-workers. CD copies of all teleseminars are available through the Corporate Office for a small fee. All handout material presented in teleseminars is available on the EWI website free of charge. Don't forget to take advantage of this excellent growth opportunity!



In the Lead . . .

Kay Douglas, 8 firms recruited, Detroit-Windsor
Carolyn Stringer, 5 firms recruited, Chattanooga
Cindy Hillegass, 4 firms recruited, Minneapolis
Tracy Edwards, 4 firms recruited, Tacoma

QUICK LINKS

The Membership Campaign Incentives
>> [learn more . . .](#)

Tools to Help You Succeed
>> [learn more . . .](#)

Who's Winning and *Plus One* Goals
>> [learn more . . .](#)

Trina Butler, 3 firms recruited, Dallas

Jen Mendelssohn, 3 firms recruited, Hampton Roads

Gerri Ronningen, 3 firms recruited, Minneapolis

Kim O'Connor, 3 firms recruited, Montgomery

Yolanda Holman, 3 firms recruited, Oklahoma City

Followed closely by . . .

Beth Tracy, 2 firms recruited, Austin

Terry Twomey, 2 firms recruited, Austin

Nancy Harrison, 2 firms recruited, Chattanooga

Jody Hermann, 2 firms recruited, Chattanooga

Tanya Travis, 2 firms recruited, Chattanooga

Robin Joliat, 2 firms recruited, Cincinnati/Northern Kentucky

Kris Wilkerson, 2 firms recruited, Dayton

Penny Danford, 2 firms recruited, Jackson

Melissa Bozell, 2 firms recruited, Kentuckiana

Carolyn Galbraith-Woodruff, 2 firms recruited, Long Beach

Cindy Kunze, 2 firms recruited, Milwaukee

Kim Saxe, 2 firms recruited, Milwaukee

Linda Walker Brown, 2 firms recruited, Oklahoma City

Amy Lantz, 2 firms recruited, Rochester

Sharon Copeman, 2 firms recruited, Rochester

Susan Lowrance, 2 firms recruited, San Diego

Patty Harvey, 2 firms recruited, Saint Paul

Lynn Beach, 2 firms recruited, Salt Lake City

Lori Roberts, 2 firms recruited, Seattle

Julia Kennedy, 2 firms recruited, Washington DC

Chapters that have reached their *Plus One* Goal

First, *Plus One* is defined as: A Chapter having at least one more member firm by the end of the membership campaign (May 31, 2007) than it did in the beginning (October 1, 2006).

Austin

Chattanooga

Harrisburg

Kentuckiana

Milwaukee

Minneapolis

Montgomery

Pomona Valley

San Diego

CONGRATULATIONS TO ALL!

This is a weekly Ezine in support of the 2006-2007 *Perfect Fit* Membership Campaign. This Ezine and list will be updated each week until the end of the campaign, May 31, 2007.



DIANE DEMPSEY, CHAIRMAN

This year's Annual Silent auction is well on its way and the big question is...
What do I need to do to make this years Auction a big success???

Well lucky for you we have all the answers you need.
Here is how you can get started:

- 1.# First mark down the date on your calendar for July 17th.
- 2.# Then take some time to read through the donation suggestion list to help jog your mind.
- 3.# Then you can add your contact information to the donation request letter that you received though e-mail.
- 4.# Next take these letters and submit them to your organization or company of choice.
- 5.# Collect donated items. (We are asking each member to secure three items each).
- 6.# Complete the donation description sheet.
- 7.# Then make arrangements to get your donation to one of the donation drop off sites or make arrangements for pick-up. As of today Linda Smith has donated her house as a drop off and my office at Northwestern Mutual will be one.
- 8.# We will have event and raffle tickets available soon so stay tuned for more details to come.

If you have any questions or concerns please contact me at 757-314-4603

Sincerely,

Diane Dempsey

Vice President/President Elect

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