



**Year: 2011      Issue: 4**

## Presidents Corner P.1

Hello Soaring Eagles!

As I write this it 's the first day of spring and we are waiting for rain! Not quite what we expect in San Diego, but I am loving the spring green hillsides!

### Soaring Eagles

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

[www.abwa-soaringeagles.org](http://www.abwa-soaringeagles.org)

I missed you all last month as I traveled to San Antonio to spend a week with professional colleagues and friends. My thanks to our vice president, Shelley Gardner, who served as your meeting host in my absence. This week I am excited to jump into a busy ABWA schedule with the Business Women 's Mega Mixer as well as our regional event, Women on the Go. I hope all of you have received your spring Women in Business magazine and are enjoying the articles. My favorite is "Extending the Hand of Friendship". While we haven 't had a Soaring Eagles Membership Tea recently, we have hosted similar events to meet prospective members. Wine tasting, cocktail socials and last years ' Internet Café have all been great ways to connect with new and prospective members. We are now in the midst of ABWA National 's Spring Membership Campaign, and encourage YOU to invite your contacts to our next chapter meeting April 7th. To paraphrase the magazine 's "Top Ten reasons to Recruit for ABWA", look at these positive rewards:

### On Eagles Wings

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- More members...more fun!
- Expand and enhance the Soaring Eagles (and your own ) network—locally & beyond!
- Practice leadership skills/gain sales experience
- Achieve national recognition—through sponsoring/recruiting new members
- Team building and connection with our members, socially and through chapter events
- Share the benefits of the BEST business women 's organization with other women!

Your opportunities to share ABWA and enhance your experience have never been better!! Attend the next Soaring Eagles chapter meeting on April 7th with a guest and see how we turn our mission into action!

Yours in ABWA Fun and Friendship,

President Julie

*Julie Kangas*



## March Meeting

### “Scholarship Selection”

### Soaring Eagles Scholarship Top Candidates

#### Where:

Escondido Country Club  
1800 Country Club Lane

Escondido, CA 92026

When: April 7th, 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

Every year the ABWA Soaring Eagles work to raise funds so that we can provide scholarships for local students looking to further their careers. This month the Soaring Eagles Scholarship Committee will present the top scholarship candidates to the chapter at the April General Meeting. Don't miss this great opportunity to help us select our award recipients and make a difference in our community.

The funds raised at our Wine and Roses event will directly increase the amounts that we are able to give to these hard working candidates. Be sure to save the date and see how you can get involved.

We will be having our fundraiser silent auction “basket making” party at Lisa Durham's house on May 7th. Spend the day with the Soaring Eagles group in a fun and social environment while preparing for our fundraiser. Also as a thank you for the assistance the Durham family will be providing stone oven cooked pizza and a wonderful view for all the hard work.

Hear more about the basket making party and the wine and roses event in upcoming meetings and newsletters.



#### *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.*

## Announcements & Upcoming Events

### ABWA National Announcements:

- ABWA is currently looking for volunteers for the 2011 National Conference. Check out the Women in Business Magazine or log into Win for more information!



Save the Date May 22th, 2011 for Wine and Roses Fundraiser. More details to follow but it is scheduled at the Bernardo Winery in Escondido

Reminder: ABWA Regional Conference is April 29th-30th in Santa Fe, NM

**HAPPY EASTER APRIL 24TH**



## ABWA Member Spot Light

### Member Profile

**FULL NAME:** SHELLEY GARDNER

**CURRENT CAREER POSITION:** VICE PRESIDENT

**FAMILY MEMBERS:** THERE ARE 5 (ACTUALLY 6) MEMBERS IN MY FAMILY, MY HUSBAND FRANK, OUR SON ADAM, OUR DAUGHTER SARAH, HER HUSBAND RYAN AND OUR SON SHAWN.

**MY FAMILY IS...** THE MOST IMPORTANT TO ME.

**MY LAST VACATION WAS...** A CRUISE TO MEXICO WHERE THE BOYS PLAYED GOLF AND I RELAXED IN THE SUN

**FAVORITE QUOTE:** PEOPLE OF INTEGRITY EXPECT TO BE BELIEVED, WHEN THEY ARE NOT, TIME WILL PROVE THEM RIGHT.

**FAVORITE COLOR:** BLUE AND GREEN (SORRY I HAVE TWO)

**WII GAMES LOVE THEM OR HATE THEM?** I LOVE THEM.

**YOUR DREAM JOB?** WORKING WITH PEOPLE.

**WHERE WERE YOU BORN?** CHELSEA, MASSACHUSETTS

**WHERE DID YOU GO TO SCHOOL?** GRADUATED FROM THE UNIVERSITY OF MARYLAND WITH A BACHELORS DEGREE

**WHAT DEGREES/CERTIFICATIONS DO YOU HOLD?** BACHELORS DEGREE IN BUSINESS MANAGEMENT

**FAVORITE THING TO DO ON A SUNDAY?** SLEEP – IF THAT IS NOT AN OPTION, THEN I BAKE, READ AND RELAX

**FAVORITE THING TO DO ON A SATURDAY NIGHT?** HANG OUT WITH MY FAMILY

**FAVORITE MUSIC OR ARTIST:** NEIL DIAMOND

**FAVORITE HOBBIES INCLUDE:** READING, GARDENING.

**FAVORITE BOOK:** THE HARRY POTTER SERIES, ANYTHING BY TOM CLANCY

**FAVORITE FOOD:** MACARONI AND CHEESE

**WHAT CHANGES HAVE YOU MADE TO BE GREENER?** RECYCLE

**HOW HAS TECHNOLOGY AFFECTED THE WAY YOU DO DAILY ACTIVITIES?** KEEPS ME IN TOUCH WITH THE OUTSIDE WORLD.

**PROUDEST ACCOMPLISHMENT:** HELPING TO RAISE THREE OUTSTANDING CHILDREN AND BEING A SELF EMPLOYED BUSINESS OWNER.

**FAVORITE SPORT:** BASE BALL – AND THE BOSTON RED SOX

**WHERE DID YOU MEET YOUR BEST FRIEND?** MY BEST FRIEND IS MY HUSBAND AND WE MET AT MY PARENTS HOME.

**FIRST THING YOU DO IN THE MORNING?** AFTER WAKING UP – HEAD OUT TO THE YMCA FOR 30 MINUTES OF EXERCISE.

**PEN, PENCIL, OR KEYBOARD?** KEYBOARD

**WHAT IS YOUR FAVORITE TV SHOW?** SURVIVOR, AMAZING RACE

**FACEBOOK OR MYSPACE?** FACEBOOK

**SOMETHING MOST PEOPLE DON'T KNOW ABOUT ME IS...** I SPENT THREE YEARS IN JAPAN WHILE MY HUSBAND WAS IN THE MARINE CORPS AT IWAKUNI, JAPAN (JUST SOUTH OF HIROSHIMA)... AND NO I DON'T KNOW ANY JAPANESE.



**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.

**Meet Abby!**

**Abby Goes to Court!**

Abby had an exciting month with Michelle Sullivan, Jacqueline Skay and Sara Dozier. Of course the first thing on the agenda was a shopping trip, maybe not the most appropriate attire for a court room but she was granted immunity. After Abby's hard work at the court with Michelle and Jacqueline they headed to the Escondido Chamber Mixer where they were greeted by a few friends where they mingled and had a relaxing evening.



Abby at in the Court room spending the day learning about what Michelle and Jackqueline do.



After a long day, unwinding with good friends Michelle, Jackqueline, Ms. Escondido, Julie Kangas and Suzanne Southwellat the Escondido Chamber .

## Lets Get This Chapter Learning

Ladies, it is time to focus on your Professional Development! Have you taken any classes within the last 3 months that you would like to receive a partial reimbursement on? Our deadline for submitting Business Skills reimbursements is approaching fast!

All submissions are due to National on or before June 1, 2011. Since your submission to National must be approved at a general meeting first, that means you need to present it to the MPD Committee by our May 5th General meeting to get approval to submit it to National. Remember, Business Skills reimbursements are only for business relevant courses taught by an accredited institution for courses that cost a minimum of \$100.

If we do not use the funds in our SBMEF account, then we lose them!

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, 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](mailto:annegrimes@cox.net) to find out how you may qualify for a partial reimbursement.

I love deadlines. I especially like the whooshing sound they make as they go flying by.

-- Douglas Adams

## Urban Dictionary

**irkstomestances**- *when someone puts you under pressure that irritates you*

**microwait**-Consequence of the lunchtime rush for the microwave in corporate settings. *"I'm going to eat lunch early today, to avoid the microwait."*

**brainspin**- The inability to sleep because of your mind fixating on a thought. *The Lost finale gave me brainspin and I wasn't able to sleep all night.*

**microwave mentality**-Having the attitude that if something can't be done in 5 minutes or less, it's not worth doing. *Someone's mom: "You know, I just hate how our son never gets his chores done." Someone's dad: "Yeah it's his microwave mentality. He gets it from you."*

**laborhood** The neighborhood in which you work, if different from the neighborhood in which you live. *Nah, I don't wanna hang out in SoHo tonight. I try to avoid my laborhood on weekends.*

## March Meeting Minutes

### American Business Women's Association Soaring Eagles Chapter #6495 *A Best Practices Chapter* March 3, 2011 General Meeting Minutes

The meeting was called to order at 6:10 p.m. by Vice-President Shelley Gardner. The attendees said the ABWA Mission Statement and Pledge of Allegiance. Shelley read the Invocation followed by dinner and self-introductions. There were 23 attendees: 18 members and 5 guests, including 1 speaker.

#### Program:

Rae Majors-Wildman, presented "5 Keys to Sky Rocket Sales." Rae is the CEO of All the Way Success, Inc. She is passionate about successfully coaching, consulting and mentoring hundreds of clients in creating profitable businesses. The program guided the audience through the following steps to prepare the right combinations for success: 1) Discover Your Mission, 2) Develop a Solid Mindset, 3) Clearly Identify Your Markets, 4) Communicate Your Message and 5) Create a Step-by-Step Method to Take Action. Rae coached members not only to identify their target audience, but to also recognize transformation experiences to provide to potential consumers. Members were encouraged to start gathering testimonials to establish social proof and incorporate them into their marketing messages. Participants were also instructed to attract, convert, leverage and retain their target audience. The program started at 6:45 p.m. and ended at 7:30 p.m.

#### Business Meeting:

**Scholarship:** Corresponding Secretary Roxann Randall reported that scholarship applications have been dropped off at Valley High School. Members will vote on the scholarship recipients at the April general meeting.

**Fundraiser:** Fundraising Chair Lisa Durham reported that the Wine & Roses event will be held May 22, 2011 at the Rancho Bernardo Winery in "The Barrel Room." The event will feature Live and Silent auctions. Members are encouraged to volunteer for a support committee and procure donated items such as services, products, airline tickets, timeshares, new electronics and other big ticket items. Lisa reminded members about the gift card program. The Basket wrapping party will be on May 7th from 9 a.m. to 5 p.m.

**Membership:** Vice-President of Membership Sue Puffet advised that new members will be affiliated at the next monthly meeting.

- Pattie Vargas invited the audience to attend the Business Women's Mega Mixer on March 24, 2011.
- M.J. Bryant announced the Women on The Go "Why Knot" Conference scheduled on March 26, 2011.
- Ann Grimes encouraged eligible nominees to apply for the Chapter Woman on the Year award.

#### Announcements:

- Allison Denehy won the 50/50 drawing: \$40 to; \$40 to the Operations Fund. Congrats Allison!
- The Escondido Chamber Mixer for March will be held at the Cox Solutions Store at 5 p.m. on 3/10/11.
- ABWA Board meeting will be held in 2 weeks on 3/17/11. Members are welcomed to attend.
- Members are invited to attend the Business Women's Mega Mixer 3/24/11.
- Tony Devine announced a food packing event on 3/27 to donate to Tanzania and Haiti.
- Regional Conference is 4/29/11 - 4/30/11 in Santa Fe, New Mexico.
- Wine & Roses Basket Wrapping Party will be held on 5/7/11 from 9 a.m. to 5 p.m.
- Rae Majors-Wildman invites you to attend a coaching workshop on May 21, 2011 in San Diego, CA.
- Visit the Soaring Eagles Facebook page "Escondido ABWA."

#### Councils

Inland Valley Council: VP Marlene Montooth announced that Pattie Vargas will speak at the next IVC meeting on the 2nd Saturday in May.

Impact Council Delegate Ansha Saunders announced that the next meeting will be on 4/9/11.

Prepared by Ansha Saunders

**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**

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Roxann Randall  
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Sara Dozier  
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**STANDING RULES ABWA**  
**Soaring Eagles Chapter #6495**  
**Revised 02/17/11**

1. The minutes of our monthly Chapter Meeting and will be published in the newsletter and the monthly Treasurer's Report will be posted in WIN on the Soaring Eagles site 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 local Chapter dues will not be refunded and all member privileges will be 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: 1) Executive Board member, 2) current Chapter Woman of the Year, 3) current Chapter Top Ten nominee, 4) general membership. See details in MPD Guidelines, No. 2C.
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 and a portion of additional expenses. See details in MPD Guidelines, No. 2C
9. If proceeds are available from Member Professional Development funds, the current Chapter Top Ten Nominee may be reimbursed for the ABWA National Women's Leadership Conference Woman of the Year/Top Ten luncheon cost.
10. If proceeds are available from Member Professional Development funds, the current Soaring Eagles Chapter Woman of the Year may be reimbursed for the ABWA National Women's Leadership Conference Woman of the Year/Top Ten luncheon cost.
11. If proceeds are available from the Scholarship fund, a yearly donation of up to \$1500.00 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 for the first \$4000. All remaining proceeds will be split 50/50 between the Community Chest 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.

**Last Revision 7/23/07, 11/12/08, 02/17/11**

**Ad hoc members: Rosi Weisser, Mary Large**

*For questions or  
suggestions please*

*contact :*

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