



Year: 2011 Issue: 2

Presidents Corner P.1

Soaring Eagles

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

www.abwa-soaringeagles.org

On Eagles Wings

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Hello Soaring Eagles!

We are off to an awesome start to 2011! What a great January meeting with many guests and members in attendance! Thanks to our ABWA District VI Vice President, member Pattie Vargas, for the excellent presentation on WIN: Resumes that Get Interviews. Pattie also introduced us to a special guest named Abby—whom we are sure to see more of at upcoming events!

I'm excited to welcome our newest members, Mari and Danielle, who attended their first meeting last month, and couldn't wait to join the greatest business women in San Diego County—the ABWA Soaring Eagles! I know all of you are acquainted with women in your social and business circles who need the connection ABWA offers. Bring them with you to the February meeting (on Thursday the 3rd)—we have a wonderful program planned and they will enjoy the networking and positive vibes!

Our calendar for 2011 is full and offers plenty of fun, education, and networking! Coming up in March is the Women on the Go conference, our annual one day leadership and networking event. Save the date of Saturday March 26th for this regional ABWA program sponsored by Impact Council. If you have never attended, this is a wonderful opportunity at a "best ever" price, including three speakers, lunch and raffle drawings. We are in the planning stages of our spring wine tasting fundraiser scheduled in May. You won't want to miss news from our national board and the upcoming first ever ABWA Western Regional Conference April 29-30.

ABWA Soaring Eagles 2010-2011

Vision Statement :

The Soaring Eagles are a Best Practices ABWA chapter in North San Diego County. We are the "organization of choice" for businesswomen and entrepreneurs interested in connecting through networking, professional development and career advancement.

February's chapter meeting will include New Member affiliation and the introduction of new board members Lori Schindler and Derilyn Atkinson. We need YOU here for a special membership vote on a NEW (surprise) item on the agenda! Great things are in store—don't miss the excitement!!

In warm ABWA friendship,

President Julie

Julie Kangas



February Meeting

“How To Get Your “Game On” In 2011!”

Michelle Bergquist

It's a new year and a new opportunity to make things happen in 2011! Are you ready to get your “game on” with your business and be better, more productive and profitable?! At this timely and informative presentation, learn how to develop a working game plan to do better business in 2011!

Highlights Include:

- Learn how to set and stay focused on high-priority activities.
- Learn how to “shake things up” to get better results.
- Learn the 10 key areas of your business on which you should focus your attention.
- And much, much more!



Michelle Bergquist believes that when it comes to business and success, it's all about relationships. For over 25 years Michelle has built her reputation and success on this simple yet important philosophy.

As business consultant, speaker and corporate trainer to companies and associations throughout the United States, Michelle entertains and educates small groups, conference attendees, and large corporate audiences.

Michelle's book, “How to Build a Million Dollar Database”, is quickly becoming the expert authority on how to build a powerful database full of priceless connections and relationships. Her next book, due out in the Spring of 2011, is on how to build business partnerships and alliances.

Michelle's professional background includes 19 years' expertise in helping businesses obtain funding, increase sales and improve business performance and success.

Where:

Escondido Country Club
1800 Country Club Lane
Escondido, CA 92026

When: February 3rd, 2011

Networking: 5:45 pm

Dinner: 6:00 pm

Speaker: 6:30 pm

Free 50/50 Raffle
Tickets!

First time visitors get
\$5.00 in Free 50/50
Tickets.

Become a member your
first meeting and get an
additional \$5.00 in
Free 50/50 Tickets!

Dinner Prices:

Member \$23.00

Guest \$28.00

Announcements & Upcoming Events

ABWA MISSION STATEMENT

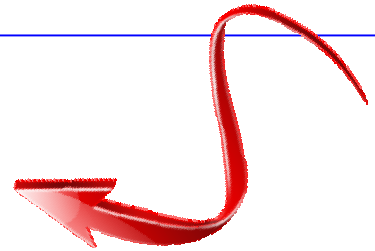
The mission of the American Business Women's Association is to bring together businesswomen of diverse occupations and to provide opportunities for them to help themselves and others grow personally and professionally through leadership, education, networking support and national recognition.

Soaring Eagles January New Member Social

Big Thank You to Pattie Vargas and Tony Devine for hosting the January New Member Social. New Members, Old Members, and Prospective Members enjoyed learning about the benefits of ABWA and the Soaring Eagles Chapter. If you were not able to attend, there are some pictures and information on page 6 of the newsletter.

Welcome to the Soaring Eagles
New Members!

Mari Louise Guernsey
Danielle DiVita



Congratulations to Faye Hines!

Our very own ABWA Soaring Eagles Faye Hines just won the North County Times Peoples Choice Award. Faye owns and operates ERA Property Movers, a mainstay in the local real estate industry.



ABWA National has a new Address:

11050 Roe Avenue
Overland Park, KS 66211
Local Phone is 913-732-5100

Let's Get This Chapter Learning!

Happy Valentine's Day, Soaring Eagles!

Show your sweetie how much you love them with a box of See's Candies and at the same time show your support and love to ABWA! We will have a small supply on hand at the next general meeting to sell to the members. Having actual boxes on hand at the Christmas party was a big success and was much more convenient than waiting in line at the candy store, so we thought we would do the same for Valentine's Day. All proceeds to benefit our Member Professional Development Fund.

Show some love to yourself and take advantage of your membership benefits with ABWA by being involved and taking advantage of all that Member Professional Development has to offer. Ever been to a National Conference, a regional event (such as Woman on the Go), or attended a class or seminar that was continuing education for your career? Then what are you waiting for? Contact Anne Grimes, MPD Chair at 619-253-6869 or email annegrimes@cox.net to find out how you may qualify for a partial reimbursement.

"All I really need is love, but a little chocolate now and then doesn't hurt!"

-Lucy Van Pelt, in Peanuts, by Charles M. Schulz

Its only February, have you kept your New Years resolutions?

Happy 2011! As we all vow to do a whole host of things most of us will not follow through on, TIME Magazine brings you the resolutions most often forgotten quickly after they are made..

Top 10 Commonly Broken New Year's Resolutions:

1. Lose Weight and Get Fit
2. Quit Smoking
3. Learn Something New
4. Eat Healthier and Diet
5. Get Out of Debt and Save Money
6. Spend More Time with Family
7. Travel to New Places
8. Be Less Stressed
9. Volunteer
10. Drink Less

So remember to identify what is important in your life and make lots of small decisions as you go through your day that will help you meet your big picture goal. So whatever your New Years Resolution was this year, pick the options that point you in the direction of your destination so you will have the best chance of keeping it the whole year through...and not just for January!

ABWA Member Spot Light

Member Profile



Full Name: Mary Jeanne "M.J." Bryant

Current Career Position: Owner, AK2TRVL

(Ache To Travel) Vacations

Family Members: Husband: Terry, Daughter & S-i-L: Tracy & Steve, Son & D-i-L: Travis & Jude, Daughter & Soon S-i-L: Kelly & Joe

My family is: the most fun, intelligent, & loving people I know

My last vacation was: TOO LONG AGO! Of course, the most recent Business Trip was a Canada/New England Cruise along the St. Lawrence Seaway, with the 4th of July in Boston, and 4 days in Washington, D.C.

Favorite Quote: Travel is fatal to prejudice, bigotry, and narrow-mindedness, and many of our people need it sorely on these accounts. Broad, wholesome, charitable views of men and things cannot be acquired by vegetating in one little corner of the earth all one's lifetime. ~Mark Twain **Short Version:** Let me help you Get Outta Town!

Dream Job: Astronaut

Where were you born? Illinois

Where did you go to School? Cal Poly Pomona -- BS, Marketing Mgmt

Favorite Music/Artist: Instrumental Jazz, Broadway

Hobbies: Movies, Theatre, Symphony, Reading, Needlepoint

Favorite Book: Family Baggage by Monica McInerney

Favorite Food: Chocolate

Proudest Accomplishment: Being a Mom

Favorite Sport: Football (Watching); Sailing (Doing)

Benefited from ABWA membership: New travel clients and have made long-term friendships.

Couldn't live without: Dr. Pepper

How do you empower women? Build Confidence through Excellent Travel Experiences

Favorite TV show? "The Closer"

New Member Orientation

New Member Orientation

We held a New Member Social at the home of Pattie Vargas on Wednesday, January 19th.

This was a casual, get to know you event, with the intent to share some of the benefits of membership, answer any questions and get to know one another.

As always, even long-time members learned something new!



President, Julie Kangas



MPD Committee Member and Historian,
Sara Dozier



Members Mari Guernsey, Allison Denehy, Mari's
guest, Michele McLuen, and Lori Schindler



Frank and Shelley – recruiting even
when people aren't there!



VP Newsletter, Heidi Smith

A nice added bonus was that we gained a new member – who wasn't even there! – when Danielle DeVita called in and joined over the phone. Danielle was the guest of Frank and Shelley Gardner at our January meeting so be sure to welcome her when she comes in February!

And, of course, Abby was there to give a first hand view of the power of WIN!



Meet Abby!

Meet Abby! And win YOUR chance to take her home for awhile!!!!

Abby is a busy, happy, professional woman who juggles many roles and wears many hats! First off, she is a family woman: she's a wife, mother, daughter and sister. Secondly, she is a business woman: she knows how to balance the books, satisfy a customer, do market research and stay on the cutting edge of the professional world. Abby is also involved in her community and volunteers at women's shelters and for the Humane Society. She is involved in several professional organizations but the one she gives the majority of her time, energy and money to is: ABWA!



Why? Great question!

While working a full time job, Abby completed her college degree with the help of an outright grant from SBMEF! She landed an interview with one of her target companies by networking with other ABWA members.

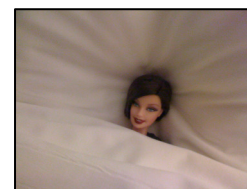
When she took over as department manager in her new company and realized she didn't know how to build a team, she took a course through WIN!

When her mother passed away she received condolences from her ABWA sisters all over the United States. And when business took her to a city she had never visited, an ABWA sister took her to dinner and showed her a good time!

Where else can you get all of that support, education, friendship and exposure?

But Abby would like to get out more! Her recent job duties have kept her cooped up in an office, and she isn't getting out as much as she would like. She confided in me that she is feeling stagnant and is, once again, reaching out to ABWA to help. So here's where we come in!

You have the opportunity to take Abby home with you – and include her in your family events, take her to work with you, out to dinner, wherever you might be. The only caveat – while she is travelling with you, you need to photograph her doing all the great things that ABWA women do! We will record all of Abby's escapades in an electronic scrapbook – she will even have her own page in the Chapter Newsletter!



Abby recently travelled to Dallas with Pattie Vargas for a business trip. It was very cold and she had no coat so she stayed tucked in bed in the hotel. Next she heads to Florida for the National Board Retreat on January 27 – 30. She will be rooming with Pattie and will come back with new adventures to share and, maybe, some new clothes or accessories!

So how do you get to be the lucky one to take Abby home next?

Bring the most visitors to the February meeting! The member who brings the most visitors will win Abby for the next month! Or, who knows, we may break it up and pass her around more often!

January Meeting Minutes

American Business Women's Association Soaring Eagles Chapter #6495 *A Best Practices Chapter*

January 6, 2011 General Meeting Minutes

The meeting was called to order at 6:15 p.m. by President, Dr. Julie Kangas. The attendees said the ABWA Mission Statement and Pledge of Allegiance. Julie read the Invocation followed by dinner and self-introductions. There were 30 attendees: 22 members and 8 guests.

Program:

Pattie Vargas, District VI VP and Membership Chair, presented the WIN Program "Resumes That Get Interviews Module 1." Members participated in the interactive program and learned how to organize their resumes. The Program also educated members on the technology utilized in the interview process and resume screening process. Members learned to prepare their resumes to get through the initial applicant screening process. Job hunters were encouraged to provide a 1 sentence summary of the company in the work history. The program coached members to illustrate the qualitative and quantitative value brought to a prior position by highlighting Actions completed, the Subject of those actions and the Results or Achievements of that objective in your work history. Pattie also encouraged the Soaring Eagles to utilize WIN to update resumes and interviewing skills. The program started at 7:00 p.m. and ended at 7:38 p.m.

Business Meeting:

Fundraiser: Treasurer Carol Archibald announced that the Soaring Eagles raised \$1,210 at the Holiday Bottle auction.

Scholarship: Stacey Moffat spoke to the members regarding the history of the scholarship program and advised that changes to finalize criteria will be discussed at the upcoming Board meeting. President Dr. Julie Kangas also spoke about scholarships available at the national level.

MPD Fundraiser: Anne Grimes, reminded members about the 3rd Annual Sees Candy Fundraiser and advised members about updates to the MPD Program.

Board Updates: President Kangas read the vision statement to the membership. Treasurer Archibald advised that the annual Audit committee will meet on Thursday 1/13/11 to audit the 2009 - 2010 books.

Upcoming Events: Save the Date for Women on the Go: March 26th, 2011. Regional Conference is 4/29/11 - 4/30/11 in Santa Fe NM. We hope to see you there.

Membership: Pattie Vargas unveiled the ABWA Soaring Eagles' Abby Trophy. Abby will be awarded to the member who brings the most guests to the February meeting. The New Member Social will be held on Wednesday, January 19, 2011.

Newsletter: President Kangas reached out to Faye Hines for the Newsletter profile, and encouraged all members to share updates and achievements with the Newsletter VP Heidi Smith.

Treasurer's report: Carol Archibald distributed the Treasurer's report.

Announcements:

Derilyn Atkinson has recently accepted the Program Chair position! Congratulations Derilyn!

The Escondido Chamber Mixer for January will be held at the US Bank at 5 p.m. on 1/13/11.

District VI VP Pattie Vargas won the 50/50 drawing: \$40 to Pattie; \$40 to the Operations Fund.

Michelle Bergquist will be the speaker in February.

ABWA Board meeting will be held in 2 weeks on 1/20/11. Members are welcome to attend.

Congratulations to Soaring Eagles' own Faye Hines who won the People's Choice Real Estate Award.

Visit the Soaring Eagles Facebook page "Escondido ABWA"

Councils

Impact Council: Ansha Saunders announced that Impact Council reimbursed the chapter \$200 for assisting to send members to National Conference. Pattie Vargas nominated Dr. Kangas for Impact Council Woman of the Year. The next Impact Council meeting is 1/8/11.

Inland Valley Council: VP Marlene Montooth announced that the next meeting is 1/15/11

Statement of Assets and Liabilities arising from Cash Transactions

ASSETS		As of 01/23/2011
Checking/Savings		
	Cash on Hand	50.00
	Checking-Union Bank	4,687.58
	Waddell & Reed-MM	5,550.73
	ProPay Account	58.00
	Total Checking/Savings	<u>10,346.31</u>
Other Assets		
	See's Candy Gift Cards	83.93
	Total Other Assets	<u>83.93</u>
TOTAL ASSETS		<u>10,430.24</u>
FUND BALANCES		
Fund Balances		
Member Professional Development Fund Reserve		
	Beginning Balance	3,114.51
	Transfer from General Fund	1,200.00
	Fundraisers 2010-2011	327.28
	Distributions	(3,728.00)
	Total MPD Fund Balance	<u>913.79</u>
Scholarship Fund Reserve		
	Beginning Balance	8,300.73
	Distributions	(2,750.00)
	Total Scholarship Fund Balance	<u>5,550.73</u>
	Total Fund Balances	<u>6,464.52</u>
	Operating Fund	<u>3,965.72</u>
TOTAL LIABILITIES AND FUND BALANCES		<u>10,430.24</u>

Revenue Collected and Expenses Paid YTD comparison

	Jan 06 - Jan 23, 2011	Aug 1 - Jan 23, 2011
Income		
Dinner Meetings	753.00	4,300.00
Dues	-	2,088.00
Fundraisers	505.00	13,251.40
Donations	5.00	225.00
Interest Income	-	0.09
Total Income	<u>1,263.00</u>	<u>19,864.49</u>
Expense		
Dinner Meeting	-	2,470.20
Dues/Memberships	-	20.00
Fundraiser Expenses	-	9,927.84
National Conf-President Expense	-	1,550.06
General Expenses	(2.00)	479.70
MPDF Transfer	-	1,200.00
Chapter Awards	-	40.42
Total Expense	<u>(2.00)</u>	<u>15,688.22</u>
Net Income	<u>1,265.00</u>	<u>4,176.27</u>
Beginning Operating Fund		<u>(210.55)</u>
Ending Operating Fund		<u>3,965.72</u>

Soaring Eagles Updates

Dear Friends -

It is with a heavy heart that I say farewell to my role as VP, Membership. As you know, I am passionate about ABWA and, of course, The Soaring Eagles, and have rejoiced in our growth as a Best Practices Chapter. One of the positive outputs from our growth has been producing Two Top 10's, one National Business Woman of ABWA, and now a member of the National Board, leading us to a more visible position in the organization! The Soaring Eagles truly are an inspiration and example for other teams to follow.

The good news is that I am handing over the reins to TWO top performers in our chapter: Sue Puffet and Lori Schindler. Together they will be a powerful force for moving us forward and recruiting vibrant, committed new members!

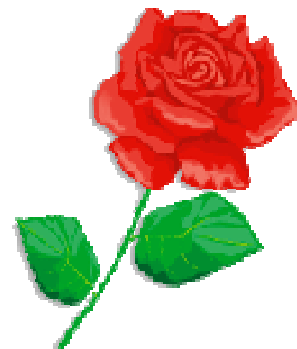
And, of course, I'm not going anywhere so I plan to contribute to that growth every chance I get! Let's all pledge to give Sue and Lori our support!

I look forward to sharing with you at the February meeting the news from our Board retreat in Sarasota. It is always exciting to get together with my National Board sisters where we do serious business and have serious fun at the same time. This will be our second meeting of length and we have a lot of business to work through. I will be taking Abby and she will be meeting her siblings: Stella (District 2), Kaycie (District III) and WINnie (District I) - and I'm guessing there will be a couple more by then! It is truly an honor to work alongside these ladies and to serve such an amazing organization!

In ABWA friendship,

Pattie Vargas

Save the Date May 15th, 2011 for Wine and Roses Fundraiser. More details to follow.



Upcoming ABWA membership renewals:

- Kathlene Arranz
- Judy Jessup
- Gwen Farenbaugh
- Amy Fogo
- MJ Bryant
- Frank Gardner
- Roxann Randall
- Lori Schindler



ABWA Proud Code of Conduct

- All members will serve as goodwill ambassadors for ABWA.
- Members will not allow their personal beliefs and convictions to interfere 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

**CHAPTER 6495
P.O. BOX 725
ESCONDIDO, CA 92033**

SOARING EAGLES BOARD

PRESIDENT

Julie Kangas
760-489-5545

TREASURER

Carol Archibald
760-739-1180

CHAPTER ADVISOR

Pattie Vargas
760-294-2465

VICE PRESIDENT

Shelley Gardner
760-809-2614

PROFESSIONAL DEVELOPMENT

Anne Grimes
619-253-6867

INLAND VALLEY COUNCIL REPRESENTATIVE

Marlene Montooth
760-715-5835

VP MEMBERSHIP/ HOSPITALITY

Lori Schindler 760 727-3630
Sue Puffet 858-486-7917 x58244

PROGRAMS

Derilyn Atkinson
760-803-1097

IMPACT COUNCIL REPRESENTATIVE

Ansha Saunders
760-975-8549

VP NEWSLETER

Heidi Smith
760-746-5470

SCHOLARSHIP

Stacey Moffat
858-204-2677

AUDIT COMMITTEE

Anne Grimes, Ansha Saunders,
Sandra Curtis

VP FUNDRAISING

Lisa Durham
760-798-9692

SOCIAL MEDIA

Mary Large
760-739-0717

NOMINATING COMMITTEE

Sue Puffet
858-486-7917 x58244

SECRETARY RECORDING

Ansha Saunders
760-975-8549

ROSTER

Stacey Moffat
760-317-1480

SECRETARY CORRESP.

Roxann Randall
760-471-1306

HISTORIAN/BANNER

Sara Dozier
858-361-1143

ABWA Standing Rule

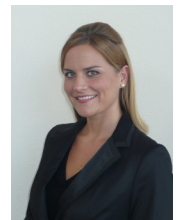
Soaring Eagles Chapter #6495

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

For questions or suggestions please contact :
Heidi M. Smith,
ABWA Soaring Eagles Newsletter Editor
hsmith@Strophe.com



Special Thank You to Rosi Weisser for helping to Edit the Newsletter!