

SUCCESS CONNECTIONS

A publication of the Women's Success Network

February 2007

WSN:
Women Helping Women
- Professionally
and Personally

Coming up

March 7
Fitting Fitness Into Your
Busy Life: Andrea Longo

April 4
Fashion Show

May 2
Meeting TBA

June 6
Scholarship Event

February 7 meeting

Chose the topic that interests you

WSN's always popular Table Topics program, featuring our own WSN members, will be on February 7. Instead of one speaker for the evening, our members lead table discussions on different topics of interest. This year we have a wide variety of topics, appealing to personal and professional issues.

Come and enjoy one of the following presentations:

- **Buying and Preparing to Sell Real Estate in a Down Market** – Sharon Y. Kirsner, Re/Max Real Estate Center, and Heidi Caron-Guay, Dragonfly Interiors: Improving your position in both the Buying and Selling end with a little ingenuity. Learn the art of home staging and how it can boost a home's sale price and beat the days-on-the-market averages, pricing in today's market and taking advantage of your edge.
- **Fashion and Health, Using Crystals and Color** – Monica Fernandes, Lisbon Style: Learn the meaning of Crystals and Color in your fashion. The power of crystals can help not only your fashion style, but your health! Accessorize jewelry and improve your health with crystal and color therapies.
- **Health Insurance: What Does It All Mean?** – Kathleen Murphy McKenna, Senior Health Insurance Agent, Mid West National Life Insurance Company of TN: Overview of

LaFayette House in Foxboro
Networking at 6:00; Dinner at 6:30
Program at 8:00
Menu on page three

what health insurance is all about and the various definitions that go with it. Co-pays, deductibles, ambulatory testing, inpatient and out patient benefits, co-insurance, Mass Health, PPO, HMO, fee-for-service, Medicare and Medicaid.

- **How to Advertise Effectively and Locally** – Phyllis Cerel, Publisher, Community Resource Publishing: Learn ways to reach your local market. Inexpensive ways to get your message across to your core market, which is the town you are in and surrounding towns. Also a primer on how to put together an effective ad.
- **Live Your Dreams** – Nancy Cantor, Principal, Cantor Consulting: Everyone has dreams but we don't necessarily have access to fulfilling them. During this workshop, you will identify your dreams in the different areas of your life and uncover your private saboteur that gets in the way of realizing them.
- **Paperwork can be your friend!** – Lin Sherman, ALPICE Bookkeeping: Are you keeping the records you need for your business? Paper-

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Women's Success Network
P.O. Box 372
Franklin, MA 02038-0372

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



The new year was launched with WSN's outstanding "8-Minute Networking" program at the Highland Country Club in Attleboro. Jan Turner once again performed her mathematical wizardry and succeeded in moving more than 70 women around every 8 minutes so that everyone would have a chance to meet and network with 30 to 40 other attendees. Member and guest feedback was positive and enthusiastic about this exciting program. Without a doubt, "8-Minute Networking" has quickly become one of our most well-received and highly regarded - not to mention beneficial - programs. Thank you, Jan, for making this such a successful event!

Coming up in February is Table Topics. This is the meeting where you select the topic that interests you. Tables are staffed by professional and expert WSN members who each lead discussions on a variety of relevant subjects. Check the article on page one for more details. This is one meeting where you'll want to arrive early and claim your space.

The remainder of the WSN program year is shaping up to be one of our best. Our goal is to provide programs that enrich, educate, and enlighten our members. We'll be doing just that in the coming months, when we offer programs that offer us both professional and personal guidance and support.

We also have a couple of fun social events coming up, including our annual bus trip to the Mohegan Sun Casino. If you recall, this trip is all about the bus ride, so it doesn't matter whether you want to gamble, dine, or shop - you won't want to miss this fun trip! I guarantee you that after this bus ride, you'll know your fellow WSN members very well. In fact, you'll probably know way more about them than you ever wanted to! More details on this ever-popular trip will be coming soon.

It's not too soon to start thinking about next fall. Are you interested in serving a more active role within WSN? Several Board positions will be opening up. Check out our website at www.wsninc.org/talent_bank_form.htm for our new Talent Bank form. This is an opportunity for you to share your talents and skills - and have fun - while helping WSN.

Best wishes to you for a happy and healthy 2007. May this be your best year ever!

Candace Sallale

Scholarship donor thanks

The January scholarship raffle raised more than \$400: \$366 was from ticket sales, with another \$40 from Joanie Winberg's book sales. Thanks, Joanie!

Thanks to the following donors: Jane Curran, Wendy

Juergens, Barbara Manuelpillai, Suzanne McMillen, Nancy Parchesky, Cheryl Reed, Roxanne Richard, Kathleen Ronzio, Liz Scully, Cathy Sutton, Catherine Wesalowski, Martha Whyte

Board of Directors Contact Information

Chair: Candace Sallale
508-222-7105
chairperson@wsninc.org

Secretary: Liz Scully 617-277-7135
secretary@wsninc.org

Treasurer: Teresa Rizzo
508-543-6388
treasurer@wsninc.org

Advisors:
Nancy Parchesky 508-528-1224
advisor1@wsninc.org
Donna Goulart
508-520-1755 x 212
advisor2@wsninc.org

Membership:
Wendy Juergens 508-543-8836
membership@wsninc.org

Programs:
Carla C. Cataldo 508-533-3519
Roxanne Richard 508-717-7179
programs@wsninc.org

Publicity: Sharon Savage
508-226-2638
publicity@wsninc.org

Reservations:
Deet Turnage 781-828-3500
Bonnie Barnett 508-520-4043
reservations@wsninc.org

Scholarship:
Cheryl Reed 508-543-5762
Barbara Manuelpillai
508-668-8435
scholarship@wsninc.org

Ambassador: Michelle Raymond
508-541-3000
ambassadors@wsninc.org

Newsletter/Database:
Linda Hilliard, 508-879-5943
newsletter@wsninc.org

Display Tables:
Betty Kushner, 508-520-3295
displaytables@wsninc.org

Webmaster: Jan Turner
508-528-2876
webmaster@wsninc.org

WSN Profile: Mary Anne Dean

If you've met Mary Anne Dean at a monthly meeting, you might not know that she is one of the founding members of the Women's Success Network. Mary Anne cannot remember everything she did in the early years, but she certainly helped lay the foundations of the group that began in 1985.

"I helped with developing the mission, goals and strategies, as well as planning the initial programs that would encourage women to join WSN. It is amazing to look back at what our vision was and to see how WSN definitely continues to meet an important need and that so many members are engaged in making it such a successful organization!"

A long-time public relations director at Dean College, Mary Anne spent 22 years there, taking on responsibilities in publications, sports information and corporate giving. Currently she is the Dean of Professional and Resource Development at Middlesex Community College, a position she's held since 1995. She and husband Dick have two children, Geoff, 24, who works

at Investors Bank and Trust in Boston, and Christina, 21, who is a junior at James Madison University in Virginia.

In addition to her professional work, Mary Anne "moonlights" as a marketer for her husband's limousine business, Classic Elegance Limousine, based in Franklin. A ten-year old company of three-part time employees and the owner, Classic Elegance prides itself on providing high quality, reliable and courteous service for customers who need transportation to airports, meetings, and special events. Mary Anne notes that "Dick has never missed picking up a client from home or the airport in ten years". The company uses three late-model town cars and a classic

1952 Bentley Mark VI for weddings and special occasions.

Through the many recommendations from former clients, including WSN referrals, Classic Elegance maintains a steady schedule, particularly in the fall, winter and spring. Mary Anne comments that winter weather poses the greatest headache in the limo business, when changing plane schedules and airport security rules require limo drivers to constantly rearrange their own schedules, with more frequent early morning runs of 5:00am or earlier.

Although she shuns the spotlight, Mary Anne continues to use her marketing skills, at home and at work.

Susan Hafner

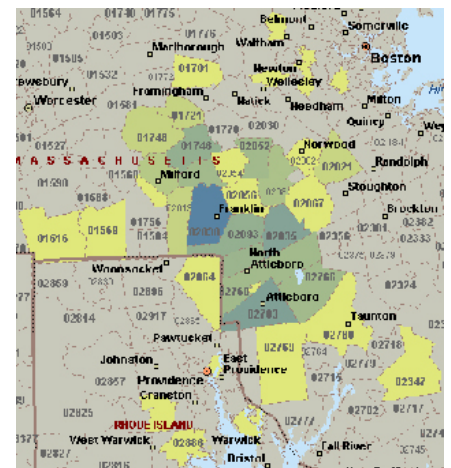
Where do we come from?

WSN members come from Massachusetts and Rhode Island. Here's a breakdown of membership by zip code.

Massachusetts

Franklin	37	Lakeville	1
Attleboro	12	Millis	1
Foxboro	10	Norfolk	1
Holliston	7	Norwood	1
Plainville	6	Rehoboth	1
Wrentham	6	S Attleboro	1
Medfield	5	Sharon	1
Medway	5	Sheldonville	1
N Attleboro	5	Taunton	1
Norton	5	Uxbridge	1
Walpole	5	Waltham	1
Mansfield	4	Wellesley	1
Milford	3		
Ashland	2		
Bellingham	2		
Canton	2		
Hopkinton	2		
Newton	2		
Attleboro Falls	1		
Douglas	1		
E Mansfield	1		
Foxborough	1		
Framingham	1		
Hopedale	1		
Jamaica Plain	1		

Rhode Island	
Barrington	1
Cranston	1
Cumberland	1
Newport	1
Providence	1
Warwick	1



About Us

Carla C. Cataldo is proud to announce her new E-Study Guide, co-written with Gail R. Shapiro, called "Introduction to Grant Proposal Writing: A Self-Study Guide." The nine-chapter Electronic Guide contains all the information that you need to know about writing a successful grant proposal, and is available for \$29.95 at: www.gailshapiro.com/pages/proposal_guide.htm.

Table Topics *Continued from page one*

work can be your friend - and a big help at tax time. Tips on dealing with the paperwork of your business.

• **Portraits are Family History** – Valerie Larsen, Valerie Larsen Photography: You'll learn about the personal value of portraiture, types of film, cameras, storage of images, where to print, good companies for printing, creating cards, creating books and calendars. Find out why to NOT print photos through a normal printer and why you shouldn't leave them in your computer.

• **Sugar Blues** – Diane Scheinman, Holistic Health Counselor, Pathways for Health: Are you suffering from the Sugar Blues after the holidays? Are you constantly craving sweets and want to understand why? Do you want to gain control without willpower or deprivation? A Health, Nutrition and Lifestyle Counselor, Diane will help you understand your sugar cravings. She will help you deconstruct your cravings

Lafayette House

Route 1, Foxboro, MA
508-543-5344

Mesclun greens and Romaine lettuce topped with carrots, tomato, red onions and cucumber

CHICKEN LA FLEUR - Fresh sauteed spinach, sliced tomato, melted mozzarella and a rich garlic wine sauce

GRILLED ATLANTIC SALMON
- topped with lemon dill sauce
Served with oven roasted potatoes and a vegetable

PENNE PASTA with grilled vegetables

Chocolate Mousse

and get to the basic facts about why your body is craving sugar. Learn about many alternatives to overcome your sugar addiction.

• **The College Search** – Nancy Parchesky, Personal College Advising: Tips and a plan for a personal college search for your middle and early high-school student. The presentation is geared to parents of 8th, 9th, and 10th graders. Things you need to know as a parent that no one will tell you.

• **What Every Woman Should Know About the Law** – Michelle Raymond, Esquire & Jennifer Taddeo, Esquire: A brief overview of how the law affects our lives as women – as a wife, daughter, mother, employee, employer & entrepreneur. How do we protect ourselves and our families? Legal and practical tips for preventing and overcoming life's pitfalls.

• **When Work and Life Collide: Balancing Personal and Professional Health** – Joanie Winberg, The Happy Wednesday Lady: Would you like to enjoy a lifestyle with more ease, less stress and a lot more fun? How do you manage to remain professionally and personally fulfilled in the wake of lifestyle changes? This workshop highlights strategies that women can employ to achieve a feeling of centeredness or balance in their personal and professional life. Learn how to: Easily attract more prosperity and success into your life; Live a life with more work/life balance even when there is no end in sight; Manage your energy to produce the results you want.

Job Find!

Can WSN help you find a job? The Success Connection has launched a monthly Job Find section. If you're looking for a job (or career change), send us a one paragraph commercial about yourself and we'll run it in the newsletter. Likewise, if you are hiring, send a description of what you need. You might find the perfect fit from the WSN membership. Write newsletter@wsninc.org.

• Snow, Snow, Snow!

If the decision is made to cancel a WSN meeting due to a snow storm, we will send an e-mail to those registered



- or you may

call the restaurant to determine whether they are closing.

However, if the restaurant remains open - we are locked into the reservation count and cannot provide refunds.

Old WSN website is gone

www.womensuccess.org is no longer valid. The current WSN website (which we've used for the last three years) is www.wsninc.org. You may want to change your bookmark to wsninc.org.

Display Tables

If you would like a display table at a monthly meeting, contact Betty Kushner at displaytables@wsninc.org. Every member is entitled to have a free display table once a year. If you are signed up for a table - and can't make it, let Betty know; she sometimes has a waiting list.