



newsletter | may 2008

network of enterprising women | richmond virginia



**Please note:
See you on May 7 for
our next luncheon.
Our June luncheon
meeting will be
Thursday, June 5**

Hello, friends!

*The **Women's Business Symposium** took place just days ago, on April 30. In one word, WOW! It was exciting, informative, very well received, and ran like we'd been doing it for years. Representatives from print, TV and radio media were there to cover it. In fact, we had a very nice column in the Richmond Times Dispatch on May 1. Front page of the Business Section! I've received many complimentary emails from members, panelists, and keynote speakers with words of encouragement. It will take some time for the smile to wear off my face.*

Thank you all for making it a huge success.

*Now we move on to the **Susan G. Koman Race for the Cure on May 10th**. If you haven't signed up, times a'wasting. You can support the N.E.W. Team by signing up, making a donation and joining us in our walk. Every one of us has a friend or loved one who has been touched by this disease. If you can't walk, then please make a donation. Please go to:*

http://www.komenrichmond.org/site/TR?pg=team&fr_id=1060&team_id=4740

We still need someone to volunteer her home for the brunch after the Race. Please contact Kate Herr or Susan Dubuque if you're able to host the brunch.

You're The Best!

Diana Donald



PARTING THOUGHT:

"To accomplish great things, we must dream as well as act."

– ANATOLE FRANCE

*I give my most sincere thank you to the following **N.E.W. members*** who worked diligently throughout this year to make the Women's Business Symposium the successful event it came to be. – Diana D.*

WBS Steering Committee:

Barbara Nordblom | Facility Search & Registration
Cindy Creasy Woolfolk | Advertising, Public Relations, Luncheon Moderator
Joanne Cash | Exhibitors
Margaret Hill | Corp. Sponsors & Panelists

Volunteers:

LuEllen Burhman | Print Advertising, Civic Associations & P.R.
Barbara Basil | Registration Desk
Chris Rich | Registration Desk
Gerri Gallagher | Registration Desk
Carol Maddock | NEW Exhibit Table
Joanne Rae | NEW Exhibit Table
Suzy Naoroz | NEW Exhibit Table
Suzanne Davis | NEW Exhibit Table
Christel Milak-Parker | NEW Exhibit Table
Alice Winters | NEW Exhibit Table
Rita McCulloch | Soliciting Corporate Sponsors
Susie Hayman | Soliciting Corporate Sponsors
Porter Smith-Thayer | Soliciting Corporate Sponsors
Suzy Naoroz | Corporate Sponsor Power Point Presentation
& Soliciting Corporate Sponsors

Panelists:

Susan Dubuque
Vickie Griffith
Susie Galvez
Joanne Rae
Susie Hayman
Andrea Lilly
Alix Miller
Kate Herr

Special thanks:

Margaret Hill | for securing SunTrust &
The Supply Room Companies as Corporate Sponsors

Rene' Haines | for securing Wal-Mart
as a Corporate Sponsor

Dot McCool | for securing Village Bank
as a Corporate Sponsor

Facilitators:

Susie Hayman
Dot McCool
Suzanne Davis
Joyce Young
Karen Hardy
Maggi Collins

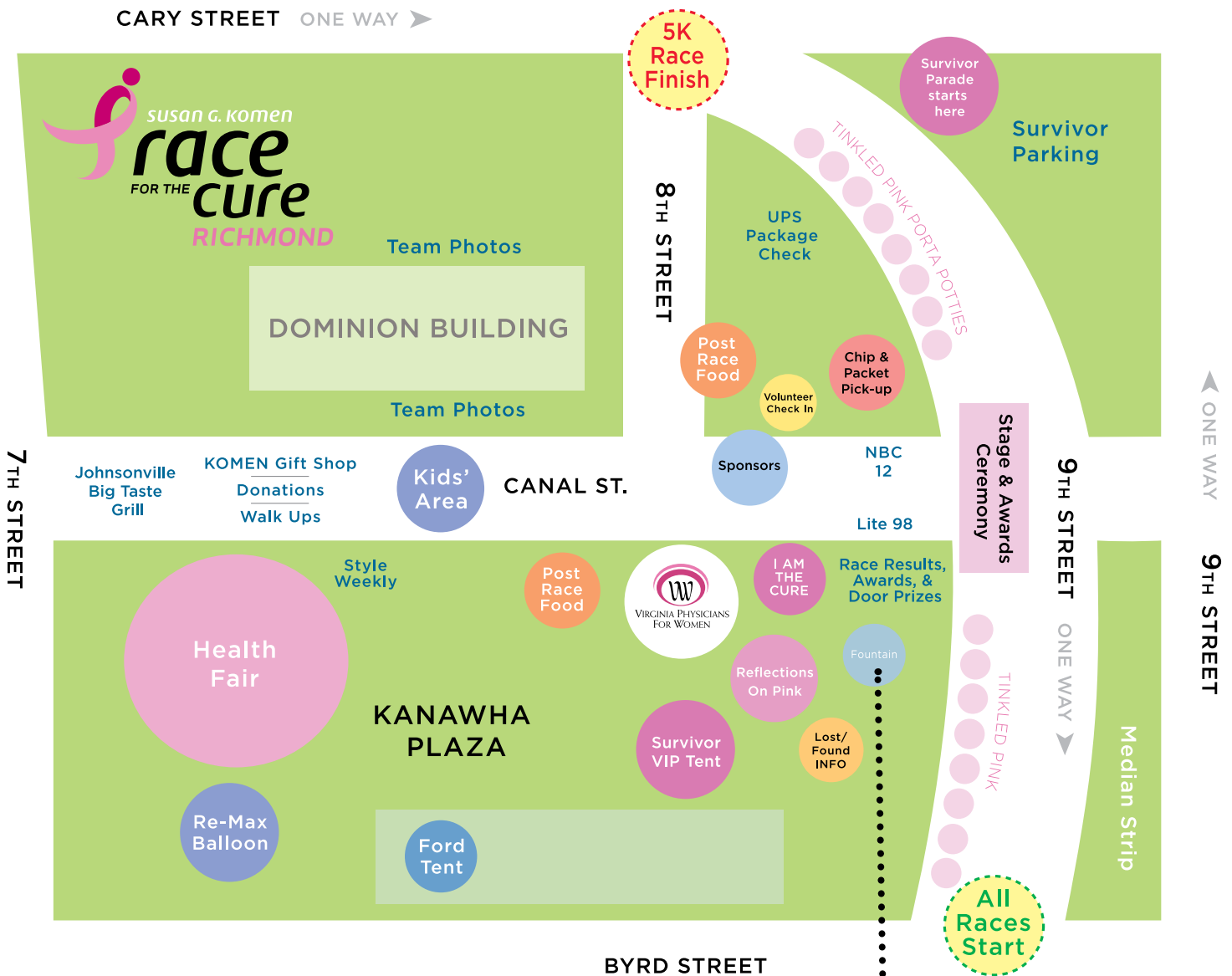
******* *With such an enormous number of volunteers, I fear that I've surely forgotten a name or two. Please accept my apologies if your name does not appear on this list, and know that we will be sure to list you in June's newsletter. Thank you!*

Join our N.E.W. team as we walk in the Susan G. Komen Richmond Race for the Cure®

May 10, 2008 at Kanawha and Dominion Plazas

Individual Registration Deadline - May 4, 2008

www.komenrichmond.org



The day of the race we will meet at the fountain at Canal and 9th at 8:30 am. This is at the northeast corner of the park close to the start of the race. If you visit the race website you can see the course for the race. The race starts at 9:00 am. Parking is likely to be a bear so please allow time to drive around and find a parking space and arrive at the park by 8:30.

Call me at 232-1320 home; 783-8140 work with any questions. – Susan Dubuque

Welcome to our newest members!

Laurie Crouch | Think Design Inc.

Stephanie Reed | U1st Financial

Angela Creech | Northwestern Mutual
Financial Network

If you are a new member and have not been listed here,
please contact Membership Chair: Alice Winters awinters@metlife.com.

We apologize for any delays in our announcements!

N.E.W. BOARD REPORTS: MAY 2008

TREASURER'S REPORT *(Barbara Nordblom)*

Bank balance ending April 23, 2008 is \$27,676.67 of which \$6,000 is reserved for scholarships for our six young rising seniors in the area.

DATABASE MANAGER'S REPORT

(Beth Barnett) N.E.W. Membership is currently at 148.

MEMBERSHIP'S REPORT *(Alice Winters)*

Contact Alice at awinters@metlife.com to join our membership.

EXEC. SECY. REPORT *(Porter Smith-Thayer)*

Just a reminder for the next newsletter*:
All ads and articles, thank yous and notices are due by the 25th day of each month for the upcoming issue. Send to Porter@GraphicPresentations.com

* See details in this newsletter for ad pricing and sizes.

This Very, very, very PINK newsletter is dedicated to our focus of this month, the Susan G. Komen Race for the Cure. 

MEMBER SPOTLIGHT **Vickie Griffith**

BreakThrough | Moving Women from Hurt to Healing

Please tell us the name and nature of your business:

BreakThrough | *Moving Women from Hurt to Healing*
Speaker, Certified Hypnosis,
EFT (*Emotional Freedom Techniques*) Practitioner

What drew you to this kind of work?

Even as a child I observed the behavior of people and how they carry around so much burden and pain physically, emotionally, mentally and spiritually. We create our own self-sabotaging behaviors and habits that keep us stuck in the "I can't's" or "I never will's" or "why should I try?" because of this burden. Yet we all have so much untapped potential within ourselves that is available to us by just tuning in.

Both Hypnosis and EFT provide the springboard to relief of self-sabotage and provides methods to achieve our desires without uncomfortable side effects. As a recent client said, *"I know the person I want to be is in there. She is just waiting for me to stop holding her back."*

I came to speaking reluctantly; I had never felt comfortable in front of large groups of people (It's a good thing I knew these techniques to get over that). Yet I kept getting a gentle nudge from a Higher place to do so. So I listened and I am now a Speaking Professional with the National Speakers Association. I'm fortunate to be able to touch more people at one time, to explore the depth of their abilities and inspire them to make a change. But I still love the one-on-one consulting I have the privilege to do.

What is the biggest challenge for you? Helping people to get over the misconception of what it's like to be Hypnotized. Most people believe that it's like what they see on TV or at a stage show. Or that they will spill out all of their family secrets while in a hypnotic relaxed state. Not true.

What I do is guide you into a relaxed state so that the suggestions (your wants and desires) can reprogram the mind, your thoughts and behaviors to achieve your goals or change your outlook about something.

To me, enjoying a relaxed, hypnotic state feels like that great feeling when I wake up in the morning without an alarm clock. My body is relaxed, my mind is just starting to focus on the chatter of the need to's or have to's, I hear other members in the household rustling around. I am awake enough to wish I could go back to sleep.

So, hypnosis is a semi-awake state where your body has permission to relax, the chatter in your mind is reduced and you are completely aware of what is going on around you.

Honestly, there is more danger in driving a car than setting in the recliner in my office. Almost all of the drivers are in some sort of trance state when they are driving. They just don't know it.

Ever drive someplace and get where you are going only to wonder how you got there? Gotcha! You were in a trance state. Aware, Awake yet your mind is away somewhere. If the need arose you would have jolted back into full awareness to take precautionary measures. Like stepping on the brake when the car in front of you stops abruptly.

Give us a tip or two that has helped you in your work.

Network often and be consistent. Learn what others do by asking questions. And most importantly just be you. Be authentic.

Let us know a little bit more about you: My husband and I share one son. Our son is 23 and living in Florida. We are very proud of the young man he turned out to be. My husband and I will be married 24 years this September.

Hobbies: Off-Roading my Jeep Liberty. You can see pictures on <http://www.rockdawg.net/va4wd2004/image018.htm> I have been a Trail Guide twice for Camp Jeep: I was one of only a dozen women out of 200 guides.

What gets me motivated? WOW, what a loaded question.

We all come from a place where it's either pain or pleasure that motivates us enough to change or continue on a path. That's why many people don't change. It is too comfortable in the pain they are in. The unknown of what will happen if I am thinner, successful, or happier is more frightening than the place of unhappiness that they're already in.

I know it sounds strange but it's true. I am motivated by getting out of the pain that the undesired behavior is causing.

And sometimes I don't have a choice, as Divine Guidance will shove me into situations that are good for me even if they're not always easy.

Please tell us something that no one else knows about you.

I rode a bicycle 262 miles from East Lansing, Michigan to Sandusky, Ohio in 3 days with a group of Boy Scouts in 95 degree heat and tornado warnings.



Board Member Nomination Form Elections for 2008-2009

It's time to begin thinking about nominees for the 2008-2009 N.E.W. Board. *If you are interested in serving on the Board, please complete this nomination form and mail to Pat Avery, Nomination Chair, P.O. Box 8584 Richmond, VA 23226 by April 27, 2008.*

Name: _____

Address: _____

Phone: _____ e-mail: _____

[I am interested in any of the following Board Positions with N.E.W.](#)

(A full job description is available upon request)

___ **President:** (presides over luncheons and board meetings)

___ **Vice President:** (supports President in projects and committees throughout the year; presides over monthly auction)

___ **Treasurer:** (collects money at monthly luncheons; prepares bank deposits; pays bills and reconciles bank statements)

___ **Executive Secretary:** (prepares monthly newsletter & other communication; updates website)

___ **Recording Secretary:** (takes minutes at Board meetings; maintains Minutes Book & N.E.W. scrapbook)

___ **Membership Chair:** (handles original membership documents and membership applications for new members; welcomes and introduces new members at monthly luncheons)

___ **Activities/Projects:** (develops new ideas for N.E.W. activities and community projects and also handles our Woman 2 Woman event)

___ **Database Manager:** (handles data entry of new members' information and manages database;

***Board Member responsibilities include attending monthly luncheons and all Board meetings; and supporting the activities and efforts of N.E.W.*

___ I am willing to co-chair a committee

___ I am willing to serve on any of the following committees: Nominating, Projects, Scholarship, adhoc.

[Would you like to nominate anyone?](#)

Business, Business, Business!

Small Business Resources

The US Small Business

Administration The SBA is an independent government agency that assists Americans start, build and grow businesses.

Business.gov This website offers a single point of reference to all government services and information to assist businesses.

Virginia Department of Business

Assistance The VDBA is an economic development agency dedicated to the growth and success of the Commonwealth's business community.

Greater Richmond Small Business Development Center

The GRSBDC is a partnership between the SBA and the Greater Richmond Chamber of Commerce to provide training and educational resources to entrepreneurs in the Richmond region.

Richmond SCORE SCORE is a non-profit organization which employs a network of volunteer business counselors and mentors to assist entrepreneurs and small business owners.

Central Virginia Copilot

This is an online resource center for entrepreneurs providing access to information specific to the Central VA region.

Inc.com Inc.com is the online version of Inc. Magazine and offers regularly updated editorial stories and information for entrepreneurs and small business owners.

The Business Owner's Toolkit

This website offers resources for small-business owners including case-studies, checklists, tips for cutting costs and industry trend information.

Business Advocacy Groups

Virginia Chamber of Commerce

The Virginia Chamber is an advocate for the entire Commonwealth's business community.

Greater Richmond Chamber of Commerce

The GRCC is a business advocate working for the wellbeing of the economic community of Richmond, Henrico, Chesterfield, and Hanover.

National Small Business

Association NSBA is a non-profit membership-based organization which serves as an advocate for small business owners in the US.

American Small Business

Alliance The ASBA is a national, non-profit education and advocacy organization that provides a voice for small business owners on public policy issues.

National Association for the

Self-Employed NASE is designed to help the self-employed successfully meet the challenges of managing and growing their businesses.

Online Training Resources

The Small Business Training

Network The Small Business Training Network is an online training resource hosted by the SBA which covers various entrepreneurial topics.

Women's Business Organizations

Office of Women's Business Ownership/Online Women's

Business Center These SBA initiatives provide resources for women entrepreneurs.

U.S. Women's Chamber of

Commerce The U.S. Women's Chamber of Commerce is a business advocacy group focused on enhancing opportunities for women in business and women owned businesses.

National Association of Women

Business Owners NAWBO is a membership organization which consists of women entrepreneurs focused on advocacy and professional development.

Richmond Women's Business

Consortium The Consortium represents a working alliance between local women's organizations that explicitly encourage and cultivate women's success in business and/or the community.

Network of Enterprising

Women NEW is a local Richmond membership group focused on professional development, community activism and business growth.

River City Express Network

River City is another local Richmond membership group focused on networking support and professional development.

Compiled from NVNV



N.E.W. member featured in an international association newsletter!

Mary Fender of FrameNation was in April's For Members Only monthly newsletter for the Professional Picture Framers Assoc. (PPFA) It's all about how small businesses can grow, even on a shoestring budget. It even talks about Mary's membership in N.E.W!
 Congrats, Mary!

Thank you to Barb Satterwhite

Barb Satterwhite developed a fund raising day for the Habitat Women Build by offering special 15 minute consultations with gifted healer, Riad Smadi., (www.pathwaysrs.com) who donated his time for the charity. The \$200 donated by several women of N.E.W. was a wonderful gift and it is truly appreciated by Women Build.
 — Margaret Hill



Outstanding Woman!

Susan Dubuque received the YWCA's 2008 Outstanding Woman in Business Award for helping to launch the first National Childhood Depression Awareness Day. Outstanding, indeed! Great job, Susan!

UPDATE on Newsletter Ad Rates

All advertisements in the newsletter will be priced --per month-- as follows:

- Qtr Page ad (4" wide x 4" tall) will be \$10.00
- Half Page ad (8" wide x 4" tall) will be \$20.00
- Full Page ad (8" wide x 8" tall) will be \$35.00

Note that **ALL PROCEEDS for your ads go into our Scholarship fund** for young women in area high schools. Please know that this has a much wider audience now, since each current N.E.W. newsletter is posted for all visitors to view. We also are linked directly into RWBC (Richmond Women's Business Consortium), another wide source of interested visitors!

Order your ad for a **complete year** and **SAVE \$\$\$**. It will be 20% less when paid in advance.

- 12 Mo. of Qtr page ad: \$120 – \$24 = \$96 total
- 12 Mo. of Half page ad: \$240 – \$48 = \$192 total
- 12 Mo. of Full page ad: \$420 – \$84 = \$336 total

Questions? Please contact Porter Smith-Thayer, editor, at porter@graphicpresentations.com. **NOTE: Checks (made payable to N.E.W.) for Advertisements must be paid in advance of placement into the newsletter.** Send directly to Porter at 10102 Hearthrock Ct, Richmond, VA 23233. Send all ads (300 dpi PDF or JPEG), articles, photos, notices that relate to N.E.W. to Porter at email address above.

"I have taught hundreds of women how to best bring out their personal beauty, as well as thousands of professional makeup artists how to teach their clients how to apply makeup – perfectly every time. I would love to share with you my top beauty tips to make 'making up' easy, fun, and beautiful!" – SUSIE GALVEZ

Always Wanted Your Makeup to Look Great, But Never Knew How?

It's time to get the confidence you deserve and take a makeup lesson from a pro who can teach you how!

Your makeup lesson includes:

- An application of my at-home Hello Beautiful Professional Skin Peel Facial
- How to correct and conceal under eye circles and dark spots
- How to perfectly blend foundation
- How to apply blush so it won't rub off all day
- How to showcase your eyes beautifully
- How to create perfect looking lips
- Step-by-step Instruction How-To Sheet
- A complimentary travel brush set for your purse or trips
- A review of your current cosmetics and my personal advice of what works best for you

This is a fun hands-on learning experience. After I teach you how to create your very own signature look on one side of your face you practice by completing the look! Once you master these easy-to-learn techniques – it will take you only 10 minutes to apply your makeup!

One-on-One Session
Individual Lesson
\$75 (1 hour)

**Make it a Fun
Girlfriends Night!**
Groups of up to 5
\$45 each (2 hours)

Let's get your beauty started!

Call me at 364-7113 or e-mail me at susie@susiegalvez.com to arrange your very special lesson in looking your very best!



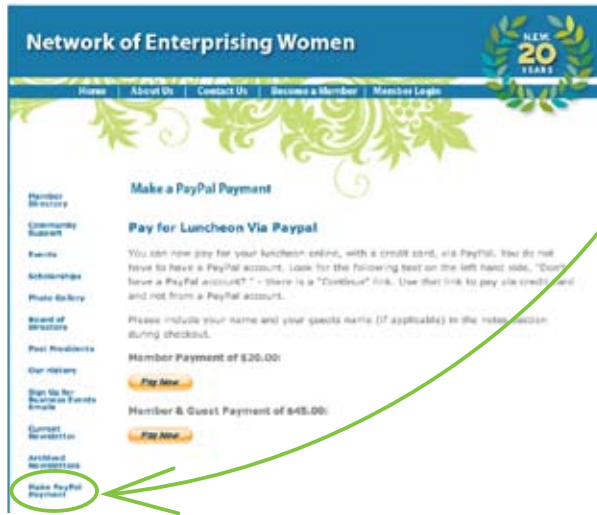
Susie



Be ready to bid on our May 7 Luncheon Auction Item:

\$125.00 Gift Certificate for a Family Portrait session from Moments by Maggi

PayPal™



Prepay for your Wednesday, May 7 Luncheon with PayPal!

Enjoy the convenience of using PYPAL to make life easier when you come to the N.E.W. Luncheons! Simply go to the website, NetworkofEnterprisingWomen.org, log in as a member, and see PayPal at the bottom of the left menu. Just click and follow the directions to pay for your luncheon.

✿ After you have made your payment, be sure to send a confirmation email to Diana Donald at dianadonald1809@comcast.net so she can tell Willow Oaks the number of people attending.



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MAY BIRTHDAYS!

SALLY HIRSCH

BARBARA NORDBLOM 5/5

ANGIE R. FURBEE 5/9

DEBI FARLEY 5/10

JANET DESHAZO 5/11

TERRI FRAZIER 5/11

EMMALYNE RICH 5/15

TERRY FAUERBACH 5/16

SHERON D. NICODEMUS 5/16

JANINE ORR 5/16

DEBBIE LANGE 5/28

PAM DAVIS 5/30

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