

ON EAGLES WINGS

THE PRESIDENT'S CORNER

BY PATTIE VARGAS

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Special Points of Interest:

- New! Inland Valley Council Updates
- New! Miss the General Meeting? Now You Have Meeting Minutes *AND* a Recap from Our Speaker

Hello, Soaring Eagles!

I was reading an inspirational article the other day by Laurie Beth Jones, entitled "Swim Upstream!" She was recounting how many well known business leaders have done exactly that – defying conventional wisdom, ignoring the naysayers, defeating the odds – to go on to amazing success! It's funny how all those who said it would never work are amazingly absent when things turn around!

Women in business have known this for years. After all, we have been the ones who multi-tasked before there was a term for it. We

have persevered when things seemed impossible – balanced motherhood, marriage, community involvement, employment – and grown in the process. Our very lives have been about *swimming upstream!* Even though more doors are open to us now than ever before, the mere fact that they were closed never stopped us. We are the consummate over comers – the queens of "try, try again!"

This makes us imminently qualified for the roles we are playing today – and that is *whatever role we choose.* Whether we choose to be homemakers, CEO's, entrepreneurs, or stellar

employees, we are well qualified! The challenges we have faced and overcome have prepared us for our present and our futures. As Soaring Eagles, we are destined to reach greater heights and represent our gender, our organization and ourselves with pride and confidence! You go, girls!

Fondly,

Pattie



"People become really quite remarkable when they start thinking they can do things. When they believe in themselves they have the first secret of success."

-Norman Vincent Peale

SEPTEMBER BIRTHDAYS!

Tina Flores — 5th

Joanne Praisner — 5th

Annita McDonald — 10th



**STUMPED ON WHAT TO GET THAT SPECIAL SOMEONE?
CHECK OUT MY NEW WEBSITE AND GO SHOPPING!**

[HTTP://SGARDNERI.ORDERMYGIFT.COM](http://sgardneri.ordermygift.com)

INLAND VALLEY COUNCIL ~ GARDEN PARTY JULY 21, 2007

Inland Valley Council will contribute \$200 to each member chapter for one delegate to attend National Leadership Conference in Greensboro in September.

JoAnn Osby Candidate for District VI Vice President topic was Servant Leadership.

ABWA National has had several seminars on this topic. Traditional leadership is focus on the leader (President, I, me). Servant Leadership focus on the members giving energy to membership. Servant Leadership is by example. Topics to be addressed Operations and Strategy, Curriculum and Programming, Business and Marketing Relevance and Strength and Vitality (member retention).

Amy Dawson current District VI Vice President reported that ABWA Branding will change and be announced at Greensboro in September.. Current ABWA Board is designing a training program on "How to close a Sale" also an Exit Survey etc. They are also adding to the ABWA President Tool Kit with more resources for the coming year. New modules and scripts such as "Art of Success". A "Tip Sheet" is being designed on "How to talk to Potential Members" as well as "Membership Retention. Other new information sheets on "You are a Candidate Now What?" – "Thinking about being a Candidate" – "You are a DVP Now What?" Next year March 1st will be deadline to submit candidate forms. Soon National Headquarters will be up and running with a NEW Computer System with Chapter address.

Marlene Montooth
Council Delegate

JOIN US FOR THE SEPTEMBER MEETING!

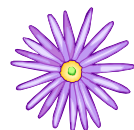
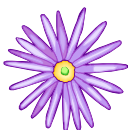
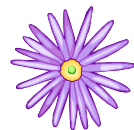
**OUR SPEAKER IS DISTRICT VI
VICE PRESIDENT AMY DAWSON!**

**ESCONDIDO COUNTRY CLUB
1800 W COUNTRY CLUB LANE
ESCONDIDO, CA**

SEPTEMBER 6, 2007

5:30 NETWORKING, 6:00 MEETING

\$20 PER PERSON



WE DON'T MEAN TO BRAG, BUT...

- Julie Kangas' son Nick Jungman was featured in a North County Times article on August 15 about his experience speaking to the astronauts in the Space Station August 4. Nick was attending the World Scout Jamboree in Essex, England and was selected among the 40,000 attending the Jamboree to ask 2 questions of the astronauts. He thought it was a great way to celebrate his birthday, since he turned 15 on August 3rd. He is a sophomore at San Pasqual High School and was the only Escondido Scout attending the Jamboree. (you can find the article online at: www.nctimes.com and look up "Scouts, Space", in the news section)
- Carole Mahn wishes to thank the Chapter for their support during her return to school and job hunt. She is currently in a temp-to-hire position for a new biopharm firm, Ardea Biosciences. The spot is a good combo of her administrative assistant/office manager experience with her new paralegal education. Carole is managing the office for the small corporate office & also doing administrative support. Her boss is the CBO (& Legal Counsel), so she is doing paralegal work as well.



"Twenty years from now you will be more disappointed by the things you didn't do than by the things you did do. So throw off the bow lines! Sail away from the safe harbor. Catch the trade winds in your sails. Explore, dream and discover."

-Mark Twain

LOS ANGELES COUNCIL ~ HATS OFF TO DISTRICT VI

AUGUST 4, 2007

JoAnn Osby candidate for District VI Vice President as interviewed by Kathy VanHouten regarding her reasons and thoughts for running for this office.

Her Grandmother was her model through thru the years to be a strong woman JoAnn decided to run because she wanted to share knowledge and give back to ABWA. She likes to "step outside of the box". She wants to give to the organization vitality and strength. "Change" is not a 4-letter word. She wants to encourage younger people to participate. Challenge members to contact colleges and set-up information tables at their various events promoting job opportunities etc.

Her Goals are to Revitalize Chapters, Strengthen Membership. Work on Membership Retention, Educate herself on everything ABWA.

Carol Peterson of Placentia Stars Chapter was announced as Los Angeles Council Woman of the Year.

Marlene Montooth



“TOGETHER WE CAN DO IT”

IMPACT COUNCIL
AMERICAN BUSINESS WOMEN’S ASSOCIATION
19TH ANNUAL
AMERICAN BUSINESS WOMEN’S DAY
CELEBRATION

Saturday, September 8, 2007

Embassy Suites Hotel
3100 East Frontera, Anaheim CA 92806
10:00 a.m. – 3:00 p.m.

\$30.00 per person

Honoring Outstanding Women
Keynote Speaker – Carla Christofferson,
Co-Owner of the Women’s National Basketball Association Los Angeles Sparks

RESERVATION DEADLINE: AUGUST 24, 2007
Early Bird Reservations - received by August 8th to be eligible for the \$250 drawing

MAKE PAYMENT PAYABLE TO: IMPACT COUNCIL

And return with lower portion
Mail to: Dee Kirtley, Impact Council
2481 Pacific Ave., Ste. D, Long Beach CA 90806-2953
Phone: 562-595-9819 or Email: cita@earthlink.net

19th Annual ABW Day Luncheon Reservation Form: (if paying for more than one person, please list additional names(s) on the reverse side)

Name _____ Affiliation _____

Address _____ City _____ Zip _____

Phone: Daytime _____ Evening _____

Select One: Chicken _____ Vegetable Plate _____

ABWA PROUD CODE OF CONDUCT

- * All members will serve as goodwill ambassadors for the American Business Women's Association.
- * 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.



THE POWER OF SCHMOOZING!



Wow! What a fun presentation we had in August from Michelle Bergquist! "Schmoozing" is to converse informally. To chat in a friendly and persuasive manner especially so as to gain favor, business, or connections. Michelle taught us how to test our "Schmooze IQ" and if our score was less than excellent she gave us tips on how to improve. Some of Michelle's rules for schmoozing effectively are:

- Be intentional. Belong to your Chamber of Commerce, a professional trade association like ABWA or a leads group like BNI, Le Tip, etc.
- Be interested vs. interesting
- Think 90/10. Listen 90% of the time and talk 10% of the time
- Your goal is to collect business *opportunities* **not** business cards!

Most importantly, spend time where your target market frequently meets and track the amount of business you get from schmoozing. Remain visible in your community and open doors of opportunity to others. There is a universal law of reciprocity that will bring connections and business your way if you say to yourself, "What can I do for you?"



Sheri Genovese has agreed to head our Professional Development Committee! We are confident that Sheri will be an asset to the Board and we welcome her with open arms! Congratulations, Sheri!

Focus Areas

| Focus Areas | Goals | Actions | Assigned to | Timeline |
|-----------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------|-----------------------------------|---------------------------------|
| Networking / Relationships | Improve knowledge of what each member does in order to build synergies. Strengthen relationships within the chapter and among other chapters. | Spotlight Speaker | Lisa Durham | Monthly |
| | | Networking Table / Opp Drawings | Mary Large | |
| | | Member Spotlight – Newsletter | Stacey Moffat | |
| | | Member Vendor Fair | Lisa Durham | |
| | | Council News (IVC) | Marlene Montooth | |
| Publicity / Community Involvement | Increase ABWA Exposure by publicizing events, awards, successes and accomplishments. Form strategic partnerships with other local organizations for sponsorships and publicity. | Media Exposure Participate in Networking Meetings Obtain sponsorships | Brita Bolane Suzanne Southwell | Monthly and/or as appropriate |
| | | Christmas (and other?) Charity Scholarship Program | Tina Marino | |
| New Member / Member Retention | Continue to attract new members while retaining existing members. Programs that satisfy both guests and members. Communicate New Member info in a timely manner to welcome them. | Evites | Mary Large | Monthly |
| | | Communicate Member Education opportunities | Sybil Ihrig | |
| | | Hospitality | Mary Large | |
| | | Mentor Program | Shelley Gardner | |
| | | New member info distributed | Mary Large | |
| | | Quality Speakers | Lisa Durham | |
| National Recognition | Maintain our presence at the National Level and support National activities. | Historian / Banner | Donna Martos Roxann Randall | Monthly and / or as appropriate |
| | | Top 10 | Pattie Vargas Julie Kangas | |
| | | Woman of the Year | Rosi Weisser | |
| | | Track Award Criteria | Rosi Weisser | |
| Fundraising | Proactive organization around Wine and Roses. | Set \$\$ goal for Scholarships | Tina Marino | Sue to set timeline |
| | | Sponsors, logistics, etc | Sue Puffet & co-chairs | |

STANDING RULES
ABWA
Soaring Eagles Chapter #6495

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~~~~\$100.00~~ without the approval of the general membership. [\(Amended 7/23/07\)](#)
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 shall~~ be refunded upon request and all member privileges revoked. [\(Amended 7/23/07\)](#)
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. Transportation and room costs (not to exceed four nights) will be reimbursed up to \$1250.00. 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. Based on available Member Professional Development funds, a minimum of five eligible attending Chapter members will be reimbursed 100% of early registration costs for ABWA National Women's Leadership Conference and/or ABWA Spring Conference. Based on available chapter Member Professional Development funds, all eligible attending Chapter members may be reimbursed up to 50% of their additional expenses, excluding meals, not to exceed four nights~~***~~. [\(Amended 7/23/07\)](#)
- ~~9.8.~~ If proceeds are available from Member Professional Development funds, the current and past Chapter Top Ten nominee may be reimbursed for the ABWA National Women's Leadership Conference Woman of the Year luncheon cost. [\(Amended 7/23/07\)](#)
- ~~10.9.~~ 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. [\(Amended 7/23/07\)](#)
- ~~11.10.~~ If proceeds are available from the Scholarship fund, a yearly donation of up to \$1500.00 may be made to the SBMEF.
11. Proceeds from the annual fundraiser are to be split 50/50 between the Scholarship fund and the Member Professional Development fund.
12. 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.
13. A member of the Executive Board will serve on the Scholarship and Member Professional Development Committees.
14. Any member elected as Chapter Woman of the Year will not be eligible for selection until three terms have passed.
15. After a review of the Standing Rules by the Ad hoc committee, they will be published ~~two three~~ times in the newsletter before going to vote by the general membership. [Amended 7/3/07](#)
16. The Chapter has adopted the ABWA Proud Code of Conduct. The Code will be published in each edition of the Chapter newsletter. (Added 9-1-06)

Revised by [Rosi Weisser](#)

Ad hoc members: [Rosi Weisser](#), [Mary Large](#), [Judy Jessup](#)

Last Revision [7/23/07](#)

~~***~~ (Award Year 2006-2007 Star Award Criteria now requires 6 eligible attending Chapter members to attend ABWA National Women's Leadership Conference and/or ABWA Spring Conference.) (Amended 06-26-06, 09-01-06)



NEWS FROM SHARON MACK! FUN THINGS TO DO AROUND TOWN!



September 6th, 8:30 - 9:00-10:30pm

The Blues Cabaret at The California Center for the Arts

First Thursday Blues - Your hostess is Sharon Mack - in the Lyric Court

340 N. Escondido Blvd., Escondido, CA 92025

760.216.2306 – www.artcenter.com

www.hotbluesengines.com (under construction)

Laurie Morvan Band - Red Hot Blues Rock

“Few Guitarists pour as much energy into their performance... she brings the house down...one fiery burst of rock-solid blues fireworks after another.” Southland Blues Magazine

You will have something to talk about and She will “Cure What Ails Ya”, her latest CD.

What a wonderful ride from Blue to Joyous. This is an Extraordinary Event Don't miss it.

Have your husbands and family meet you there after the meeting.

Full service bar and dancing should these be your pleasure. Tickets \$12.50 - \$10 for ABWA members, family and friends

September 21st, 7:30-11:00pm

Theatrx - Third Friday Blues

155 East Grand Ave

Escondido, CA 92025

760.216.2306 – www.hotbluesengines.com (under construction)

Hoodoo Blues - Blues Rock

Fresh Inspired Americana Root Blues. Put a little rhythm in your life at a classy cabaret.

This well kept secret is sponsored by Stone Brewing Company Beer to support local theatre.

Those in the know never miss a show. Beer, wine and soft drinks available and the air-conditioning is working overtime.

Cover \$10.00, Reserve your seat today. \$9.00 for ABWA members

September 22nd,

Gates open from 9:00am to 7:30pm

“A Day in the Country in the City, You'll love the Music!”

Once a year the Best in Blues comes to North County to play for you.

2nd Annual - HOT BLUES ENGINES FESTIVAL™

at a new Location: Rocco's Rose Garden

209 Fourth Avenue, Escondido CA 92025

760.216.2306 - www.hotbluesengines.com (under construction)

Featuring: Aunt Kizzy's Boyz, Zola Moon, a 5th of Blues, Baja Blues Boys, Robin Henkel & Billy Watson, The Black Bone Collective, The New Peasants, and DA and The Hitmen.

In a Posh Garden with the Best Barbecue Chef in the West, Beer Garden, wine and soft drinks. Bring your own Shade and Seating, leave the coolers at home. Tickets \$30, Seniors \$27.50, ABWA Members \$25.00 Call for Special Family packages.

Active Military Free with ID. Special Military Family packages available. Church and School groups discounts. This is Blues 101, a great way to learn more about this powerful American Musical Dialect, live and up close.

Call 760.216.2306 or visit www.hotbluesengines.com (under construction) for more details and reservations.

Sharon Mack
760.809.4499



Soaring Eagles Chapter 6495
Stacey Moffat, Editor
P.O. Box 725
Escondido, CA 92033

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

We're on the web!

www.abwa-soaringeagles.org

WORKING FOR YOU ABWA SOARING EAGLES

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