



newsletter | march 2007

network of enterprising women | richmond virginia



Happy St. Patrick's Day Everyone!

Spring is right around the corner and the NEW board has so many fun things in store for you. I have to say this is such an awesome networking group of women and I know you will agree when I ask this, but don't you look forward to the first Thursday of every month when we all get to see each other?! I love it.

In mentioning the fun things in store, don't forget about the mystery dinner theatre this month. How exciting is this going to be — **Death by Disco** and NEW gets a private showing! Also in this issue, Marsha tells us all about the **Networking Contest** and the year free membership for the person who uses the services of the most members. That's certainly a **win win** for all of us. By the way, I'm at 3 already.....*not that it's a competitive thing for me by any means (ha ha)!*

If you are a new member don't forget to sign up for the **Business Events E-mail List** which keeps all your happenings out there for the members to see. Find Barbara Satterwhite at the next luncheon and ask her how to sign up.

Have a terrific March and don't forget to wear **GREEN** on the 17th. I look forward to seeing everyone in April.



Margaret Hill

President,
Network of Enterprising Women

WELCOME
TO OUR NEWEST MEMBER

STACEY MACAULAY
V MAGAZINE

MEMBER SPOTLIGHT

Shirley Wagner, Napier Realtors ERA

Please tell us the nature of your business:

Helping folks with buying and selling homes, which can be residential houses for their personal residence or investment property for their Portfolio. I also work with a large referral network of real estate brokers for folks moving out of the area or looking to invest in property out of town.

What drew you to this business/work?

I love working with people and I love beautiful houses.

What is the biggest challenge for you in your business/work? Keeping a balance between work and my personal life. When you love what you do, it is easy to let time get away from you... remembering priorities when it comes to faith, family and work is important.

Give us a tip or two that has helped you in your work. Treat others as you would like to be treated.... It's a wonderful golden rule in life and business!

Let us know a little bit more about you:

I love decorating, gardening, travel and keeping myself healthy. My motivation is fueled each time I come to NEW and surround myself with enterprising women who are to up to great accomplishments!

If you are willing to share, please tell us something that no one else knows about you.

No great secrets to write about here, my life is pretty much an open book. I will say how proud I am of this organization and take great pride in being a founding member. I do acknowledge and appreciate how much credit goes to the membership and all the wonderful women who have taken on the leadership over the years to not only sustain the organization but to grow to such numbers with successful accomplishments we can all be proud of. Great Job!

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Office: 804-747-7653

**Visit Shirley's website at:
www.ShirleyWagner.com**





Networking Contest Form

Contest Dates:
February 1 to July 31, 2007

CONTEST GOALS & RULES: The goal of this contest is to see who can utilize the goods and services of your fellow N.E.W. members the most in the time period listed above.

Each N.E.W. member participating in the contest must furnish the following information on the entry form: Your name and phone number, the name of the N.E.W. member with whom you are doing business and her phone number. You also must have the **member's signature** on the form in the space provided. This form may mailed to Marsha Preston (Membership Chair) at P.O. Box 343, Mechanicsville, VA. 23111 or turn it in at the luncheon on August 2nd, 2007. *Make copies if you need additional forms.*

THE PRIZES: The first place winner will be a N.E.W. member who has done the most business with other N.E.W. members and will receive a free N.E.W. 2008 membership. The second place winner will receive a one-half price N.E.W. 2008 membership and the third place winner will receive a free N.E.W. luncheon.

N.E.W. Member's Name: _____

Phone: _____
Business service used: _____

Date: _____
Furnished by N.E.W. member: _____

Phone: _____

Service provider signature: _____

N.E.W. Member's Name: _____

Phone: _____
Business service used: _____

Date: _____
Furnished by N.E.W. member: _____

Phone: _____

Service provider signature: _____

N.E.W. Member's Name: _____

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N.E.W. Member's Name: _____

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Business service used: _____

Date: _____
Furnished by N.E.W. member: _____

Phone: _____

Service provider signature: _____

COPY THIS FORM TO CREATE ADDITIONAL LISTINGS.

network!

Curtain Call

Drapery & Decor Consignment Sale in The Shops at Willow Lawn

Special consignment sale of custom made window treatments, comforters, duvets, shams, table skirts, decorative furniture, side/end/cocktail tables, chairs, ottomans, headboards, pillows, rugs, lamps, pictures, paintings, mirrors, decor & more...



Sale Days
One Week Only
March 17
11:00 am - 5:00 pm
March 18
12:00 pm - 5:00 pm
March 23-24
11:00 am - 5:00 pm
March 25
12:00 pm - 5:00 pm

**Largest Space
Ever This Year!**

Receiving Days:
March 2 - 4
March 9 - 11
Open 1:00 pm - 5:00 pm
No appointment needed.

Consignment Instructions

- Newer items only, please. **MUST** be clean and in excellent condition.
- Long drapes **MUST** arrive on drapery hanger.
- **Each item must be labeled with a card, including your initials, measurements (l x w), and brief description.**
- We will price items for you.
- On a separate sheet of paper, itemize each consigned item. Include your name, address, and phone number.
- **We must have this information to accept your items!**
- You receive 50% of the selling price.
- Preview sale for consignors only on Friday, March 16, 5:00pm to 8:00pm.
- Pick up proceeds and unsold items on Friday, March 30th from 1:00pm to 5:00pm. **NO EXCEPTIONS.**

Help Wanted: We need volunteers who enjoy a creative and fast-paced environment. Be the first to shop, incentive plan offered!
Contact Angie at 304-0366 or Kim at 439-3022.

Final Markdown Day:
Sunday, March 25
30% off



An exciting opportunity to decorate your home wisely with designer, high-end quality items at fantastic prices!



"If I had my life to live over, I would start barefoot earlier in the spring and stay that way later in the fall." - NADINE STAIR



**AUCTION
ITEMS
WANTED!**

All members are welcome to donate an item to be auctioned off at each N.E.W. luncheon. These donations may be anything that you choose. All proceeds go toward a scholarship fund for young women in the metro Richmond area. Please call or email Monica Smith to offer an item or service, or to find out more information.

**Contact Monica:
lilyscloset@
earthlink.net
or 303-7772**

BALL OFFICE PRODUCTS

**\$10,000 UGLY
OFFICE CONTEST**

Your office furniture speaks volumes about your business. Do you like what it's saying? This spring, Ball Office Products is giving away over \$10,000 in furniture and design to the **ugliest offices** in Richmond. The winners will receive the office that inspires brighter days, better communication, and bigger returns.

1st Prize The contestant with the ugliest office in Richmond will win \$8,000 of beautiful HON office furniture, \$1,000 in professional painting services by Great XPaintations, and the guidance of a professional interior designer.

2nd Prize Second place will receive \$2,000 for a HON mini-makeover

3rd Prize And the third top offender will receive a stylish, cushy office-chair.

Think your office is ugly enough to win? Check out this website (www.ballop.com/ugly) to enter. Return your entry form by April 13, 2007. Let us know why your office needs our help! Winners will be notified by phone on or around April 27.

The entries will be evaluated by a panel of 3 judges:

Susie Galvez is the internationally known author of 8 books and founder of the Hello Beautiful line of at-home spa treatments.

Veronica Brockwell is the founder of Richmond-based Soak! and President and CEO of its parent company, Verinda Corporation.

Will Turner is Sales Guru and President of Dancing Elephants Achievement Group and core of Six Secrets of Sales Magnets.

TAKE THIS PAPER ORGANIZATION QUIZ:

1. Do you have all of your papers in order for tax season this year?
2. Can you go to your filing system and easily find exactly what you need, when you need it?
3. Are your bills, to-do lists, reading materials, and other types of papers organized and under control?
4. Is your home office set up so that everything you need to work on papers is at your fingertips?
5. Would you like easy-to-use systems for managing all the paper in your life?

SCORING:

Give yourself 25 points for each question to which you answered "Yes", except Question #5. If you answered Yes to Question #5, forget about your score and just call me!



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YOUR LIFE.**

Cara Kinning

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- Internet presence for all listings on 6 Sites
- Inventory is great; rates are good, so.....

“Let’s go shopping!”

Cell: 804-387-7638

Office: 804-747-7653

Visit www.ShirleyWagner.com



Newsletter Deadline: Send by the 25th of each month!

Special Notice: FOR ADS ONLY, there will now be a minimal fee of \$10 to place your ad, per month. No charge for articles or tips or thank you's that you send in for publication. These monies will go to N.E. W.'s funds for the charities that we support each year. Write/mail your \$10 check (per ad/per month) to N.E.W. prior to -- or at the same time -- you send your ad entry. Send to Porter Smith-Thayer at 10102 Hearthrock Court, Richmond, VA 23233.

Your Newsletter Articles, Advertisements (40 words or less, please), Business Tips, Messages and Thank You's are welcome for publication in each month's e-newsletter. Send your PDF, JPEG or Text to editor, Porter Smith-Thayer at porter@graphicpresentations.com. Send files no larger than 3 MB. When possible, send any photos in a separate email, NOT embedded into a Word Document, and not part of your text. Include "NEW" in the subject of your email, please. ***Due to the great number of advertisers, **Ad sizes should be 1/4 page or less, to make space for as many entries as possible.** 4" wide by 5" tall MAX (qtr. page)

Just in case you missed
last month's newsletter:



Exciting Opportunity for NEW Members

V Magazine for Women and the Network of Enterprising Women have partnered to give some wonderful opportunities to our members. Both groups share the common goal of promoting the success of local women. This partnership will give N.E.W. greater visibility. Our logo will appear on the V website, and we may give promotional materials to the V staff to share with businesswomen wanting to network and learn more about our groups. A big plus is the 10% discount to all N.E.W. members when they advertise in V Magazine for Women. V Magazine also will benefit from a reciprocal link on our website and newsletter and from the added visibility of having the 10% off program promoted to our members. It's a win/win for everyone!

Executives & Professionals \$40K to \$250K

Ready to move forward?

Underpaid? Unemployed? Wrong career?

Demand always exists for people with superior skills. But today the market for highly-paid technical, professional and management positions is fiercely competitive. If you have come to the realization that it is the people with an edge that win, we can help you. If you're ready for a better position and have a minimum of five years' experience contact us today. Our firm has been effective in helping the following:

- Senior Executives
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- Finance/Accounting
- Sales/Marketing
- Attorneys
- Healthcare Prof.
- Human Resources
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**CAREER MANAGEMENT
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"If we had no winter, the spring would not be so pleasant; if we did not sometimes taste adversity, prosperity would not be so welcome."

—ANNE BRADSTREET

3-2-1 Launch!

Ever wished you were part of the coolest, most amazing networking zone ever born to women? Think of an Investment Club where the investment is YOUR life or a Book Club where YOU are the book of the month -- that is what the **Ladies Who Launch Incubator** is all about!

The **Ladies Who Launch Incubator** is solely designed for women who are ready to move forward in their life and let the world know what they are really about, who want to break current patterns, ignite the fire under a long smoldering dream, have more fun and/or catapult a lifestyle, relationship or occupation to an infinitely higher level. This Incubator is not your typical coffee klatch or corporate-type networking. The Incubator is the first sexy savvy forum to marry intuition with ingenuity and creativity with collaboration and dreaming!

If you want to **start a business**, bring us your concept. If you want to **grow your business**, we will show you how. If you are an **artist**, bring us your art. If you want a **relationship**, bring us a picture or description so we know who we are looking for. If you want a **new job**, whatever it is that you want to do....tell us! If you want an **adventure**, start dreaming. Bring it on.... we are all in this together and you might be

surprised at how close you are to making your fantasies a reality!

The **Ladies Who Launch Incubator** workshop consists of four, once a week, two-hour sessions. It is scheduled for the **four Wednesdays in March 2007** beginning March 7th 6:30 p-8:30 p.

For more information log onto www.ladieswholaunch.com -- click onto Incubators and then click on Richmond to find out more, or to register for the workshop. Or call **Susie Galvez at 804-364-7113**.

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Pat Avery, Loan Officer
804.281.3710
patricia.avery@suntrust.com



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