

# American Business Women's Association

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

## On Eagle's Wings

2004 Spring Conference Newsletter Award Winner!

Soaring Eagles Chapter 6495  
Escondido, California

August 2005  
Volume 8, Issue 1



### "ABWA - Connect!"

"You can make more friends in two months by becoming interested in other people than you can in two years by trying to get other people interested in you."

– Dale Carnegie

#### What's In This Issue

President's Letter	Page 1
Monthly Meeting	Page 1
From The Editor	Page 2
Treasurer's Report	Page 3
Minutes	Page 4
Survey Results	Page 8



### The President's Corner

By Rosi Weisser

A new face in this spot and a new year here in ABWA. Our theme for the coming year is "ABWA Connect". You may be asking how we're going to do that. Based on what you told us in the Chapter Survey, it will be through Relationships, Networking, and Community Involvement. The ideas were flying at the planning meeting as we talked about these three areas. You will receive a copy of our goals and actions at the August meeting. You've told us what is important to you and your Leadership Team is committed to achieving what you have asked of us.

My thanks to all of you who participated in the Chapter survey and to those who attended the Planning Meeting on July 21. We know you have lots of things you could be doing with your time and money. We hope you'll continue to see this as a great way to fulfill many of your personal and professional needs. All good things require commitment and action. You've got ours. We'll be looking for yours. We look forward to a great year. Make every day a great one!

Rosi

### Chapter Meeting August 4, 2005

**Z Organizers** is a professional organizing company that is committed to providing exceptional service to those seeking a more organized environment.

**Amalia Martinez** owns and operates Z Organizers, which provides customized and professional organizational services for residential clients as well as home-based businesses and small business owners. Clients are pleasantly surprised by her upbeat, friendly, high-energy, motivational attitude which comes in handy when tackling the long-awaited but much needed task of organizing.



Spotlight Speaker: Lisa Kunschick

5:45 pm  
The Sizzler Restaurant  
355 N. Escondido Blvd.  
Escondido, Ca. 92025

## From The Editor



So here we are in our 8<sup>th</sup> year as a chapter! Soaring Eagles has many wonderful accomplishments to be proud of but the best is yet to come! One thing I love about this chapter is that it is so dynamic – often professional organizations become stagnant with something of a “we four, no more” kind of attitude, where they become clique-y and exclusive. Our chapter has managed to avoid this, continuously improving on our past accomplishments and recruiting top-quality members. The focus for ABWA this year is “Connect!” and the Soaring Eagles are taking this a step further by determining *how* we want to connect – through **networking**, through **relationships**, and through **community**. President Rosi will be sharing this vision with you in upcoming meetings.

We will be focusing a great deal on recruitment this year as we encourage diversity and growth. Look for suggestions from our District 6 VP, Robin Neal, elsewhere in the newsletter.

As always – if you have any interesting news to share – a new job, a promotion, weddings, babies, or other exciting news, send them to the newsletter editor **by the 20<sup>th</sup> of each month** for inclusion in the next newsletter. [Pattie.vargas@cox.net](mailto:Pattie.vargas@cox.net) or (760)489-1069.

Pattie

"Stay away from people who try to belittle your ambitions. Small people always do that, but the really great people make you feel that you, too, can become great."

- Mark Twain

## Annual Chapter Dues Due NOW!

Yes it's that time again - time to collect our Annual Chapter Dues! The dues cover the fiscal year from August to July and are \$36.

The chapter dues are used to support the operations of the chapter. The dues and the proceeds from the opportunity drawings are our only means of attaining operating funds. If you attend the meetings on a regular basis, you should consider yourself a member of this chapter, and pay up!



There will be an Early Bird drawing for a beautiful gift basket for those who pay their dues by July 7<sup>th</sup>. A second drawing will be held for those who pay by August 4<sup>th</sup>.

So please pay your dues on time or - better yet - pay early!

## ABWA Recruiting Model

Seven Key Steps

By Dr. Janie Williams, 2004 Top Ten

1. Build Rapport.
2. Demonstrate active listening techniques.
3. Ask the prospect to join.
4. Ask questions to determine needs & expectations.
5. Describe features and benefits.
6. Respond to objections honestly.
7. Offer to follow-up (if appropriate).



## Soaring Eagles Say "Thank You"

We would like to thank Mary Large and her Leadership Team for devoting their time and effort to our Chapter to again achieve a year of success in so many areas -scholarships, fundraising, member education and programs, and so much more. Time passes, things change, but the commitment never did. As Mary and her team change chairs, we know that caring and commitment are still there. Thank you from a very grateful organization.

## 2005 National Women's Leadership Conference *Unleash the Leader in You!*

Experience networking and professional development in three action-packed days bursting with the latest leadership techniques!

The American Business Women's Association is proud to be a sponsor of the 2005 National Women's Leadership Conference this November



10-12. ABWA is a national association with chapters and Express Networks across the United States, including the Dallas/Fort Worth area.

This leadership conference is open to all members and non-members alike who want to take advantage of this exciting opportunity to network, attend invaluable professional and personal growth seminars, and hear nationally respected keynote speakers. You are invited to advance your career by attending our highly acclaimed ABWA-KU MBA Essentials pre-conference workshops – critical business subjects delivered at a master's degree level, offered Nov. 8-9. This year's MBA-level seminars focus on accounting tools, profitable investment decisions and goal-oriented management practices.

And of course, come for the fun! You'll enjoy the Gaylord Texan Resort and Convention Center, located on Lake Grapevine, minutes from the Dallas airport. Magnificent indoor gardens, dining experiences, shopping, festivities and entertainment...all this and more await you in Grapevine!

## Check This Out

The Washington Post's Mensa Invitational once again asked readers to take any word from the dictionary, alter it by adding, subtracting, or changing one letter, and supply a new definition. Here are this year's winners:

1. Intaxication: Euphoria at getting a tax refund, which lasts until you realize it was your money to start with.

2. Reintarnation: Coming back to life as a hillbilly.

3. Bozone: The substance surrounding stupid people that stops bright ideas from penetrating.

4. Cashtration: The act of buying a house, which renders the subject financially impotent for an indefinite period.

5. Giraffiti: Vandalism spray-painted very, very high.

6. Sarchasm: The gulf between the author of sarcastic wit and the person who doesn't get it.

7. Inoculatte: To take coffee intravenously when you are running late.

8. Hipatitis: Chronic coolness.

9. Osteopornosis: A degenerate disease.

10. Karmageddon: It's like, when everybody is sending off all these really bad vibes, right, and then, like, the Earth explodes and it's like, a serious bummer.

11. Decafalon: The grueling event of getting through the day consuming only things that are good for you.

12. Glibido: All talk and no action.

13. Dopeler Effect: The tendency of stupid ideas to seem smarter when they come at you rapidly.

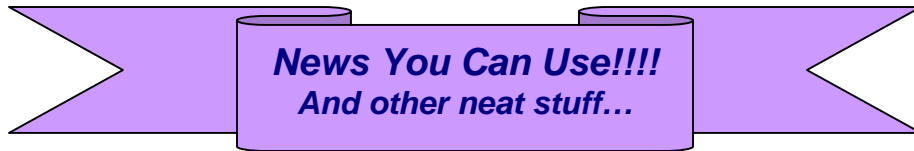
14. Arachnoleptic Fit: The frantic dance performed just after you've accidentally walked through a spider web.



American Business Women's Association  
**Soaring Eagles Chapter 6495**  
**General Meeting: July 7, 2005**

- President Mary Large called the meeting to order at 6:25 PM. There were 18 members and 3 guests in attendance.
- The mission statement was read in unison and the Pledge of Allegiance recited by all attendees.
- Julie Kangas was the Spotlight Speaker. Lisa Kunschick will be the speaker in August.
- Introductions were made.
- Minutes—Suzanne Southwell moved and Pattie Vargas seconded a motion to approve the minutes from the June 2 General Meeting as submitted in the newsletter. Motion carried.
- Correspondence included a graduation announcement from member Pattie Vargas who obtained her Masters from the University of Phoenix.
- The Treasurer's report as presented in the newsletter will be filed for audit.
- President Mary reminded members about the Women's Leadership Conference to be held in Dallas in November.
- President Mary recognized the outgoing board and committee chairs. Mary also recognized the following members as team players for their contributions during the year: Phyllis Allinson, Mary Lou Atkisson, Sandra Curtis, Anne Grimes, Julie Kangas, Lisa Kunschick, Barbara Lebsack, Evelyn Madison, and Suzanne Southwell.
- Protégé award was given to Shelley Gardner.
- Officers were installed. Rosi Weisser, President; Pattie Vargas, Vice President; Sandra Curtis, Vice President-Membership; Stacey Moffat, Vice President-Fundraising; Shelley Gardner, Recording Secretary; Suzanne Southwell, Corresponding Secretary; Carol Archibald, Treasurer.
- Committee chairs include: Julie Kangas, Programs; Anne Grimes, Education; Roxann Randall, Scholarship.
- The membership early bird drawing was won by Julie Kangas.
- Opportunity drawing-- \$31.00 raised for the chapter in the 50/50 drawing that was won by Sandra Culbert. Door prizes were given away.
- Meeting was adjourned at 8:25 PM.

Respectfully submitted,  
**Rosi Weisser**  
R. L. Weisser  
Recording Secretary



### **MISSION Possible: Live the ABWA Mission**

*"The ABWA Mission is to bring together businesswomen of diverse occupations and to provide opportunities for them to help themselves and others to grow personally and professionally through leadership, education, networking support and national recognition."*

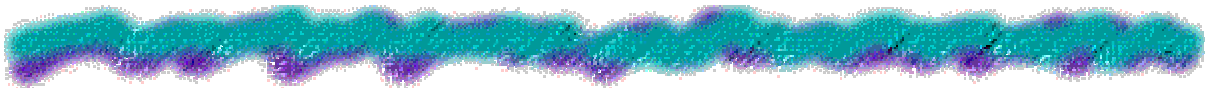
Over the next few months, we will look at some ideas to make this mission a reality for women who have not yet been introduced to ABWA.

These simple techniques come from District VI VP, Robin Neal.

### **Part One: bring together businesswomen of diverse occupations**

1. **WELCOME** guests and members at the door, at the table, ...
2. **LEARN** the **NAMES** of guests and members quickly
3. **EXPRESS GRATITUDE** for attendees always
4. **FIND HUMOR** instead of despair or anger
5. **TAKE RISKS**
6. **ENCOURAGE VARIETY** in the occupations in your chapter
7. **PROMOTE** the association and events –Use the media to get them in the door
8. **SCHEDULE** good speakers and topics relevant for the audience you seek
9. **RESEARCH** the market demographics of the audience you seek to interest
10. **ENCOURAGE** members that bring guests to meetings
11. **THANK** members that bring guests
12. **THINK** of occupations that would benefit from representation and figure out how to meet them
13. **HAVE FUN**
14. **DON'T** take yourselves too seriously
15. **DEVELOP** relationships, building trust - we are more likely to do business with those we know and trust.
16. **NETWORK** effectively
17. **SMILE** – it brightens your face, can brighten your mood, and make you look younger
18. **GENUINELY INQUIRE** about what someone's occupation involves

Next month: Part Two: to provide opportunities for them to help themselves and others ...





**We Don't Mean to Brag ... but**

**Deborah Valentino** has taken a new position as Sales Manager for 3Day Blinds. We know she will be great!



**Hear ye, Hear ye!  
Upcoming  
Events!**

August – Happy New  
ABWA Year!

Aug 4 – Chapter Meeting

Sept 22 – ABW Day

Nov 9-13 2005 Nat'l Convention



**Pattie Vargas**, shown here with Bruce Williams, Vice President of the San Diego Campus of the University of Phoenix, attends her final class on August 4<sup>th</sup>!

**2005 National Convention**  
Grapevine, Texas



The Soaring Eagles are planning on sending a representative contingent to the 2005 Convention. The attendees will be reimbursed a percentage of their registration and travel expenses, based on chapter rules for reimbursement. If you are interested in attending, see Mary Large or Rosi Weisser.

**August Birthdays**  
*Happy Birthday to:*

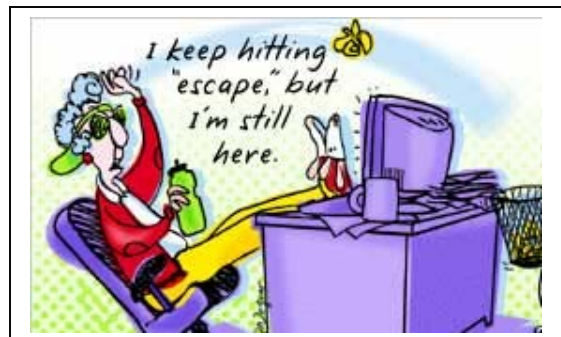
Anne Grimes	8/5
Phyllis Allinson	8/11
Kathleen Riley	8/17



*Enjoy your Special Day!*

“Three things in human life are important: The first is to be kind. The second is to kind. And the third is to be kind.”

- Henry James





## National Dues

The following members renew their national membership in August. Remember that you must be a member in good standing both nationally and locally (local dues payable in August) to be eligible for any chapter benefit such as member education reimbursement and committee participation, as well as voting for chapter officers:

### August

Katherine Umland



### 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.

"When you reach for the stars you may not quite get one, but you won't come up with a handful of mud either."



-Leo Burnett

## How to Keep a Healthy Level of Sanity

1. At lunch time, sit in your parked car with sunglasses on and point a hair dryer at passing cars. See if they slow down.
2. Page yourself over the intercom. Don't disguise your voice.
3. Every time someone asks you to do something, ask if they want that super-sized.
4. Put your garbage can on your desk and label it "in".
5. Put decaf in the coffee maker for 3 weeks. Once everyone has gotten over their caffeine addictions, switch to espresso.
6. In the memo field of all your checks, write "for sexual favors."
7. Finish all your sentences with "in accordance with the prophecy."
8. Don't use punctuation.
9. As often as possible, skip rather than walk.
10. Ask people what gender they are.
11. Specify that your drive-through order is "to go."
12. Sing along at the opera.
13. Go to a poetry recital and ask why the poems don't rhyme.
14. Put mosquito netting around your work area. Play a tape of jungle sounds all day.
15. Five days in advance, tell your friends you can't attend their party because you're not in the mood.
16. Have your coworkers address you by your wrestling name, Rock Hard Kim.
17. When the money comes out of the ATM, scream, "I won! I won!" 3rd time this week!!!
18. Tell your children over dinner, "Due to the economy, we are going to have to let

## ABWA Member Survey Results

### WHAT / WHO would you like to have for our meeting programs?

Top 3 choices in order were:

1. Life Issues – i.e. Balancing family and work.
2. Motivational/Inspirational.
3. (Tied) Local Political Issues and Women's Health and Fitness.

The number of responses received for each of the following questions were:

#### 1. Why did you join the ABWA Soaring Eagles Chapter?

Networking Opportunity 6

Social Activity 3

Education/Professional Development Opportunities 2

Community Involvement (i.e. The Scholarship Program) 2

#### 2. Would you attend an event other than the meetings (i.e. a day at the races, casino night, evening at the theatre, yacht cruise etc.)?

- a. Yes 5
- b. No
- c. Maybe 2

#### 3. Do you read your newsletter?

- a. Every Month 6
- b. When I have Time 1
- c. No

#### 4. Do you like receiving Chapter News and updates via e-mail?

- a. Yes 8
- b. No
- c. Don't have e-mail address

#### 5. Do you feel you know all about ABWA and the programs it offers?

- a. Yes, I feel very informed 4
- b. Somewhat, but I would like more information about \_\_\_\_\_. 4  
Educational Opportunities, Nat'l Convention Leadership Mtgs, etc
- c. No, I really don't know that much about the organization.

#### 6. Do you feel that ABWA is meeting your networking needs?

- a. Yes 5
- b. No 1
- c. We need more networking time at the meetings 1
- d. We need more advertising opportunities on the newsletter. 1 = NO
- e. We look forward to more information and links from the Chapter Website

#### 7. If you attended less than half the meetings this past year, why was that?

- f. I attended them all! Yeah! (Only the people who bothered to return the survey would answer this way!)

#### 8. Would you like to know more about the following:

- a. Scholarship opportunities for you and your family. 1
- b. Continuing Education credits you can earn. 1
- c. Special events sponsored by the National Organization. 2
- d. None. 2

If we've missed a way we might be meeting your needs please leave us additional comments and suggestions:

1. Survey was confusing to fill out.
2. Suggests an annual fundraiser by the member 'owner' to sell to others – like a fair environment.

**Soaring Eagles Fundraising Goals  
2005/2006  
Stacey Moffat, V.P. Fundraising**

**November ~ Westfield Works Wonders**

- ❖ Membership sells 10 tickets each at \$5 x 46 members
- ❖ Soaring Eagles keeps 100% profit \$2300.00
- ❖ Last year made \$573.00

**January ~ Draw Down**

- ❖ Membership sells 10 tickets each at \$10 x 46 members \$4600.00
- ❖ Grand prize is half the cash (2300.00)
- ❖ Profit \$2300.00
- ❖ Last year's Brown Bag fundraiser made \$174

**April ~ Wine & Roses**

- ❖ Fund development letter, auctions, sponsorships \$11,000.00
- ❖ Last year made \$9156

**Total Goal for the 2005/2006 year \$15,600.00**

**(Proposal)**

**Responsibilities of Member in Good Standing:**

- ❖ Sell the required amount of tickets for Draw Down and Works Wonders fundraisers
- ❖ Turn funds from ticket sales in to Treasurer by specified date
- ❖ Attend Wine & Roses fundraiser
- ❖ Sell Wine & Roses opportunity tickets (spec. #?)

**Members not in good standing cannot participate in:**

- ❖ Member Education reimbursements
- ❖ Woman of the Year / Top Ten
- ❖ Spotlight Speaker
- ❖ Any other ABWA benefit

***Working For You  
ABWA Soaring Eagles***

***Chapter Officers***

<b>President</b> Rosi Weisser 760-489-9234	<b>Vice President</b> Pattie Vargas 760-489-1069	<b>1<sup>st</sup> VP, Membership</b> Sandra Curtis 760-738-7546	<b>2<sup>nd</sup> VP, Newsletter</b> Pattie Vargas 760-489-1069
<b>3rd VP, Fund- Raising</b> Stacey Moffat 760-489-1995	<b>Recording Secretary</b> Shelley Gardner 760-945-6842	<b>Corresponding Secretary</b> Suzanne Southwell 760-737-7640	<b>Treasurer</b> Carol Archibald 760-591-9768

***Committee Chairpersons***

<b>Chapter Advisor</b> Mary Large 760-739-0717	<b>Program</b> Julie Kangas 760-489-5545	<b>Member Education</b> Anne Grimes 619-253-6869	<b>Scholarship</b> Roxann Randall 760-471-1306
<b>Publicity</b> Open			

***Put the Glass Down***

A lecturer was giving a lecture to his students on stress management. He raised a glass of water and asked the audience, "How heavy do you think this glass of water is?"

The students' answers ranged from 20g to 500gm.

"It does not matter on the absolute weight. It depends on how long you hold it.

If I hold it for a minute, it is OK.

If I hold it for an hour, I will have an ache in my right arm.

If I hold it for a day, you will have to call an ambulance.

It is the exact same weight, but the longer I hold it, the heavier it becomes."

"If we carry our burdens all the time, sooner or later, we will not be able to carry on, the burden becoming increasingly heavier. What you have to do is to put the glass down, rest for a while before holding it up again."

We have to put down the burden periodically, so that we can be refreshed and are able to carry on.

So before you return home from work tonight, put the burden of work down. Don't carry it back home. You can pick it up tomorrow.

Whatever burdens you are having now on your shoulders let it down for a moment if you can. Pick it up again later when you have rested...

Life is short - enjoy it!



Soaring Eagles Chapter 6495  
American Business Women's Association  
Pattie Vargas, Editor  
PO Box 725  
Escondido, Ca. 92033

Our next meeting is August 4, 2005.  
Call Patti Vargas at (760)489-1069 for reservations.



#### 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.*