

Celebrating our
20th year

SUCCESS CONNECTIONS

A publication of the Women's Success Network

June 2005

Wednesday, June 1
Networking: 6:00
Dinner: 6:30
Saphire Manor and
Inn, Sharon

WSN's Annual Meeting Senator Karen Spilka to speak at June 1 Scholarship Dinner

Our June 1st meeting will feature Karen Spilka, Massachusetts State Senator, who will talk about politics and how it can affect women in business. The meeting will be at the Saphire Manor and Inn in Sharon (menu on page four).

Senator Spilka will speak about her responsibilities as a State Senator, how she got to this position, and why she wanted to get involved in politics. Karen will also address how politics and what happens in the State House can affect women in business.

Are there any issues pending that will affect our businesses in either a positive or negative way? What

Awards Dinner

The Elizabeth Fordham Wajer Scholarship Awards will be presented at the Wednesday, June 1 dinner. Our annual scholarships support working women looking to continue their education. Thanks to all those who donated raffle items this past year. Your support makes this scholarship program possible.

avenues are out there that we do not know about but that we can take advantage of to improve our businesses? Are there any areas where our involvement could be beneficial?



Women's Success Network

Women's Success Network
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For on-line information about
Women's Success Network,
check our website:
www.wsninc.org

WSN's summer schedule

WSN does not meet in July and August. We'll start up again in the fall with our first meeting scheduled for Wednesday, September 7.

You'll receive your next Success Connection and upcoming meeting information in mid- August.



Have a wonderful summer!

From Your Chair

The upcoming June meeting will officially end the 2004 – 2005 year for WSN. It has been an exciting year for me and I hope one for you as well. I have watched our membership grow. I have seen an increase in our attendance at our monthly meetings. I have seen a dedication by our board that I have not seen in other organizations. And I have seen great enthusiasm among our members. We truly have made this a very successful year for WSN and its members.

As we are ending this year, the board is actively planning for the 2005-2006. We want to build on what we have accomplished and make this upcoming year even better for our members. There is still plenty of time to give us your suggestions on venues for our meetings, speakers, programs, the newsletter, the Web site, and The Connection. We would welcome your input as we plan for next year.

On a personal note, I want to take this opportunity to thank everyone on the current board for all of their many hours devoted to WSN. Without their assistance, we would not have accomplished what we did.

See you at the June Scholarship meeting. Have a great summer!



Marleen Wolfe, Chair, WSN Board

About Us

Cruises Inc. Specialist, **Sharon Savage** of Attleboro recently attended ASTA & NACTA'S CruiseFest 2005, in Miami Florida. Approximately 1000 cruise professionals were at this event.

• The Success Connection welcomes information about you, our members. If you have received an award, have a promotion, are active in some organization, or have an upcoming activity that would interest members - send the information to the About Us feature (lmhilliard@aol.com).

From the editor

All contributions to our newsletter are welcome. Let us know of your personal and professional changes, calendar events, and general items of interest.

Articles and suggestions may be sent to:
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WSN Profile

Interview with Linda Miller-Foster of the United Chamber of Commerce

Linda Miller-Foster has been the vice president of the United Chamber of Commerce in Franklin for over three years. In this interview, Linda discusses how the chamber helps businesses and the community in Bellingham, Blackstone, Foxboro, Franklin, Medfield, Medway, Millis, Norfolk and Wrentham.

Some of our members may not be familiar with the United Chamber. How does it help local businesses?

Close to 85% of our membership is made up of businesses with less than 10 employees, and a majority of our members employ less than five workers. Our mission is to encourage our nine-town region to thrive with the support of the business community. We try to accomplish three basic missions. One is to help the community – raising funds for the community, attending community meetings and voicing opinions of what they think would be beneficial or not beneficial for a community. Right now, the United Chamber is doing a fundraiser with 50% going to the Hockomock Area YMCA. Called the United Challenge, it's a combination of a 20-mile bike trek and a 5K run or walkathon.

We also help with economic development. We try to keep an eye out for any areas on local/state level where we need to advocate legislatively. For instance, we always advocate

against the dual tax rate – businesses are taxed at a higher rate than residential.

Our last area to focus on is to help the business community in any way shape or form and that encompasses a broad umbrella of services. For example, we help companies with certificates of origin and we provide access to group healthcare and networking and marketing opportunities.

How does the Chamber help members network and promote their business?

Once a month we offer a Business-After-Hours in which members meet face to face and exchange business cards. We also offer three referral exchange groups — one person from each specialty area networks with each other.

In addition to marketing

assistance and advice, we help members with Internet and Web site development. We also offer expos with other regional chambers in May and October.

How else do you help the community?

I also do volunteer work and belong to several boards – the Metro Southwest/I-95 South Partnership, the Franklin Downtown Partnership and the Rotary Club.

Donna Sussman

Editor's Note: A special thanks to Donna who has been writing the WSN profiles this past year. Donna is going to step down as our writer and we need a new profiler. If you enjoy talking to fascinating people and writing articles, contact Linda Hilliard at newsletter@wsninc.org

WSN is a NAFE affiliate

The Women's Success Network is an affiliate of the National Association for Female Executives (NAFE), the largest women's professional association and the largest women business owners' organization in the country. NAFE provides resources and services – through education, networking, and public advocacy – to empower its members to achieve career success and financial security.

Visit the NAFE website at <http://www.nafe.com> - or there is a link through the WSN website. NAFE, 260 Madison Avenue, 3rd Floor, New York, NY 10016 or fax to 212-351-6486.

May raffle donations

Thanks to the following members who donated to our May raffle. We brought in \$305.

Bonnie Barnett (First Impressions), Lisa Berch (Attorney), Alisa Katz Campbell (Attorney), Nancy Cassano (Traveling Vineyard), Jane Curran (Jane's Frames), Jo Frongillo (Little White House Dressmakers), Claudette Kokolski (Made to Order), Barbara Howard (Strata Bank), Cheryl Reed (Silpada Designs), Roxanne Richard (WSI Internet Consulting), Margot

Rivelis (Dazzle Me Jewelry), Susan Russo (Northeast Publishing), Sharon Savage (Cruises, Inc.), and Elizabeth Scully (Weekenders).

Monies raised in the monthly raffles go to the Elizabeth F. Wazer Scholarship Fund. Scholarships are awarded to help women pursue educational and professional opportunities.

Remember, if you are donating items to the monthly raffle, please attach your business card to the gift.

June 1 Meeting
Saphire Manor and Inn
164 Massapoag Avenue, Sharon
781-784-2400

House Salad
Fresh Rolls & Butter

Choice of:

- Baked scrod with rice pilaf and vegetables
- Chicken and broccoli with ziti
- Eggplant strudel - eggplant layered with red pepper, portabella mushrooms, asiago cheese and roasted red pepper sauce

Chocolate Lover's Treat
Coffee or Tea

Connectively Speaking



Connectively Speaking is an opportunity for members to publicly thank one another for any support and help. Whether it's a business referral, a kindness, or other type of reaching out, this is a chance to acknowledge that person.

• **Teresa Rizzo** would like to thank **Linda Hilliard** for referring a new customer requiring transcription services. "You must really listen to those introductions carefully."

• **Bonnie Barnett** wishes to thank **Martha Whyte** and **Betty Kushner** for their continued business. Bonnie wants to give **Maureen O'Connor** a big thank you for running the fashion show. She did a great job and we all owe her a debt of gratitude. Thanks Maureen!

• **Carla Cataldo** would like to thank **Martha Whyte** for her

recent referrals to Proposals, Etc.

• **Nancy Cantor** wishes to thank **Barbara Cappadona, Linda Hilliard** and **Cat Colson** for their support and help in developing the Dream Year 2005 Conference on May 21. She also thanks WSN members who have signed up for the conference and are advertising in the program book.

Membership Update

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If you would like to have a display table at a monthly meeting, speak to Betty Kushner. If you are signed up for a table - and can't make it, please let Betty know; she sometimes has a waiting list.

Interested in joining WSN? There's an application on the website at www.wsninc.org or contact Candace Sallale at membership@wsninc.org