

# SUCCESS CONNECTIONS

A publication of the Women's Success Network

May 2005

## Mentoring Month

## Mentoring: A Key to Success

Wednesday, May 4  
Networking: 6:00  
Dinner: 6:30  
Saphire Manor and  
Inn, Sharon  
Menu appears on  
page four

**W**SN's May 4 meeting will feature Nancy Cantor. We will celebrate and understand the power of mentoring for individuals and organizations. During the last Babson Women's Leadership Conference, both keynote speakers mentioned that they attributed their success to having a mentor. Women are natural nurturers and sharers of wisdom. During this interactive presentation, we will explore how these positive relationships can be generated, and discuss guidelines for receiving the best results. Please invite your own mentors and mentees so that you can

acknowledge them. We will look at creating a mentoring component within the WSN organization.

### Bring your mentor/mentee

Your special mentor or mentee will be able to attend this meeting at the member rate of \$22. Be sure your guest's name is included on your reservation form so we know it is your mentor/mentee. Traditionally, the May meeting is also open to our older children (Note: this meeting is not meant for very young children.) There will be a special children's menu choice.

**Upcoming meetings**  
June 1 - Saphire Manor  
Senator Karen Spilka



*Women's Success Network*

Women's Success Network  
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Franklin, MA 02038-0372

For on-line information about  
Women's Success Network,  
check our website:  
[www.wsninc.org](http://www.wsninc.org)

## Scholarship deadline is April 30

April 30 is the deadline to submit an application for WSN's annual Elizabeth F. Wajer Scholarship Fund, which provides scholarships each year to women who desire to advance or change their careers through education and training.

The scholarships are primarily for "non-traditional" woman learners who are obtaining or advancing skills through college or professional development courses. As there are many other financial aid options available to the traditional student, students attending college directly from high school are not eligible for this scholarship.

Our scholarships are funded

entirely by members. The proceeds from our monthly meeting raffle support the scholarship fund. Members donate the products and services for the raffle.

- The range of scholarships are from \$250 to \$1,500 and are awarded at the sole discretion of the Scholarship Committee.
- Applicants must be enrolled in a specific course or program, have well-defined and obtainable goals, and demonstrate financial need.
- Applicants must live in Eastern Massachusetts or Northern Rhode Island, be available for a personal

*Continued on page four*

## From Your Chair

In your business or personal life, is there a person you feel has contributed to your success? Is there someone close to you, either through your business or through your personal life, you have been able to help? Is there someone who is always there to provide moral support, someone to brainstorm with, someone to bounce ideas off, someone who has been there for you? Think about it for a minute. I am sure you can come up with at least 1 or 2 people. I know I can. My husband is my mentor. He is that one individual who has always been there to help me grow both professionally and personally. Whenever I have questioned whether I can do something, he always gives me the confidence to move ahead. There has never been a day since I have known him that I have not done something I wanted to do. He is always pushing me forward.

I have tried to pass my experience as a professional woman, wife and mother onto my daughter. She constantly tells me how I inspire her as she sees what I have accomplished. This makes me feel terrific to know I have in some small way, contributed to her success today.

Join me at the May meeting to discuss mentoring and learn how you can mentor others and learn from your own mentor. We will walk away with a renewed spirit in ourselves.



Marleen Wolfe, Chair, WSN Board

## PayPal Scam - be careful!

Last month there was a fraudulent e-mail scam related to PayPal. Individuals would receive an e-mail requesting they "visit the following link" to confirm their personal information or their account would be terminated. The scam lasted for three days; it has now been shut down. However, anyone is susceptible to receiving similar e-mail in the future.

It is strongly advised to NEVER click on any link you might receive in an e-mail requesting confirmation of personal information. Even if the link looks legitimate and looks like it will send you to a secure site, it won't. The text of a link can say anything but where it points to can be completely different.

In the Pay Pal scam, there was a request for credit card numbers, expiration dates, and ATM PINs. Does that even make sense? Why would PayPal need to know your ATM PIN?

Bottom line again - NEVER click on a link which requests confidential information. Go directly to the website and update your personal information.

## 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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# Interview with Margot Rivelis, Dazzle Me! Jewelry

After dabbling with jewelry a few years ago with her mother, Margot Rivelis now makes one-of-a-kind jewelry for her 400-500 clients.

## **When did it stop being a hobby and grow into something more?**

About three and half years ago, I was making lots and lots of earrings for fun – more than I can wear. I had a friend who used to do all the local craft shows and she gave me a little corner of her table. I had a jewelry tray and customers would come up and ask me to make them smaller or other alterations. And that's how I really grew.

My focus is not making a living at this [Margot is a part-time nursery school teacher in Medway], so I can comfortably do fundraisers without getting anxious about the bottom line.

After doing the craft shows, I went to Franklin Gift Gallery, which is no longer here. I was selling earrings and bracelets, but they wanted an exclusive. Plus, I realized that two earrings a month were a waste of my time. So I decided to do home parties and that really took off.

For the 2003 holiday season, I was doing three parties a week. It was out of control, because pretty much everything I do is made to order.

Right now, I'm doing maybe one party a month. My clients are mostly women in their 30s and 40s who keep calling me back, and I have people finding me on the Internet and placing orders.

Last November, a woman who works for the CEO of BF Goodrich Employees Federal Credit Union called to order 60 of my bookmarks – all to be done in less than a week. When they received them, the CEO personally called me and ordered 20 more. That was over \$1,000.

I asked the woman how they found me and she said she googled sterling silver bookmarks and my company came up.

## **What about the fundraisers that you do?**

I donate 20% of my earnings to the charity. I've done fundraisers for my temple, local schools and have done a few with Melissa at Mel Diva Coffee House in Franklin. Every year I do one in November and one in the spring. I've raised money for Coffee Kids, a nonprofit group that helps coffee-grown commu-

nities with education, Breast Cancer Research and Franklin No Place For Hate Coalition. This year on April 30<sup>th</sup> I'm doing it again at MelDiva Coffee House and we'll be raising money for a Women's Battered Shelter in the area.

## **What makes your jewelry different from the competition?**

So much of my jewelry is personalized; 80% of my business is special orders. My mother's name bracelets are the most popular. I make the usual jewelry – earrings, bracelets, necklaces, watches, pins – but I also make baby spoons, bookmarks, key chains, torah pointers and wineglass markers. Everything is custom designed to what the customer wants. If I show them a particular piece of jewelry, they may ask if I have it in a particular bead or color.

*Donna Sussman*

## **Board position**

**Four WSN Board positions have opened up this year. Thanks to the following members who have volunteered to serve, beginning in September. Terms are two years.**

- **Programs (co-chairs-2) - Carla Cataldo and Nancy Cantor**
- **Communications - open**
- **Executive Director - Nancy Parchesky**
- **Ambassador (adjunct position) - Colette Stukas**

**A special note of thanks to the outgoing Board members: Christine Asmus is stepping down as co-chair of Programs; Linda Miller-Foster as Communications chair; and Bonnie Barnett as Executive Director. Carla Cataldo is moving from Ambassador to Programs. Thanks for your hard work and dedication!**

## Membership Update

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Interested in joining WSN? There's an application on the website at [www.wsninc.org](http://www.wsninc.org) or contact Candace Sallale at [membership@wsninc.org](mailto:membership@wsninc.org)

## Raffle donations

Thanks to the following members who donated to our March raffle. We brought in \$340.

Martha Whyte (Whyte Knight); Margot Rivelis (Dazzle Me Jewelry); Nancy Cantor (Cantor Consulting); Pat Dolloff (Backyard Gardens); Elizabeth Scully (Weekenders); Barbara Owen (Center for Integrated Therapy); Joyce Parlapiano (HighNote Reality); Barbara Cappadona (The Healing Space); Beth Herosy (Beyond Feng Shui)

Consider bringing a raffle prize to the May and June meetings. Our raffle coordinator is Donna Goulart.

## 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.*

- **Jennifer Taddeo** would like to thank to **Deb Raymond** for catering a baby shower she threw recently - "the food was delicious, very well priced, and the whole experience was so easy for me!"
- **Joan Gagnon** would like to thank **Marc Lippa** for help with her mother's life line alarm system.

## Reminders

- There are numerous opportunities to network at WSN.
  - During the reception period (don't sit down - talk to people)
  - At your table during dinner
  - After dinner
  - Arrange to meet with fellow members outside of the meeting.
- Don't forget to bring lots of business cards to WSN meetings. Plus take advantage of the monthly Resource Table to display literature.
- 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](mailto:lmhilliard@aol.com)).
- WSN is about supporting each other. If you need a product or service, check out the WSN membership roster first.

May 4 Meeting  
Saphire Manor and Inn  
164 Massapoag Avenue, Sharon  
781-784-2400

House Salad  
Fresh Rolls & Butter

Choice of:

- Schrod Provencale
- Saphire Country Chicken
- Vegetable Primavera

There will be a special menu choice for younger children who attend (see reservation form).

Coffee or Tea  
Chocolate Lover's Treat

## Scholarship

*Continued from page one*

- interview, and be willing and able to attend the Scholarship Award dinner on the first Wednesday in June.
- The Scholarship Committee makes its decision and notifies applicants by the end of May.

Applications should be sent to  
Donna Goulart  
Women's Success Network  
PO Box 372  
Franklin, MA 02038-0372

Donna may be reached at 508-520-1755 or via e-mail at [scholarship@wsninc.org](mailto:scholarship@wsninc.org). Applications may also be completed on line at [www.wsninc.org](http://www.wsninc.org).

**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.**