

Success Connection

A publication of the Women's Success Network

October 2007

Women's Success Network

P.O. Box 372
Franklin, MA 02038-0372

For on-line information about Women's Success Network, check out our website:

www.wsninc.org

Women Helping Women - Professionally and Personally

Highland Country
104 Mechanic Street
Attleboro, MA
508-222-0569

Dinner at 6:00
Networking at 7:00

Menu

- Chicken Marsala
- Baked Scrod
- Garlic mashed potatoes and seasonal fresh vegetables

- Vegetarian lasagna with pink vodka sauce

Garden salad with choice of dressing

Italian pastries for dessert

Bread, butter and coffee or tea

New Scholarship format - win the prize you want!

October is Membership Month Speed Networking returns for October 3 WSN meeting

One of WSN's most popular programs is back in October - Speed Networking!

On Wednesday, October 3, instead of our usual after-dinner speaker, members and guests will rotate from table to table and network with other attendees. Dinner will be served promptly at 6:00 (be sure to arrive on time), beginning at 7:00, attendees will move from table to table so that they are able to network with half the people at the meeting. We then get to meet the rest of the attendees at the March 2008 Speed Networking meeting. Board members will be assigned to each table to keep the flow - and conversation - moving.

This exceptional networking opportunity will allow you to meet many more WSN members! All attendees will have one minute per table to talk about themselves. You'll do your introduction multiple times as you move from table to table.

You'll need to practice for this meeting so that you can include the important information about your business and yourself in the 60-second time allotment. The concept is for people to learn just enough about each other so they can decide if they want to get to know a particular member through a separate one-on-one meeting or catch up with that member at a future WSN meeting.

The meeting will be held at the Highland Country Club. Business will be conducted as people eat (including the raffle). The networking table rotations will be held from 7:00 until 8:45.

Although you may want to bring extra business cards, we'll also have a detailed contact information of everyone who attends the meeting.

Special Note: October is WSN Membership Month. Bring a guest at the member dinner rate of \$22!

To register for this meeting - and to make your menu selection, click on this link www.wsninc.org/reservation/reservation.html. You may register on line using PayPal - or print out a copy of the form and send it to the post office box (address above). The deadline to register is September 21 for mail registrations and September 25 for online reservations.



From the Chair

September's meeting was a great start for the WSN program year. Norm Bossio was a terrific speaker -not only did he have us laughing out

Each of the door prizes will have a cup in front of it. You put your raffle ticket in the cup of the prize(s) you want to win.

Thank to these September Raffle donors we raised \$321.00 for the scholarship fund.

Lu-Anne Beers (Arbonne Intl), Amy Buliung (Franklin Mortgage), Phyllis Cerel (Community Resource Publishing), Laurie Frizzell (Avon), Joan Gagnon (Gagnon Investments), Kathy Hinds (Touch Peace Massage), Dionne Katinas (Art House Greetings), Barbara Manuelpillai (Mary Kay), Joyce Parlapiano (High Note Realty), Cheryl Reed (Silpada Designs), Roxanne Richard (Attorney) Bev Rollins (Blue Calla Lily), Cathy Sutton (Happy Tails Doggy Day Care), Deet Turnage (Assist 2 Sell)

Policy Reminder

WSN does not provide refunds for missed meetings. If you sign up for a meeting, but are unable to attend, consider inviting a friend or associate to take your place. If you do send a sub, please notify Bev Rollins at reservations@wsninc.org so that she can welcome your guest.

WSN Board

Chair:
Candace Sallale:
chairperson@wsninc.org

loud, but he also had an important message for all of us who sometimes feel like we may be Sinking on the Titanic. Some of my favorite quote's of Norms were: "Love what you do or find something else to do." "Ever notice how all the miserable people clump together?" "Vision without effort is fantasy; effort without vision is drudgery." and "Go to the edge...and soar." Norm provided us with lots of opportunities to look inward at our Type A behaviors and set our priorities back on track. He left us with much to think about as we start the routines of the new school year and program years for all of our professional and volunteer groups.

Our next meeting is the always popular Speed Networking (formerly known as Eight-Minute Networking). This is the program where you get to meet lots of people by networking from table to table. There's a lot of moving around at this meeting, but this is a golden opportunity to get yourself known by the WSN membership. The secret to this program is to come prepared and rehearse your one minute pitch so that everyone you talk to will want to get to know more about you and your business. This is also Membership Month - a good chance to introduce a friend or associate to WSN. All guests and visitors pay the reduced member price of \$22 for dinner.

It's Connection time! The Connection is WSN's annual directory of members. There are two aspects to the Connection: One is the roster with all our names, addresses and business information. The other is advertising! This is an opportunity for you to promote your business inexpensively and effectively. For \$125 - or less - your ad will be in front of potential clients every time they refer to the Connection to look up an address. It's a terrific advertising opportunity at a great price.

Something new and different this year is the way we handle the scholarship raffle. After a couple of test runs last year, our Scholarship Chairs have set up the raffle so that may you win the prize you want. Place your tickets at the raffle prizes you want,. Enchanted by the hanging mum? Bet all your tickets on that one prize.

Finally - a word of thanks to the new Board which has jumped in with enthusiasm. You'll see their names elsewhere in this issue. Please don't hesitate to speak to anyone on the board with your thoughts, concerns, suggestions.

Candace Sallale
WSN Chair

Advertising opportunity Work begins on the Connection, WSN's roster

The Connection, WSN's annual roster of women in business, is not only a handy reference, but an outstanding marketing tool. In addition to free alphabetical and business listings, members are able to purchase display ad space to highlight their businesses and services.

The information that appears on the WSN webpage is what will

Vice Chair:
Roxanne Richard:
vicechairperson@wsninc.org

Secretary:
Amy Buliung:
secretary@wsninc.org

Treasurer:
Heather Johnson:
treasurer@wsninc.org

Membership:
Michelle Raymond:
membership@wsninc.org

Programs:
Joyce Parlapiano and Joanie Winberg:
programs@wsninc.org

Publicity:
Sharon Savage:
publicity@wsninc.org

Reservations:
Deet Turnage and Bev Rollins:
reservations@wsninc.org

Scholarship:
Barbara Manuepillai and Cheryl Reed:
scholarship@wsninc.org

Non voting and adjunct

Advisors:
Nancy Parchesky:
advisor1@wsninc.org
Donna Goulart:
advisor2@wsninc.org

Ambassadors:
Donna Waugh:
ambassadors@wsninc.org

Newsletter:
Linda Hilliard:
newsletter@wsninc.org

Display Tables:
Betty Kushner:
displaytables@wsninc.org

appear in the Connection. If you have any changes, use the web form for updates.

Include your photo

You have the option of including a head and shoulders photo at no additional cost. The photo can be any size but your face should be no smaller than 1-inch tall. Please put your name and address on the reverse side. Please email to linda@hilliardcommunications.com.

Buy a Display Ad

A display ad in the Connection is a great way to promote your business! There are several sizes and price ranges

- Full page \$125
- Half page \$80
- Business card \$50

Send electronic files of ads to Linda Hilliard at linda@HilliardCommunications.com. Checks should be sent to the WSN post office box at PO Box 372, Franklin, MA 02038-0372. For those who need assistance designing an ad, there is a \$35 hourly rate available.

Member Profile: Roxanne Richard

by Susan Hafner

When 12-year-old Roxanne Richard told her father that she wanted to be a lawyer, she wasn't kidding. After graduating from Bentley College and spending some time in the work force, Richard attended New England School of Law and was a practicing lawyer by age 30. Her law firm provides "practical and effective legal advice in business and real estate matters", according to her WSN profile.

The North Attleboro resident later merged her legal background with her sales and marketing experience to add a new job title to her resume-internet consulting. At this time with her law practice being the dominant driver of her day- to-day activities, she admits that she is choosy about how much internet related work she accepts. "I do internet consulting only by referral with a maximum of one project per quarter. This field allows me to use the "other" side of my brain."

The current vice-chair of Women's Success Network and member since 2005, Richard notes that the group was one of the very first that she joined when she started her internet business in 2004. She points out that she has not only obtained business from WSN members, but she has also provided useful referrals to her clients from WSN professionals in different fields. "The collegial relationship in WSN is invaluable," Richard says.

Having two businesses creates long work weeks, and when asked about family, Richard comments that she and husband Jim have "no kids and no pets." And probably not much free time either!

Save the Date - Saturday, December 1



WSN's second Annual Holiday Bazaar will be on Saturday, December 1. Members will have an opportunity to obtain a display table to sell their holiday gift items and services. Contact Barbara Mannualpillai for more information.

New Members

Christine C. Dreier

Founder / President
CHRISTINE MARIE COSMETICS
1 Dover Circle
Franklin, MA 02038
617-244-2356 Alt 508-541-8886
scarletto8@aol.com

An all natural mineral makeup and skin care line. Designed for very sensitive skin, pre and post operative, rosacea. All products are botanically and vitamin based. Available for dermatologists, Plastic surgeons, Fine Salons and Spas.

Debra DuPlessie

Consultant / Director
Mary Kay Cosmetics Inc.
47 Patterson Street
Attleboro, MA 02703
508-226-1705 Alt 508-320-3718 Cell: 508-320-3718
Fax: 508-699-7897

dduplessie@marykay.com
www.marykay.com/dduplessie

Offer women opportunity to try personalized skincare, color and bodycare products. Focus on her image, life-style and preferences. Brides are a specialty. I provide great service and have a fabulous selection of products.

Sue Haley

Independent Sales Consultant
CAbi
2 Fredrickson Rd.
Norfolk, MA 02056
508-520-3552 Cell: 617-797-2133 Fax: 508-520-3552
shaley324@verizon.net
www.susanhaley.cabionline.com

CAbi -Carol Anderson by invitation is a women's designer clothing line based out of CA, sold through trunk shows and home retail. I empower women to feel their best through creating outfits to work with their body types, color and style.

Susie Neal

President and Founder
Art House Greetings
30 Pennock Road
Ashland, MA 01721
508-743-7795 Cell 508-505-8992

suisen@arthousegreetings.com

www.arthousegreetings.com

An innovative and unique direct selling company whose mission is "inspiring a cycle of giving and receiving". We sell our products through independent consultants across America Exclusive greeting cards for both personal and corporate use, with beautiful, whimsical illustrations.

Patricia Tribou

Medical Sales

Duramed LLC and Lifeline Medical

21 Cross St

Rehoboth, MA 02769

401-323-7367 Alt 508-226-5523

Fax: 508-455-2824

ptribou@comcast.net

Provide shoes and glucometer supplies to diabetics/ orthotic certification soon Mastectomy prosthetic fitter/ getting certified soon. Licensed physical therapist assistant

About Us

· WSN's Founder **Vilma Pascucci** was recently honored as a long time friend and volunteer of **The Salvation Army**. Vilma has filled many SA positions such as Chairman, Treasurer, and Secretary. She was cited as "unpretentious and humble while doing a lot of behind the scenes organization that has been instrumental and motivated us all..."

· **Deborah Blum-Shore** is seeking support for **The Arc of Northern Bristol County, Inc.**, which is a nonprofit organization established in 1959 to provide services to individuals with developmental disabilities and their families. It serves over 1200 individuals in the greater Attleboro area, and in northern Rhode Island. Recently, The Arc moved into a new building and has been working tirelessly to attain funding to make the new facility accessible to all, including the installation of an elevator. In May, The Arc received a challenge grant from the L. G. Balfour Foundation (Bank of America, trustee) for \$50,000, if \$69,985 is raised by December 31, 2007. Through lots of hard work, \$8,000 is all they have left to raise! Every donation counts, large or small, to meet the challenge and make the facility fully accessible to the people they serve. If anyone would like to help The Arc meet its goal, you may send your donation to:

The Arc of Northern Bristol County
Patricia Kirby, Director of Development
141 Park Street
Attleboro, MA 02703
508-226-1445
pkirby@arcnbc.org

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