

# SUCCESS CONNECTIONS

A publication of the Women's Success Network

February 2006

The February 1 menu  
appears on page three

Networking 6:00 pm  
Dinner 6:45 pm

**WSN:**  
**Women Helping Women -**  
**Both Professionally and**  
**Personally**

The 2006 *Connection*,  
WSN's membership  
directory, is now  
available. Directories  
may be picked up at  
the monthly meetings.  
To arrange to have a  
directory mailed to you,  
contact Membership  
chair Wendy Juergens at  
membership@wsninc.org  
There is a \$2.00 mailing  
fee.



*Women's Success Network*

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

## Annual Table Topics meeting

### Choose your topic in February

One of WSN's most popular meetings, Table Topics, features WSN members leading discussions about their vocations or avocations. This meeting will be held on Wednesday, February 1, at the Highland Country Club in Attleboro.

Members pick the topic they want to hear about. This is one meeting where you'll want to arrive early and claim your seat before you start networking.

#### Presenters:

• **Antique or junk? (Beverly Rollins)**  
How many times have you thrown something away and later saw a similar item on Antiques Road-show? Have you ever wondered if Aunt Betty's favorite vase is worth anything? Beverly will show several items picked from the junk pile,

which has a value that will surprise you.

• **Becoming a Chief Dream Officer (CDO) (Nancy Cantor)**

So many times we settle for the job or life-style that comes our way. Learn a powerful strategy for taking on leadership in your own work and life. Discover what it means to be a Chief Dream Officer and master your destiny.

• **Beyond HGTV -Decorating Secrets You Will Want To Know! (Heidi Caron-Guay)**

Does your home reflect the real you? Learn some quick and easy steps to help you decorate your home using what you already have as inspiration. Learn some great decorating tips, do's and don'ts, color trends, the art of "pulling it

*Continued on page four*

## From Wayside Family Programs

Dear Carla\* and the wonderful women from the Success Network,

We are very grateful that you chose us as your designated charity for holiday remembrance. Please know that your generosity will provide much needed support for our clients. Your donations are headed toward providing cell phones for victims in distress, sweat suits for women who are hospitalized for varied forms of abuse, and more.

Meeting you was indeed a pleasure and our entire team thanks you for your kindness.

\*Carla Cataldo

Sincerely,  
Debra Gabowitz

# Happy New Year!

At this time of year, there is much written about New Year's resolutions. One of my resolutions was to take a moment to present to you the many benefits of being a member of the Women's Success Network. I have been a WSN member for several years now, and I've always been impressed by the quality and professionalism of our membership. We are an amazing (and ever-growing) group of women who represent a wide range of professions and interests. Our directory, the *Connection*, has just been published. Take a minute and look at the business categories at the back of the book. Our 150+ members offer a wide range of services.

The WSN mission statement is "Women Helping Women - Both Professionally and Personally." Along the line of "helping professionally," I would like to suggest that when you are in need of a particular product or service, you consider the WSN membership. We are a talented group - you would be well served to refer your business to a WSN member. Many of us use one another's services. If you're considering hiring a WSN member, feel free to check with others for endorsements. Also, since we have the word "network" in our name, I would encourage you to build your business by networking with your fellow WSN members. Do one-on-one meetings over coffee or lunch, and learn as much as possible about each other's businesses.

As far as the "helping personally" part of our mission statement, I've seen countless examples of WSN members helping and supporting one another on a personal level. We send cards, we call, we visit - we become friends. To take full advantage of your membership, take the time to get to know each other. Meet outside of a monthly dinner meeting. Match names to faces, be aware of who's who, what issues they have going on in their lives, what's new and exciting, what's challenging, and what deserves congratulations. I've been lucky to have made many dear friendships through WSN, and I've also brought into WSN many friends that I knew would contribute to and benefit from the group.

As with any organization, with the Women's Success Network, you get out of it what you put in. If you simply want to enjoy a fine meal and an interesting speaker once a month - that's great. But if you want to be "Women Helping Women - Both Professionally and Personally" - then get going - and make your New Year's resolution to step up to what WSN is all about!

*Candace Sallale*  
*WSN Chair*

## 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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## Getting to know each other . . .

Most WSN members know each other on a professional level. During networking, we quickly discover what each of us does for a living. We're lawyers and coaches, we provide makeup services and food services, we're financial planners and web experts, we offer exercise and nutritional advice.

However, business is only one side of who we are as individuals. We're wives and significant others, we're mothers and grandmothers, we're the proud owners of cats and dogs and we are known and loved for much more than our 9 to 5 livelihood.

The Success Connection will run a new bridge building feature, entitled "Getting to Know You," in March and April.

- Do you have children, grandchildren (even great grandchildren)?
- Tell us about that degree you earned at night school.
- Are you a gourmet cook or do you raise prize orchids?
- Do you own the absolute cutest dog/cat in the world?
- Do you have an alternative life as an actress/singer/dancer?
- What about volunteering at a food pantry or homeless shelter?
- Do you have challenges (caring for an elderly parent or sick child, recovering from an illness) that others could relate to?

When someone asks "who are you and what do you do?" what is your non-business answer? Tell us by sending a brief e-mail to [newsletter@wsninc.org](mailto:newsletter@wsninc.org).

February 1 Meeting  
Highland Country Club,  
Attleboro

Garden Salad, Rolls and Butter

Choice Of:

Stuffed Chicken Breast with  
Rice Stuffing  
Filet of Sole with crab stuffing  
and lemon butter sauce  
Eggplant Primavera with pasta

Apple Pie a la mode  
Coffee and tea

## About Us

- Donna and David Waugh welcomed their son, Ethan Michael on August 31. Ethan joins Christina age 12 and Kevin age 9.
- Donna Waugh was featured in the November edition of *The Women's Page*. She was interviewed about how women's self-esteem and attitude is positively affected when they spend time taking care of their skin and applying a little make-up.

## Connectively Speaking



• **Carla C. Cataldo**, Proposals, Etc., would like to thank **Linda Hilliard** for last minute computer help on a tight federal grant proposal deadline in December. WSN women always come through in a pinch.

• **Donna Waugh**, Mary Kay:  
– Thanks to **Martha Whyte** for inviting me to participate in her Moms' Group Holiday Fair.  
– Thanks to **Roxanne Richard**, **Monica Fernandes**, **Dionne Katinas**, **Susan Dunbar**, **Michelle Raymond**, **Shelley Dyer**, **Jean**

**Erickson**, **Donna Goulart**, **Gail Leinen**, **Susan Rooks**, **Shannon Roy**, **Marilyn Scallon**, **Judy Switzer**, and **Joanie Winberg** for supporting me in my business over the past year.

– Thanks to everyone who stopped by my table at the Holiday Market.

• **Martha Whyte**, Whyte Knight:  
– Thanks to **Deb Raymond** for finishing(?) her holiday shopping with me.  
– Thanks also **Liz Scully** for taking care of those long distance relatives with gift catalogs, and

referring me to two of her friends.

• **Dr. Denise R. Foley**, Licensed Educational Psychologist, would like to thank:

– **Lisa Burlone** of the Gift Basket Peddler for the lovely condolences basket which Denise ordered for a colleague.

– Attorney **Jennifer Taddeo** and Attorney **Michelle Raymond** for their recommendations and referrals regarding small business legal and accounting matters.

– **Jo Frongillo** for excellent alterations on several items.

## Table Topics *Continued from page one*

all together," how to shop for furnishings, how to mix and match fabrics, etc. Walk away from this presentation with information, inspiration, and resources that you need, to start your own decorating project with confidence.

- **The College Search (Nancy Parchesky)**

Working with your children to find the right college can be very stressful. Learn the best ways to research college choices and support your child in finding and applying to the schools that will best serve their needs.

- **Take Control of Your Future: Estate Planning Essentials (Deborah Blum-Shore)**

The essence of estate planning is providing for your own disability and ensuring through your love, wisdom and resources that your loved ones will be cared for after you are gone in the same way you cared for them in life. Estate planning engages us in confronting the financial and emotional consequences of death and disability, and allows us to take control of our futures. We will discuss why you should plan ahead, what legal instruments can help you create a plan for managing your wealth while you are alive and for distributing it after your death, and how to get started. You will leave the evening knowing you have taken the first step in achieving peace of mind about your future!

- **Get Organized - Closets & Clutter Hot Spots (Tammy Costa)**

Create that fresh, organized look in your home and office. You will go through all the hot spots

and receive guidance on how to finally keep these areas organized.

- **Holistic Fitness - a synergy of mind, body and spirit (Andrea Longo)**

How does a busy career woman or mom find time to nourish her own body and soul? It's not as difficult as you may think.

Learn techniques to de-stress, renew and revitalize your life!

- **Make a "Dazzle Me" Creation (Margot Rivelis)**

Learn the different tools and findings used to make jewelry and then design your own keychain or bookmark. Receive materials, instructions and the inspiration to find the artist within.

- **Making the Most of Your Website (Roxanne E. Richard)**

Find out: Why most fail, how to make your site work for you, ways to find new clients using the Internet and about Customer Communication Plans.

- **Retirement Plans for Businesswomen (Candace Sallale)**

You will learn the different types of retirement savings plans available for various types of businesses - from sole proprietors, to partnerships, to businesses with 5 or 500 employees. You will review Traditional and ROTH IRAs, Simple Plans, Simplified Employee Pension (SEP) plans, 401k plans, and Profit Sharing Plans. Learn how to reach your retirement goals, even if you only have a small amount of money to put away each year.

## New member welcome

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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 [membership@wsninc.org](mailto:membership@wsninc.org)

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## Raffle donors

The list of January raffle donors will appear in the next newsletter.

If you would like a display table at a monthly meeting, contact Mary Chaffee at [displaytables@wsninc.org](mailto:displaytables@wsninc.org). If you are signed up for a table - and can't make it, please let Mary know; she sometimes has a waiting list.

## Weather Concern?

A major snow storm on a WSN meeting day?



If the decision is made to cancel a meeting due to weather, we will send an e-mail to those registered - or you may call the restaurant to determine whether they are closing due to the weather.

However, most restaurants do not close. If the restaurant remains open - we are locked into the reservation count and cannot provide refunds.