

THE CHALLENGE

Success Charter Chapter

Littleton, Colorado



Volume 24, Issue 3

November 2008

Join Us—Nov. 12: 89 Seconds to Leadership Success



MIKE FABER
89 SECONDS TO
LEADERSHIP SUCCESS

In the keynote *89 Seconds to Leadership Success*, Mike shares the most critical lessons culled from more than twenty years of sales and leadership roles. With real-time audience participation, each attendee will take away effective and inspirational leadership wisdom, along with practical tips they can implement immediately.

Takeaways include:

- The six key characteristics of every effective leader
- How to build creativity and reward individual and group contribution
- How to focus leadership on employee engagement
- How to communicate a compelling vision of the future, one that others clamor to follow!

November 12th, 2008

6:00pm-6:20pm
Networking

6:20pm –8:30pm
Dinner, Speaker,
Business Meeting

NEW LOCATION:

Macaroni Grill

7979 E. Arapahoe
Greenwood Village,
CO 80112
303-220-7866

Cost: \$20.00

Includes: Speaker & dinner
(salad and entrée)

RSVP to Robin Neal at
abwasuccess@yahoo.com
by Tues., Nov 11, 10 am.

NEW POLICY:

If you make a reservation, and miss the meeting, you will be invoiced for the meal. Cancellations the day of are too late.

Look at www.successabwa.org for meeting details.

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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.

2008 ABWA National Women's Leadership Conference

Covington, KY National Conference—October 2-4, 2008



TECH TALK:

James Robinson presented at ABWA national conference. Very different seminar, he provided texting links—what a shock! He did provide a web page to also look at later. There are several key topics he discussed:

- 1) Networking online is VITAL if you are in business and work with anyone under 40! LINKEDIN is a professional networking site. Let Robin, Karly or Rhonda know if you would like to know more and be invited to join.
- 2) Video is becoming an important and not so expensive way to get your message out to the web. Check out <http://turnhere.com/> to see how a business might use video.



Pre-Conference seminar on the new ABWA website was exciting!

If you have not seen the website recently or signed in as a member, you need to!

On the left is a shot of the photo gallery—see some of the fun.

Afterburner and Rene' Street are shown here.

In 2009, phase 2 begins with online training and resources for members to interact with and learn about ABWA and business skills.

COMMONCRAFT.COM

Another resource to explain some of the tech in plain English is commoncraft.com. Below is a link to their video about social networks online and what they do.

<http://commoncraft.com/video-social-networking>



Starting with the 2008 National conference, members can see their professional development record online. See how quickly your credits

add up! On the left is a glimpse at mine—note, I have over 100 credits with ABWA and those are still valid, just not on the website.

LinkedIn.com:

LinkedIn is an online network of more than 30 million experienced professionals from around the world, representing 150 industries.

When you join, you create a profile that summarizes your professional accomplishments. Your profile helps you find and be found by former colleagues, clients, and partners. You can add more connections by inviting trusted contacts to join LinkedIn and connect to you. **Your professional relationships are key to your professional success.** Our mission is to help you be more effective in your daily work and open doors to opportunities using the professional relationships you already have.



The website also highlights members with online national recognition. This is the link for the TOP TEN

<http://www.abwa.org/About/about.cfm?ID=5>

Chapters and networks that reach the Best Practices goals, are also shown online and can be recognized on stage at conference. That's all the glitz in the gallery photos!

The online directory is now live—those listed are Company Connection members.

Reminders and Photos for Success Charter 2008

Fall Membership Drive! Just a reminder...

Don't miss out on two free months of video rentals and popcorn, courtesy of the American Business Women's Association!

This link (<http://www.abwa.org/pdf/FallCampaignIncentives.pdf>) is a reminder that you still have time to recruit at least five members by November 30 and receive a two-month subscription to Netflix and popcorn.

Good luck recruiting!
ABWA National
800-228-0007



Karly is installed as Vice President in September 2008.

CONGRATS!

Halloween Fun:
At our Condo, they had a costume contest for the pets!



CALENDAR 2008-2009

- Nov. 12, 2008
Mike Faber,
Macaroni Grill
- Dec. 10, 2008
- Jan. 14, 2009
- Feb. 11, 2009
- Mar. 11, 2009
- Mar. 20-21, 2009
District VI Spring
Conference,
Tucson, AZ
- Mark Your
Calendars Now!

7 Reasons to Invest in Yourself – Today!

Written By: Nancy Michaels
www.growyourbusinessnetwork.com

1. You are all you have! I know this to be the case first hand. There's nothing like a separation, grueling divorce and – here's the kicker – a near death experience to clue you in that without you and your ability to be at your best – physically, mentally, emotionally and intellectually, you have less.

2. You are worth it. You are. No money spent on education or travel is wasted – ever. These things are wise investments in yourself and provide you with a depth and breadth of new experiences, knowledge, information – all that you have available to share with others. These are things that no one can ever take away from you and leave lasting memories and impressions for you to draw upon throughout your life and your business.

3. The increased knowledge you receive will help your business and those businesses and individuals you serve. You become much more fascinating to your prospects and clients the more you invest in yourself and you set an amazing example of how to conduct yourself and your business. It's never too late to learn something new and share this with those you care about and can have an influence on.

4. By investing in yourself, you're showing your prospects and clients your increased value and that you walk your talk – authentically. How can we ask others to invest in themselves by using our services if we are not doing the same? Be authentic in your quest to gain insight, share what you learn and encourage others to do the same. My financial planner advised me that the best investment you can ever make is in yourself. It's the only sure thing in the market.

5. Things will turn around as they always do and you'll have made major inroads through the process of picking up your

game. I disagree with those nay Sayers that say it's just not a great time to launch or grow your business – au contraire! There is never a better time than when things are uncertain. People are more open to joint ventures, partnerships and some off the wall thinking than ever before. Take advantage of the economical climate and forge ahead in creating and enhancing relationships and partnerships with others. When things turn upward – if not before then -- you and your business will be front and center on their minds.

6. You attract others into your lives that support your desire to better themselves, their situations and most importantly the people (clients) they impact and influence. Associate with people who support and encourage you to reach your goals and dreams. Negative opinions will drag you down, so avoid spending lots of time with folks who continue to focus on the glass being half empty instead of half-full. Sadly, there are some in this world who experience feelings of jealousy and envy when others do well and have high aspirations. Avoid these folks – wish them well and limit your time with them to protect yourself and your most valuable assets – your positive attitude and approach toward the world.

7. Show your gratitude toward clients, prospects, colleagues and friends. There is nothing more powerful than being grateful for the business you do have and creating ways to generate more opportunities for yourself and others. For everything you are grateful, write it down each day and refer to it often. In the depths of my illness, there were some days I remember being so grateful that nothing was being expected of me except to achieve good health. I express gratitude every hour of every day now for having regained my health, my strength, my children, my business and my prospects and clients. Thank you.

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Business Development entrepreneur Nancy Michaels publishes the 'GrowYourBusiness' weekly e-zine with 33,000+ subscribers. If you're ready to start working with Fortune 500 companies, beef up your marketing, make more money, and have more fun and free time in your small business, go to
www.growyourbusinessnetwork.com

2008-2009 ABWA National Board of Directors



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A taste of history of Success Charter Chapter—Achievement

Success Charter Chapter, founded in June of 1984, has been a high achieving chapter for much of its history.

On the right is a photo of one section of the banner of achievement. The awards include Standard of Achievement, Banner (a certain level of accomplishment), and a Star Award (the highest award at that time), spring conference sponsor awards—team worked with other chapters to host a spring conference for the association; Spring Membership Retention Awards, Business Associate Event Award, and even a Strut Award—Robin participated in this—before she even knew what ABWA was as an organization!

1994 was a highlight for the Colorado Chapters—as the National Convention was at the Denver Convention Center. Local members came together to work one of the largest ABWA national conventions.

Scholarships and grants became part of the activities motivating the chapter members in the 1980's and 1990's. During the 2000 decade, changes in laws and the needs of members brought about a focus more on professional development and personal skill growth.

—Robin Neal



Did you know?

We cannot tell what may happen to us in the strange medley of life. But we can decide what happens to us, how we take it, what we do with it—and that is what really counts in the end.

—Joseph Fort
Newton

Transcript of President George Washington's First Inaugural Speech (1789)

His humble and grateful speech includes: "You will join with me, I trust, in thinking that there are none under the influence of which the proceedings of a new and free government can more auspiciously commence." After reflecting on the events leading up to the formation of our nation.

<http://www.ourdocuments.gov/doc.php?flash=true&doc=11&page=transcript>

Passed by Congress June 4, 1919, and ratified on August 18, 1920, the 19th amendment granted women the right to vote.

The 19th amendment guarantees all American women the right to vote. Achieving this milestone required a lengthy and difficult struggle; victory took decades of agitation and protest. Beginning in the mid-19th century, several generations of woman suffrage supporters lectured, wrote, marched, lobbied, and practiced civil disobedience to achieve what many Americans considered a radical change of the Constitution. Few early supporters lived to see final victory in 1920.

To learn more: <http://www.archives.gov/education/lessons/woman-suffrage/>

Quotes for the Day!

IF YOU DON'T
TAKE CONTROL
OF YOUR LIFE,
DON'T
COMPLAIN
WHEN OTHERS
DO.
-BETH MENDE
CONNY

CHERISH YOUR VISIONS; cherish your ideals; cherish the music that stirs in your heart, the beauty that forms in your mind, the loveliness that drapes your purest thoughts, for out of them will grow all delightful conditions, all heavenly environment; of these, if you but remain true to them, your world will at last be built. . .

And you, too, youthful reader, will realize the Vision (not the idle wish) of your heart, be it base or beautiful, or a mixture of both, for you will always gravitate toward that which you secretly most love. Into your hands will be placed the exact results of your own thoughts; you will receive that which you earn; no more, no less.

Whatever your present environment may be, you will fall, remain, or rise with your thoughts, your Vision, your Ideal.

-James Allen, As a Man Thinketh

ABRAHAM LINCOLN'S PRINCIPLE FOR GREATNESS...

can be adopted by nearly all. This was his rule: Whatsoever he had to do at all, he put his whole mind into it and held it all there until that was all done. That makes men great almost anywhere.

—Russell Conwell, Acres of Diamonds

Success comes to those who become **SUCCESS** Conscious. Failure comes to those who indifferently allow themselves to become **FAILURE CONSCIOUS**.
—Napoleon Hill—Think and Grow Rich

These books explore many of the lessons of those who overcame the challenges during the depression in 1929 and thereafter. If the news and information that you find today about the economy makes you anxious, I suggest you read a book that inspires you to excel, innovate, and triumph during difficult times. Opportunity is knocking at your door.

—Robin Neal

Six Steps Guaranteed to Keep Your Audiences' Attention

Adapted from **The Overnight Guide To Public Speaking by Ed Wohlmuth**. Used with permission. By Karen Susman

Include the following elements in this exact order in your next presentation. Your audience will stay with you until you take your bow. Be prepared for ear-splitting applause. Let's assume you're speaking to potential customers for your big, beautiful beanbag chairs.

6 STEPS -POCKET ORGANIZER:

1. I will not waste your time.
2. I know who you are.
3. Here's how my speech is organized.
4. I know my subject.
5. Here is my most important point.
6. I am finished.

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You may reprint this e-newsletter as long as you include Karen Susman's contact information and copyright.

1. I will not waste your time. ("In the next few minutes, I'd like to demonstrate the comfort and construction of these big, beautiful beanbag chairs." Or, "I'd like to begin my brief remarks by asking you to remember the last time you were really comfortable in a chair.") Your audience will silently or audibly sigh with relief. You're promising not to be a big windbag about your beanbag.

2. I know who you are. ("As people who deserve to relax after work, you need to..." Or, "Several of you mentioned to me that your work involves lots of reading." You must know your audience and you must let them know early on that you do. Each audience feels it is unique, so even if your message is the same, a reference to engineers when you're speaking to dentists will divert their attention.

3. Here's how my speech is organized. ("The three points I want to cover are..." Or, "There are two prime ways to arrange big, beautiful beanbag chairs. The first is..." Or, "I plan to describe our proposal, demonstrate it and then ask for questions.") Since so many speakers aren't organized, your audience will be impressed and relieved that you are. You will make it so much easier for your audience to follow you if you announce your agenda.

4. I know my subject. (Without sounding pompous or overbearing: "When we evaluate big, beautiful beanbag chairs,..." Or, "During the last decade designing furniture, we..." Or, "When I was interviewed by Chair Monthly on this issue...") If you don't know your subject, you shouldn't be speaking on it. Build credibility early.

5. Here is my most important point. ("The one thing I want you to remember is..." Or, "The most important point to take from here is..." Or, "Write this one thing down...") this will alert your audience that something important is about to be said. This will jerk your audience back into attention mode.

6. I am finished. ("I want to leave you with this one thought..." Or, "Before I conclude, let me tell you...") Give a great closing story, or quote or wish for the audience. Be sure to include a call to action. "Come to our store on 5th and Main today." Or, "Visit our website, www.Bigbeautifulbeanbagchairs.com." Conclude once. Many speakers give audiences whiplash by concluding five or six times.

Organize your remarks with these six steps in mind and you'll have your audience with you every step of the way.

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SUCCESS CHARTER CHAPTER



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We're on the web:
www.successabwa.org

ABWA's Proud Code of Conduct

1. All members will serve as goodwill ambassadors for the American Business Women's Association.
2. Members will not allow their personal beliefs and convictions to interfere with the representation of ABWA's mission.
3. Members will always treat their member colleagues, guests, vendors and sponsors with honesty, respect, fairness, integrity, responsibility, kindness, and in good faith.
4. Members will maintain compliance with ABWA National, Chapter and Express Network Bylaws.
5. Members will not use their personal power to advance their personal interests.
6. 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.

Welcome to Success—2008-09 ABWA Team

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JO ANN WILLIAMS

VICE PRESIDENT:

KARLY STEIN

SECRETARY:

AMY KUTHER

TREASURER:

LYNN LIGHTELL

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Chapter Woman of the Year: TBA

Top Ten Nominee Committee: TBA

Community Service: TBA

Fundraising: TBA

Professional Development/Education:
TBA

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Newsletter: Robin Neal

Programs: TBA

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