

# chapter PULSE

An Individual Chapter Publication  
EXECUTIVE WOMEN INTERNATIONAL®

Chartered in 1987

Hampton Roads Chapter

March, 2008

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Debbie Meads

## EWI® Chapter Meeting *Flex in the City* "WORK OUT" (Balance & Fitness)

Date: TUESDAY, MARCH 18, 2008

Location: Flex in the City  
3157 Virginia Beach Blvd, Suite 107,  
Virginia Beach, VA 23452  
757-631-0072 Voice

Time: Meeting begins at 6:00 PM

Price: \$30.00 (Reps & Guests)

Reservation Deadline: Wednesday, March 12, 2008  
(Regrets and Guests)

### RSVP by Email or fax:

Caroline Taylor  
Taylor Made Diagnostics  
(757) 548-9771  
[tmdctaylor@yahoo.com](mailto:tmdctaylor@yahoo.com)

**DIRECTIONS:** Take 264E to Rosemont Road Exit 18, make a left onto S. Rosemont Road, then make a right onto Virginia Beach Blvd. It's in the Village Shops at Rose Hill.

**PARKING IS AVAILABLE**



## President's Message ..

Let's Get Fit!! Or is it "physical"? Well, anyway, our March meeting will help us do just that. Get physically fit! We will gather at Flex in the City's fitness center to learn how we can accomplish this feat. Everyone is asked to dress as casual as possible in order to sample the equipment that will be available to us. So, be prepared to perspire some and maybe sweat a lot. The choice is yours. Please see more information about Flex in the City in this issue of the Pulse.

The February meeting, with the presentation by Jeri Prophet, NetSolve, provided some very useful information in the world of computer technology. We were able to learn about things that we should not be doing on the internet and the impact these things would have on our lives as well as our jobs. We all left with a renewed sense of protecting our identity while online. Thank you, Jeri, for providing this information to us.

We are off to a great start with our membership. Even though we lost quite a few members during renewals, I would like to welcome our newest members to EWI. They are Sarah Franson, Strata Research; Melody Price, Konikoff Periodontics; Eilyn Bess, McPhillips, Roberts and Deans, PLC (they will be hosting a Firm Night in June); Debra O'Neil, Mass Mutual; Dr. Tanya Brown, Brown Dentistry; Donna Bunton, Resource Bank/Fulton Bank; Kenyetta Fauntleroy (replacement rep.), United Way of South Hampton Roads and Carolene Goodwyn-Harris, Special Moments by Carolene. Robyn Davis, Custom Cleaning Services; Shirley Kennedy, Wachovia and Cheryle Mack, BB&T are not new members but their firms are new to EWI. Let's welcome these new members and firms at our next meeting and thank them for being a part of our chapter.

Our ASIST (Adult Students in Scholastic Transition) Program has begun, and with the majority vote of the chapter, we will be awarding four scholarships this year; \$2,500, \$1,500, \$1,000 and \$750. We are anticipating receiving a substantial number of applications, so if you are aware of possible applicants, please have them contact Sharon Dail or Cheryle Mack for further information. Applications will be taken through April 4, 2008.

Brittany Lumpkin, Membership Director, held a new member Orientation on Tuesday, February 26 at her firm, Rutter Mills. I attended along with four new members and it was a very successful meeting. Brittany was well prepared for the presentation and I am sure these members walked away with renewed EWI knowledge as well as what is expected from each member. Brittany will inform our other new members, who were unable to attend this session, when the next Orientation will be held. It is definitely a learning experience. If you need a refresher course on EWI, please feel free to attend one of these sessions.

Well, spring will soon be here and I know everybody is ready for a welcomed change in the season. We have some exciting programs coming and they are listed in this issue of the Pulse. Make plans to attend these meetings and experience what Dorothy Dembowski and the Program Committee have in store for us. You will not be disappointed.

So, I expect to see everybody at Flex in the City on March 18 ready to "WORK OUT".

Jackie Jones

# Membership Committee

It's up to every member in the Chapter to help us grow! We all know talented women who would make great assets to EWI. Help make a difference and send in your referrals!!! Please send all referral's to Brittany Lumpkin at Lumpkibc@gmail.com.

We held a new membership orientation Tuesday, February 26<sup>th</sup> from 5:30pm-6:30pm at RutterMills LLP.

The Membership Committee is working on planning a Membership Drive in July. If anyone has any ideas please feel free to contact Brittany Lumpkin or join the Membership Committee at our next meeting (date and location TBA).

## Brittany Lumpkin Membership Director

Total Firms:	23
Number of 1 <sup>st</sup> Reps:	23
Number of 2 <sup>nd</sup> Reps:	1
Total Reps:	24
Life Members:	4
Honorary Members:	1
Transitional Members:	1

## EWI NEW MEMBER POSTINGS FEBRUARY 2008

Please review the following new member posting. If there are no objections, this posting will be presented in the February 2008 Pulse for chapter consideration. The members have 10 days to respond if they have an objection.

1. **Cheryle Mack**  
BB&T of Chesapeake  
238 S. Battlefield Road  
Chesapeake, VA 23322  
Direct: 757.546-3028  
Referred by: Cheryle Mack  
Email: CMack@bbandt.com  
Major Classification: Finance  
Minor Classification: Commercial Banking

# Business Card Exchange

To get us started with the New Year, the Membership Committee is requesting that we furnish 25 business cards for each member to place in their EWI Business Card Holder. If you do not have a EWI Business Card Holder, please contact Brittany Lumpkin and she will provide one for you.

Please bring your cards to our March meeting.

Thank you.

Membership Committee

## Adult Students in Scholastic Transition

Ladies, it is time again to begin promoting our ASIST scholarship. Although we reach out to the region's colleges, university and trade institutes, we also would appreciate your help in spreading the word about this scholarship opportunity with family, friends, members of your church, civic leagues and neighbors.

Following is a brief description of the scholarship and a link to download the scholarship application.

The Hampton Roads Chapter of Executive Women International® (EWI®) is pleased to announce the 2008 Adult Students in Scholastic Transition Scholarship Program (ASIST). This scholarship award program is part of the EWI® International Business Career Development Scholarship Program.

The Adult Students in Scholastic Transition (ASIST) Scholarship is a non-discriminatory, educational scholarship program for the benefit of non-traditional students. These include persons who are past high school age and who are entering a college, university, or trade schools and/or the workforce for the first time, non-traditional students already enrolled in a college/university or trade program, are re-training due to changes in the workplace, or who otherwise are not the traditional college or trade school student, recently finished with high school. The ASIST Scholarship Program helps provide financial support to adult students in a variety of transitional situations. The goal of the ASIST Program is to enable recipients to improve their self-esteem and to have a positive impact on the recipient's personal life, employment, family, and community. In addition to the Chapter ASIST awards, there are twelve Corporate awards of \$2,500 (payable in USD) given annually. Corporate candidates are selected from Chapter winners.

After applications are received and screened for meeting the criteria, they are sent to a panel of judges for review and rating. The judges' reviews are returned to the Scholarship Committee who determines a final rating for each of the applicants, and sets the amounts of the awards. Awards are presented at an EWI® Scholarship Awards dinner in May 2008. The minimum scholarship award is \$750 and the maximum is \$2,500. The Hampton Roads Chapter of EWI® will be distributing four awards this year.

All scholarship information can be accessed on our website, [www.executivewomen.org](http://www.executivewomen.org) under the Scholarship tab. Completed applications should be returned to Sharon Dail at P.O. Box 327, Norfolk, VA 23501. Applications will be accepted through April 4, 2008.

The Hampton Roads Chapter of EWI® sponsors philanthropic activities throughout the year and has awarded over \$42,800.00 in scholarships since it began in 1988. The results are so successful and rewarding that the members are unanimous in their commitment to this exciting and worthwhile program.

**Sharon R. Dail**

The Hampton Roads Chapter of Executive Women International® will be providing Name Badges to all members. These badges will be kept by the Sergeant-at-Arms to be distributed at each meeting. It is hopeful that we will have them by the April meeting.

We will also provide EWI pins to each member as well. The pins will show our appreciation for your continued support and membership in EWI. It is also hopeful that they will be distributed by the April meeting.

***2008 Officers and Board of Directors***

**EXECUTIVE WOMEN INTERNATIONAL®**  
**Hampton Roads Chapter**  
**Minutes – Chapter Meeting**  
**Tuesday, January 15, 2008**  
**Greenbrier Country Club, Chesapeake**

**Call to Order:**

President Jacqueline Jones called the Chapter Meeting to order at 6:50 p.m.

**Opening Remarks:**

President Jones welcomed the representatives and the following guests were welcomed and introduced:

<b>Name:</b>	<b>Firm:</b>
Pamela Edwards	Flex in the City
Melody Price	guest
Karen Goddette	guest
Christina Boyd	guest
Jen Mendelssohn	former representative
Donna Bunton	guest
Sara Franson	guest
Kim Brown	guest
Marie Ringler	former representative

**Roll Call – Jeri Prophet**

Each representative and guest introduced herself and shared a personal goal for the coming year. The goals were written on a sheet of paper which will be returned to each representative in December.

**Approval of Chapter Minutes – Debbie Meads**

A motion was made by Caroline Taylor and seconded by Amanda Patterson to approve the December Chapter Minutes as written.

**Treasurer's Report – Maria Kuhn**

No report.

**Invocation and Dinner**

Debbie Meads presented the invocation which was followed by dinner.

**Program**

Introduction by: Dorothy Dembowski

Guest speakers: Carolene Goodwyn-Harris and Shirley Kennedy

Topic: Mini Firm Night

Carolene Goodwyn Harris, representing Special Moments by Carolene, introduced the chapter to her party-planning business and how it led her to create her Premier Designs fashion jewelry business. She shared samples of her Premier Designs and had various chapter members model her jewelry. She shared her business philosophy with the chapter.

Shirley Kennedy, representing Wachovia Mortgage, discussed problem we are hearing about in the mortgage lending industry. Her firm is #1 in customer satisfaction for the 2<sup>nd</sup> year in a row. In addition to sharing information about the services offered by Wachovia Mortgage, Shirley shared valuable information about credit reports, understanding how rates are calculated, debt to income ratio, how long something stays on your credit report (7 years); info on opting out of junk mail/solicitation phone calls, and the important of checking your credit report once a year. She provided informative handouts to representatives.

**Committee Reports:**

**Membership:** The following new members were welcomed into the chapter by Membership Director Brittany Lumpkin and presented certificates of membership:

- Debbie O'Neill, representing Mass Mutual
- Shirley Kennedy, representing Wachovia Mortgage
- Carolene Goodwyn-Harris, representing Special Moments by Carolene
- Tanya Brown, representing Tanya Brown, DMD

**Program:** The next meeting will be February 15<sup>th</sup> at the Norfolk Waterside Marriott with a program on identity theft.

**Ways & Means:** No report.

**Old Business:** No Report.

**New Business:** No Report.

**EXECUTIVE WOMEN INTERNATIONAL®  
Hampton Roads Chapter  
Minutes – Board Meeting  
Monday, January 28, 2008  
Armada Hoffer at Town Center, Virginia Beach**

**Call to Order:**

President Jacqueline Jones called the Board Meeting to order at 5:30 p.m.

**Roll Call:**

The following Board members were present/absent:

Name	Office	Present	Absent
Jacqueline Jones	President	✓	
Maria Kuhn	VP/Pres.-Elect	✓	
	Treasurer		
Debbie Meads	Secretary/Advisor	✓	
Jeri Prophet	Sgt. at Arms	✓	
Dorothy Dembowski	Program		✓
Amanda Patterson	Publication	✓	
Brittany Lumpkin	Membership	✓	
Tonya Harrell	Ways & Means	✓	
	Reading Rally		

Also present:

Cheryle Mack, representing the Scholarship Committee

**Approval of Board Minutes – Debbie Meads**

A motion was made by Maria Kuhn and seconded by Tonya Harrell to approve the December 2007 Board Minutes as written.

**Treasurer's Report**

No report.

Maria will pick up new signature cards from the bank. We will continue to use Bank of America.

Credit card processing: Faye Bass has offered to continue processing our credit card charges even though she is not renewing her membership. After discussion, the Board declined, feeling it was best to keep this activity within the chapter membership. Faye will be notified of the Board's decision and thanked for her generous offer.

The Board approved the following expenditures:

General Fund:	For:	Amount:
All Safe Storage	Storage Unit Rental – February	\$ 47.00
Greenbrier Country Club	Dinner Fees – January Mtg.	684.03
Brittany Lumpkin	Reimbursement for purchase of Year End Pulse for membership packets	65.00
	<b>TOTAL GENERAL FUND</b>	<b>\$ 796.03</b>

B/C/DP FUND:	For:	Amount:
Norfolk State University	Scholarship for Traci Paskins-Brower	\$ 1,200.00
	<b>TOTAL B/C/DP FUND</b>	<b>\$ 1,200.00</b>
	<b>GRAND TOTAL</b>	<b>\$ 1,996.03</b>

**Sergeant-at-Arms – Jeri Prophet**

Attendance at January chapter meeting:

- Firms represented ..... 14
- Representatives Present ..... 14
- Guests Present ..... 8
- Total Present ..... 22
- Funds turned over to Treasurer.....\$480.00

Jeri continues to collect past due dinner fees.

**Membership Committee Report – Brittany Lumpkin**

**Current statistics:**

Total firms: .....20  
 Number of 1<sup>st</sup> representatives.....20  
 Number of 2<sup>nd</sup> representatives ..... 1  
 Total representatives .....21  
 Life members.....4  
 Honorary members ..... 1  
 Transitional members..... 1

The following firms were approved for posting:

<b>Firm:</b>	<b>Major; Minor Classifications:</b>
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• Konikoff Periodontics LTD	Dentistry; Dental Practices
• TD Madison and Associates	Business Service Management; Executive Search
• Resource Bank	Finance; Banking, Commercial & Trust
• Executive Lifestyle Magazine	Publishing; Magazine

Brittany will hold a new member orientation on February 26<sup>th</sup> from 5:30-7 p.m. at Rutter Mills LLP. Eight new members will be invited. Past President Debbie Meads will also attend.

Brittany reported that the committee is working on a membership drive for August.

Debbie Meads suggested that board members should all receive EWI pins. Brittany will look into the cost of the pins from O.C. Tanner.

Name tags at chapter meetings were also discussed and it was decided that it worked better when the Sergeant-at-Arms kept the pins and brought them to the meetings each month. It was also suggested that we have business card holder name badges for guests and those who do not have an EWI name badge. Tonya Harrell agreed to check into these for the chapter.

Debbie Meads agreed to contact Mike Hughes at United Way of SHR on January 29<sup>th</sup> since we have not received their membership renewal.

**Program Committee Report – Dorothy Dembowski**

No report.

**Publication – Amanda Patterson**

Next deadline for the chapter Pulse: Friday, February 8.

President Jones thanked Jeri Prophet for the outstanding job of updating our web site.

**Ways & Means – Tonya Harrell**

\$116 was raised by the December raffle; the raffled gift basket was donated by Please & Thank You. There was no raffle in January. Tonya reported on a number of items that had been donated for chapter meeting raffles.

**Director-at-Large - Scholarship – Cheryle Mack**

One inquiry has been received for the ASIST Scholarship Program. Cheryle will send an email to the chapter membership on January 29<sup>th</sup>, seeking approval for the chapter to participate in the ASIST program this year. The committee will meet later to recommend scholarship amounts to the chapter.

**Director-at-Large - Reading Rally**

A new Director-at-Large for Reading Rally and Scholarship needs to be elected from the chapter. The Nominating Committee will send the appropriate correspondence to the chapter.

President Jones received word from Shirley Kennedy that Wachovia would like to offer assistance/sponsorship for this year's Reading Rally. Wachovia would also like to assist with the philanthropic project next Christmas.

**Old Business: Jacqueline Jones**

The Board discussed the status of Security Services of America's (Cheryl Conrad, representative) membership. Renewal fees were received, however, Cheryl attended only one meeting in 2007 and was not present at the January 2008 meeting. Numerous efforts have been made to reach her by phone, mail and email since September, with no response. The firm owes \$150 for past dinner fees for five months when the standing reservation was not cancelled. The chapter agreed that we would deduct the past due dinner fees from the check the firm sent, and return the balance to the firm with a letter stating that the membership has been terminated, but that we hope it will renew when they have a representative whose schedule allows attendance at meetings. Maria Kuhn will write the letter to the firm.

**New Business: Jacqueline Jones**

The Nominating Committee will email the chapter about the need to fill the Treasurer and Director-at-Large positions. The Board appointed Jeri Prophet as Interim Treasurer, and Maria Kuhn as Interim Sergeant-at-Arms, replacing Jeri.

**Announcements:**

**Next Chapter Meeting:** Tuesday, February 19, 2008, at 6:00 p.m. at Norfolk Waterside Marriott. The program will be on Identity Theft.

**Next Board Meeting:** Monday, February 25, 2008, at 5:30 p.m. at UBS Financial, Norfolk.

**Adjourned:** 7:00 p.m.

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EXECUTIVE WOMEN INTERNATIONAL HAMPTON ROADS CHAPTER  
**MONTHLY TREASURER'S REPORT**  
 MONTH ENDING JANUARY 2008

<b>BALANCE AT BANK OF AMERICA ON 12/31/07</b>		<b>\$7,989.72</b>
<b>RECEIPTS:</b>		
Deposit (Renewals)		\$ 2,230.00
<b>TOTAL RECEIPTS:</b>	<b>\$ 2,230.00</b>	<b>\$ 2,230.00</b>
		<b>\$10,219.72</b>
<b>DISBURSEMENTS Checking:</b>		
<b>TOTAL DISBURSEMENTS:</b>	<b>\$ &lt;796.03&gt;</b>	
<b>BANK OF AMERICA CHECKING BALANCE*- 01/31/08</b>	<b>\$8,692.66</b>	<b>\$8,692.66</b>
<b>B/C/DP FUND BANK OF AMERICA* - 12/31/07</b>	<b>\$ 19,147.26</b>	<b>\$19,147.26</b>
<b>RECEIPTS:</b>		
Interest Earned		\$ 4.86
Disbursements		\$ 68.37
Service Fee -Federal Withholding		\$ 1.36
<b>BOA Scholarship Fund Balance - 01/31/08</b>		<b>\$19,082.39</b>
<b>TOTAL ALL FUNDS</b>		<b>\$27,775.05</b>

## Executive Women International Programs Report

- January 2008 - Rescheduled Mini-firm night Carolene Goodwyn-Harris and Shirley Kennedy spoke. Held at Greenbrier in Chesapeake
- February 2008 - Event held at Norfolk Waterside Marriott. Jeri Prophet, Net Solve spoke on computer security and protecting your identity. event was
- March 2008 - Balance & Fitness at Flex in the City (Virginia Beach). Met at studio with Tee and Pamela Edwards. Looking at a buffet style meal and casual dress for interactive participation at studio by chapter members
- April 2008 - Proposed EMPOWERMENT EVENT - Planned Parenthood or Janine Latus, local author on personalized account of domestic violence. **If I Am Missing or Dead: A sister's story of love, murder and liberation**  
<http://www.janinelatus.com/>  
I have contacted Janine Latus and will work on either securing her or a speaker from Planned Parenthood
- May 2008 - Scholarship event – believe Programs does not need to schedule
- June 2008 - Confirmed event with a Firm night. Ellyn Bess of McPhilips, Dean, etc.
- July 2008 - Working with Norfolk Zoo for a behind the scenes event (similar to Norfolk Aquarium event)

*Dorothy J Dembowski*

### Corporate LCAM 10th Anniversary

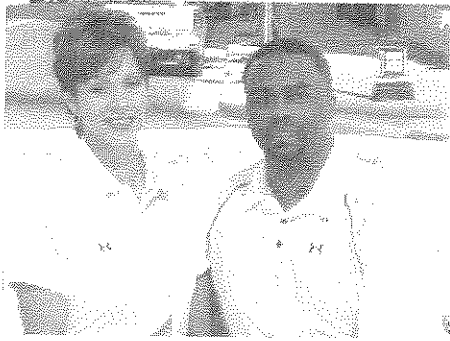
The Corporate Office is seeking assistance from each Chapter to submit one 8 ½ X 11" page with approximately 4 photos scanned onto the page with Chapter name and charter date at the top for a decade display board that will be displayed during LCAM. They would like to have every chapter represented on the board. They are in need of photos that represent our chapter over the years.

Suggested items for page might be:

- Chartering photo or copy of charter
- Special anniversary celebration photo
- Favorite group photo at LCAM opening Reception or Spring Conference
- Corporate Scholarship Winner
- Significant newspaper clippings
- Reading Rally photo
- Fun photo of a chapter at a W & M event or community event
- Photo of anything significant within your chapter (for instance, Portland has a Life Member that has never missed a meeting)

This information is needed by April 4, 2008.

MARCH  
6 – Shirley Kennedy



# Flex In the City

## Our Mission

The mission of **Flex In The City** is to help enrich the lives of our clientele, by empowering them to take a greater responsibility for their overall well being. Through safe and comprehensive exercise coaching, we will strive to "Educate, Motivate, and Stimulate the Mind, Body, and Spirit" of our clients towards a lifestyle of healthy weight management and physical activity.

\*\*\*If you are a small business interested in a corporate membership or non-profit organization interested in a youth fitness and wellness program, please [contact us](#).

### Terrence "Tee" Edwards' Philosophy:

Maybe it's just my opinion, but I believe that we all have a moral responsibility to muster up a little courage and will-power to make a conscious effort to stay in half-way decent shape as we age. But it should definitely be a true-to-life balance of mind, body and spirit. Regardless of the ideals that we hold near and dear to us, the reality is that the world doesn't really revolve around us including our vanity. There is so much more to us than what meets the eye. Because of the uniqueness in our overall design, the possibilities are endless and not confined by physical looks and capabilities. But good health and well-being definitely help. For this reason, I strive to educate, motivate and stimulate my mind, body and spirit. Current Certifications include: EFI Sports Medicine GRAVITY Personal Training-Instructor; WITS (World Instructor Training School) Certified Personal Trainer and Red Cross CPR/First Aid Certification/AED Training.

### Pamela Edwards' Philosophy:

I have a desire to help clients find what it is that motivates them to a healthier lifestyle. I will work with you to "find your reason" to make a change in your fitness and eating habits. I have a long standing interest in fitness and nutrition. Being a "corporate woman" and having a teenager and a preschooler at home, working out was not always a priority on the "to do list". It wasn't until I found pilates that I was truly motivated to pursue it diligently. Since that time, I have discovered many other ways to get a functional workout aside from traditional weight-lifting. If you are looking for a change from a traditional "gym" environment and want to get excited about your workouts, Flex in the City is the place for you. In addition to my Personal Trainer Certification and Pilates Mat Certification, I have been trained in IM=X Pilates Xercizer (aka Reformer), WITS Functional Training, CPR and First Aid...and I continue my fitness education to find new and exciting workouts and classes to keep you educated, motivated and stimulated. Look for new classes coming soon.

E-mail: [info@FITClife.com](mailto:info@FITClife.com)

## DATES TO REMEMBER

### MARCH

- 18 – Chapter Meeting at Flex in the City
- 24 - Board Meeting – Landmark Communications

### APRIL

- 15 – Chapter Meeting- Empowerment Event & Mini-Business Meeting – Town Center City Club, Virginia Beach
- 21 – Board Meeting – Armada Hoffer

# MEETING RESERVATION FORM

**MEETING DATE:** Tuesday, March 18, 2008  
**START TIME:** 6:00 P.M.  
**PLACE:** Flex in the City  
3157 Virginia Beach Blvd, Suite 107,  
Virginia Beach, VA 23452  
**COST:** \$30.00 Per Person

**Cancellation Policy:** Each representative has a standing reservation for dinner meetings. If you are unable to attend the meeting, you must cancel in writing to the Sergeant at Arms by 12:00 noon the Wednesday prior to the meeting.

Please fax or E mail to the Sergeant at Arms before the deadline if you are unable to attend. No verbal changes can be accepted. After 12:00 noon on the Wednesday prior, the reservation will be confirmed and the Firm will be responsible for the fee.

**RSVP Deadline: Noon, Wednesday, March 12, 2008**

**Sergeants-at-Arms:**

Caroline Taylor  
Taylor Made Diagnostics  
(757) 548-9771  
[tmdctaylor@yahoo.com](mailto:tmdctaylor@yahoo.com)

Please mail your check along with this reservation form made payable to **EWI-Hampton Roads Chapter** to:

Taylor Made Diagnostics  
1001 Poindexter Street  
Chesapeake, VA 23324-2444

.....  
**Firm:** \_\_\_\_\_

**Rep Attending:** \_\_\_\_\_

**Guest(s) Attending:** \_\_\_\_\_

Total Attending: \_\_\_\_\_ Remittance: \_\_\_\_\_

This payment covers dinner fees for meetings dated: \_\_\_\_\_