

On Eagle's Wings



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SOARING EAGLES

Chapter 6495
P.O. Box 725
Escondido, CA 92033

www.abwa-
soaringeagles.org

Hello Soaring Eagles!!

Wow! It's almost September and summer is flying by! I hope you've had the opportunity to enjoy summer, take some vacation time and reconnect with old friends. That's one of the things I enjoy most about vacation and travel—spending time with people who are special to me, but I don't get to see often enough! That's why I am SO excited about attending the 2009 National Women's Leadership Conference of ABWA.

Just a month from now, ABWA will be celebrating 60 years in Kansas City!! Reminiscing about my first national conference in Grapevine Texas(2005), I realized the memories of this event are etched in my heart forever. During our August board planning meeting, those of us who attended this "historic" occasion laughed about the great time we had and the special "stays in Texas" memories... All of us were "wowed" by the pageantry of the elections, the Top Ten luncheon, and the excitement of seeing award winners march out on to the main stage. We also watched countless women reconnect with ABWA sisters from across the country, and I thought... "I want that!"

Two years later, at the Greensboro, North Carolina conference, I became part of the national connection, and my life has never been the same. Being selected as a national Top Ten Business Woman helped me see that ABWA really is something BIG! This week, when I returned from vacation I read several e-mails from ABWA Top Ten

Presidents Corner **P.1**

sisters, asking who was going to conference, and the anticipation is growing!

The learning, the networking, and the awards are all fabulous, but what makes my ABWA membership truly life-changing are the relationship connections. Without ABWA, I would never have met so many Top Ten business women, national and district officers, and other FUN, savvy women who are willing to share what they know!!

This year, as your chapter president, my desire is for each of you to experience this unique feeling of connection within ABWA. Please let any of your new officers know, in person or by phone or e-mail, how we can enhance your ABWA experience within our chapter. But remember, the BIG picture doesn't start until you reach out to other women through national, council and district events. If you've never seen ABWA past the Soaring Eagles, there is never a better time to make the leap!! 60 Years!! How many women's organizations have that kind of history and are still enriching women's personal and professional lives every day?? I'm personally quite sure there are NONE like ABWA! Let's celebrate together!!

Julie Kangas

Julie Kangas



Marketing to your Talents

"Biz Sherpa" Peggy Mengel believes in discovering and capitalizing on your natural strengths while diversifying your skills to keep a competitive edge in a rapidly changing corporate environment. As a result, during her 25-year career in the financial services industry, she has focused on her innate sales and training abilities-yet continues to "reinvent" herself. Her broadly based experience in management, marketing, sales, operations, and technology has helped her develop training courses and a coaching practice filled with practical, "real world" techniques.



She has customized and delivered training courses nationwide to thousands of financial advisors in Sales and Presentation Skills, Marketing, Management, and Office Efficiency. Peggy also teaches these same courses for various corporations through the Extended Learning Symposiums at University of California San Diego and Cal State San Marcos. Whether in group or individual sessions, Peggy has coached both sales and management executives to new levels of success.

Peggy speaks from the heart and has the conviction to deliver only the highest-quality programs. She inspires her audiences and clients with enthusiasm, passion, and a true desire to make a difference in their lives. She is an expert in helping her clients identify what they want, create a plan to achieve their personal growth and professional goals, and enable them to keep their energy and focus sustained over time as they move toward those goals. Peggy likes to develop ongoing relationships with her clients because understanding their challenges at a more complex level helps her to codesign more creative solutions. Above all, she maintains a lighthearted environment with them on the way to realizing their dreams-have fun, not stress!

Peggy is a graduate of the University of Illinois and has received specialty Certificates of Achievement in Presentation Skills. She received her formal coaching training from Coach U and keeps her skills fresh by participating in many coaching education classes and special interest groups. She is a member of the San Diego Professional Coaches Alliance; is actively involved in Mentium, a mentoring program for businesswomen; and holds the National Association of Securities Dealers Series 7, 63, and 24 Licenses.

August Meeting **P.2**

Early Bird Registration Drawing Winners are:

Shelley Gardner- 1 Year FREE Member Dues!!

Stacey Moffat- \$25 Gift Card

Congratulations and Thank You for your continued dedication to the Soaring Eagles ABWA success!

Where: Escondido Country Club 1800 Country Club Lane Escondido, CA 92026

When: Sept 3rd, 2009

Networking: 5:30 pm

Dinner: 6:00 pm

Speaker: 6:30 pm

Meeting: 7:00 pm

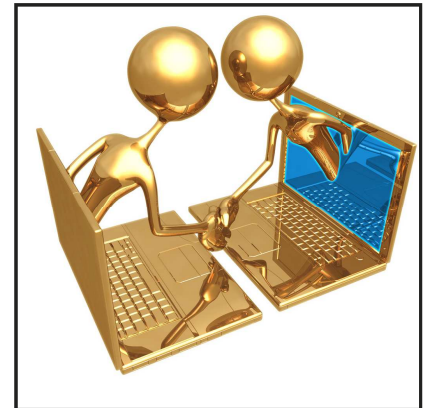


ABWA MISSION STATEMENT

The mission of the American Business Women's Association is to bring together business-women of diverse occupations and to provide opportunities for them to help themselves and others grow personally and professionally through leadership, education, networking support and national recognition.

The Power of Networking.. from the eyes of a new member

I was reading the August newsletter and Julie's words challenging members to "embrace the role of ambassador" really stood out to me. Why is this so important? Think back to all the reasons each of you became members of this chapter of ABWA. I remember my reasons, though I have the advantage of being a new member myself, my most prevalent reason was to network. Networking with likeminded women, as I keenly stated to Pattie in an email, I had been trying to cultivate new relationships and form lasting friendships with women who are more like myself; driven to be successful in their given occupation in the business world, but who also balance their home life and families. From a business standpoint I looked for a place to connect with women who are an inspiration, where I can hone professional skills, expand my natural market and ultimately grow professionally.



Networking, whether personal, social or business related is simply a marketing method by which we are creating opportunities and building relationships. As many members have already learned through their tenure with the group, you never know what to expect or the quality of people you'll meet and the ways in which they will impact your life and inevitably the ways in which you will impact theirs.

The keys to our chapter's success in presenting a well rounded networking platform lies with its members – we have to be ambassadors, share our experiences of ABWA with people we know in our industries, friends and families and invite them to come and experience it for themselves. It's as simple as a short introduction and an open invitation; I've recently embraced a more active role as Publicity Chair for the group for this reason. With new memberships and branding Soaring Eagles, we'll see fresh faces at monthly meetings which will create opportunities to network with new and interesting people.

Now I know it is no easy thing to reach out to people, time is valuable to each of us, however I will be taking those initial steps at driving new membership and will also be reaching out to current members for ideas and opportunities at increasing awareness of ABWA through other avenues. I want to see the continuation of ABWA as attractive a draw for new members as it was for me.

Remember businesses are built on relationships and the strength of those relationships. Networking provides the opportunity for each of us to grow and cultivate those relationships – it is possibly the most important aspect to the perpetuity of our businesses. The opportunity to network with such a diverse group is also a singular draw for people looking to join ABWA.

I look forward to sharing my experience and enthusiasm with others, and challenge you to do the same.

Thank you,

Marissa Cartwright

Marissa Cartwright

Upcoming ABWA Events **P.4**



CELEBRATING WOMEN



Special Thank You to
Marlene Montooth &
Rose Weisser for
donating the purses
and Sue Puffet & Ron
Rose for donating
gift cards to the
Purse-onality auc-
tion at 2009 NWLC

Women's Conference 2009
Presents

"Night at The Village"

Where 10,000 women come
together to meet, mix & mingle with
Architects of Change.

Long Beach Convention Center's
Exhibit Hall

Monday, October 26th
4PM-9PM
\$25.00 per Person

**NATIONAL WOMEN'S LEADERSHIP
CONFERENCE**

September 24-26, 2009
Kansas City, Missouri

Register online at: WWW.ABWA.ORG Navigate to 'Upcoming
Events'
Then 'Register Now'!

*This year we currently will be sending 7 Soaring Eagles
members to the 60th anniversary National Women's
leadership Conference!!!*

A Little ABWA History

In the 1940s, workingwomen were making new roads in to the business world. Women were changing the face of industry and having a positive economic impact. Hilary A. Bufton Jr., a Kansas City businessman, recognized women's potential, and saw the need for an organization to support and empower them to reach their career goals. As a result, in 1949, Bufton founded the American Business Women's Association. Professional development remains the cornerstone of ABWA today.

National Event

American Business Women's Day on Sept. 22 celebrates the important contributions more than 57 million American workingwomen and 7.7 million women business owners are making to this nation. This ABWA founding date was recognized in 1983 and 1986 by Congressional resolution and a proclamation issued by President Ronald Reagan.



Soaring Eagles Focus P.5

Special Thank you to Mary Large for the years of hosting the ABWA Soaring Eagles monthly board meetings at her house. Going forward these will be held at Julie Kangas's house.

THANK YOU MARY!



Please update your records

Rosi Weisser has a new address:

9051 W. 121st Place #513

Overland Park, KS 66213

Are **YOU** getting
EVERYTHING
out of your
ABWA Membership?



Get Ready,
Get Set,
WIN!

Quick steps to log in to WIN for the first time:

Click on **Member Login** at www.abwa.org.

Enter your e-mail address on your ABWA membership record.

Enter the password you've used to access ABWA's Online Marketplace.

Not working or don't have a password?

E-mail webmail@abwa.org to have it reset.

Click on **"Enter Now!"** on the members-only welcome page. *If you haven't paid your \$15 WIN Technology Fee yet, you'll be directed to do so at this point.*

Welcome to WIN! Please post to the team board so that we know you're here!

2009 ABWA Vendor Fair is just around the corner.....

More details will be available in next months Newsletter but start getting ready because it will be here before we know it!

Chocolate Tasting Party!

Join me and indulge in your guilty pleasure at a Dove Chocolate Party. As a new chocolatier with Dove Chocolate I will be displaying my long time love for chocolate by hosting a Chocolate Party where you can have some fun sampling Premium Chocolate desserts including Rich Chocolate Mousse, Chocolate Martinis, and Creamy Chocolate Fondue.

September 18th
6:00PM— 8:00PM

2107 Jeremy Pl
Escondido CA, 92027

RSVP by Sept 11th
Heidi Smith 760-739-9505
Heidi.Melissa@GMAIL.com



Let's Get This Chapter Learning!

“Get online or be left behind!” I think you all can agree with me on that! This applies to advertising your business, doing research, training, even socializing with friends and colleagues to mention a few! I actually borrowed the above phrase from our very own *Women In Business* magazine from ABWA National. (See full article on page 33 in the Aug./Sep. volume) Of course ABWA was referring to the new WIN

“Get online or be left behind!”

(Women's Instructional Network). Ladies, this is the wave of ABWA's and our chapter's future. Not only does it offer many awesome professional development training programs, but it is fast becoming a tool for our chapter to post information and communicate with our each other. You also will find our chapter's roster along with any important information uploaded by our chapter. Your first learning experience with WIN will be how to use it, so be patient and give it a try. Once you figure it out, you will love what it has to offer you. By the way, Pattie Vargas is our resident expert with WIN and would love to answer any questions about how to use it as well.

Don't forget about all the educational opportunities offered at ABWA's own National Convention this September in Kansas City. The discounted rate has been extended, so go online and check out

www.abwa.org to enroll and to get more information.

Feel free to contact Anne Grimes, Member Professional Development Committee Chair, at 619-253-6869 for more information on how you can qualify for possible partial reimbursement for attending Professional Development courses.



*“If you're **proactive**, you focus on **preparing**. If you're **reactive**, you end up focusing on **repairing**. When you invest in today...it's like putting money in the bank. It's like studying for the test tomorrow. You're just better prepared to meet life's challenges.”*

-John C. Maxwell

FUN, INTERESTING, AND TRUE

Facts about Women Owned Businesses:

- Women-owned (50% or greater) businesses comprise nearly 10.4 million firms
- Businesses owned by women generate \$1.9 trillion in sales (\$230 billion in sales each year)
- They employ more than 12.8 million people

American Business Women's Association
Soaring Eagles Chapter 6495
General Meeting: August 6, 2009

Meeting called to order at 6:05 pm by Outgoing President Pattie Vargas due to Incoming President, Julie Kangas, was out of town.

All members and guests read the Mission Statement.. The Pledge of Allegiance was recited. Introduction of Board Members, Members and Guests.

There were 22 Members and 2 Guests present.

Spotlight Speaker: None.

Success Stories: None.

Program: Ms. Tia Aguilar, Corporate Education Liaison for the University of Phoenix in San Marcos, spoke on the strategic importance of a skilled and well-educated workforce, the need for a second degree to remain competitive, and the different ways to earn credits and to finance the college expense. She spoke for 45 minutes and responded to questions from the members and guests.

Business Meeting:

Minutes: The General Meeting Minutes from July 2009 were approved after the following correction was made: Mary Large and Anne Grimes presented the ***Friendship Pin* to Ms. Suzanne Southwell. ***was Inner Circle*

Correspondence: Sent – Scholarship Funds disbursed to recipient schools .Received – none. Treasurers Report: will be filed for audit.

Marlene Montooth gave an overview of the “Hats Off” event hosted by L.A.A.C. to meet the candidates running for Vice President District VI

Announcements:

Suzanne announced the upcoming Escondido Chamber Meeting which will take place on Thursday, August 13, 2009. Contact Suzanne for more information.

The Purse-ontology Auction was discussed. Sue Puffet donated a \$10 Gift Card and Ron Rose donated \$50 toward other gift cards to be placed in our purse for auction at the 2009 NWCL.

September 24 – 26, 2009 National Conference will be held in Kansas City.

Newsletter: Nothing to report.

Recruitment: Efforts are underway for a total membership of 60 members.

Opportunity Drawings were held. 50/50 was won by Ansha Saunders (\$45)

Meeting adjourned at 8:10 pm

Respectfully submitted,

Mary M Large

SOARING EAGLES

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ESCONDIDO, CA 92033

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SOARINGEAGLES.ORG

ABWA Proud Code Of Conduct

- All members will serve as goodwill ambassadors for ABWA.
- Members will not allow their personal beliefs and convictions to interface with the representation of ABWA's mission.
- Members will always treat their member colleagues, guests, vendors and sponsors with honesty, respect, fairness, integrity, responsibility, kindness, and in good faith.
- Members will maintain compliance with ABWA national, Chapter and Express Network Bylaws.
- Members will not use their personal power to advance their personal interests.
- Members will strive for excellence in their professions by maintaining and enhancing their own business knowledge and skills and by encouraging the professional development of other members.

SOARING EAGLES

PRESIDENT

Julie Kangas
760-489-5545

SECRETARY RECORDING

Mary Large
760-739-0717

SCHOLARSHIP

Stacey Moffat
858.204.2677

VICE PRESIDENT

Shelley Gardner
760-809-2614

SECRETARY CORRESP.

Ansha Sanders
760-975-8549

PUBLICITY

Marissa Cartwright
508-981-0173

VP MEMBERSHIP/ HOSPITALITY

Pattie Vargas
760-294-2465

TREASURER

Roxann Randall
760-471-11306

ROSTER

Stacey Moffat
760-317-1480

VP NEWSLETER

Heidi Smith
760-739-9505

PROFESSIONAL DEVELOPMENT

Anne Grimes 619-253-6867

INLAND VALLEY COUNCIL REPRESENTATIVE

Marlene Montooth
760-715-5835

VP FUNDRAISING

Lisa Durham
760-798-9692

PROGRAMS

Michelle Sullivan
858-451-9390

HISTORIAN/BANNER

Candace Trevino 760-294-0767
Sara Dosier 858-361-1143

ABWA STANDING RULES

SOARING EAGLES CHAPTER #6495

Approved Revision 11/12/08

1. The monthly minutes of our Chapter Meeting and the monthly Treasurer's report will be published in the newsletter each month.
2. The Executive Board may approve expenditures of up to \$200.00 without the approval of the general membership.
3. The Chapter will accept Primary and Secondary members. Secondary members may not hold executive board positions or request reimbursement from the member education fund.
4. Attendees at the monthly Chapter meeting will pay the current dinner charge.
5. There will be a fee of up to \$25.00 to cover bank charges assessed for any returned check. After a second returned check, the member must pay in cash.
6. If a member's National dues lapse, the remaining paid up Chapter dues will be refunded upon request and all member privileges revoked.
7. The Chapter will send the Chapter President to the ABWA National Women's Leadership Conference. The chapter will pay the President's early registration for ABWA National Women's Leadership Conference. In addition, transportation and room costs (not to exceed four nights) will be reimbursed up to \$1,250.00. In the event the president is unable to attend, priority will be given as follows: The Woman of the Year, Executive Board members, current Chapter Top Ten, General Membership (amended 11/12/08).
8. Based on available Member Professional Development funds, attending Chapter members will be reimbursed 100% of early registration costs for ABWA National Women's Leadership Conference and/or ABWA Spring Conference. (amended 11/12/08). Based on available chapter Member Professional Development funds, all eligible attending Chapter members may be reimbursed up to 50% per MPD Guidelines of their additional expenses, excluding meals, not to exceed four nights.***
9. If proceeds are available from Member Professional Development funds, the current and past Chapter Top Ten nominee/Chapter Woman of the year may be reimbursed for the ABWA National Women's Leadership Conference Woman of the Year/Top 10 luncheon cost (amended 11/12/08).
10. If proceeds are available from Member Professional Development funds, the current and past Soaring Eagles' Chapter Woman of the Year may be reimbursed for the ABWA National Women's Leadership Conference Woman of the Year luncheon cost.
11. If proceeds are available from the Scholarship fund, a yearly donation of up to \$1,500.00 may be made to the SBMEF.
12. Proceeds from the annual fundraiser are to be split 50/50 between the Scholarship fund and the Member Professional Development fund.
13. The Chapter Advisor shall be the immediate past president. If she is unable to serve the Chapter Advisor will be appointed by the outgoing Executive Board at the end of the term. The Chapter Advisor will not have a vote on the Executive Board.
14. A member of the Executive Board will serve on the Scholarship and Member Professional Development Committees.
15. Any member elected as Chapter Woman of the Year will not be eligible for selection until three terms have passed.
16. After a review of the Standing Rules by the Ad hoc committee, they will be published two times before going to vote by the general membership.
17. The Chapter has adopted the ABWA Proud Code of Conduct. The Code will be published in each edition of the Chapter newsletter.

Revised by Rosi Weisser Last Revision 7/23/07, 11/12/08
Ad hoc members: Rosi Weisser, Mary Large, Judy Jessup

*** (Award Year 2006-2007 Star Award Criteria now requires 6 eligible attending Chapter members to attend ABWA)