

Success Connection

A Publication of the Women's Success Network
Women Helping Women - Professionally and Personally
Our 25th Anniversary Year

September 2009

Women's Success Network

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

For online information about Women's Success Network, go to our website:
www.wsninc.org

Wednesday, September 2nd Meeting Details

Franklin Country Club
672 East Central Street
Franklin, MA 02038
Directions below

Agenda:

6:00p Networking
6:45p Dinner

Menu:

Baked New England
Haddock with crushed
crumb topping
Pan-seared Statler Chicken
breast with gravy
Vegetarian (upon request)
Mixed green salad with
balsamic vinaigrette

Chocolate Lava Cake

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Networking 411 is Topic for WSN's September 2nd Meeting

Why is belonging to a networking group important, and what's the secret to successful networking? The Women's Success Network's September 2nd meeting at the Franklin Country Club will feature Linda Waters of Back to Business as she helps us get back to networking basics with "Networking 411."

Linda will share her winning strategies for networking both online and in-person, including

- The networking mindset
- How to develop your elevator pitch
- "Netiquette" for online networking
- How to use LinkedIn to develop your business
- How to feel comfortable networking in a crowd

She will also discuss how to make the most of your WSN networking time:

- Networking questions to ask
- How to arrange follow-up
- The proper way to thank for leads

Linda Waters was honored as The United Regional Chamber of Commerce's 2009 ATHENA Award recipient in the spring of 2009. The International ATHENA Award is presented annually to individuals who have achieved a high degree of professional excellence, have assisted women to develop their full potential

Coffee or Tea

Mark Your Calendar Upcoming Meetings

September 2
Networking 411

October 7
Speed Networking

November 4
Pink Ribbon Meeting
Breast Cancer
Awareness

December 2
Holiday Social and
Yankee Swap

Networking for Success

Get out there and meet with
people face to face!

Display Tables at Monthly Meetings

Would you like to have a
display table at an upcoming
meeting? E-mail Chrissy Drier
at: displaytables@wsninc.org

Interested in being a WSN speaker?

There's an application on the
WSN website
www.wsninc.org. Let us hear
from you! However, please

by opening up leadership opportunities, and whose body of work has made a national or international impact. After 20 years working in a corporate environment, Linda transformed her career and her life by creating Back to Business LLC, a Franklin firm dedicated to helping women returning to the world of work "find their fit". As a career consultant, Linda also founded B4College.com and works with college-aged students who need help choosing a career direction and college major. She hosts career- related TV shows including "You're Hired" and a professional make-over series designed to inspire women to be their best, inside and out. Linda resides in Franklin with her husband and two children.

To register for this meeting, please go to www.wsninc.org/reservation.html. The registrations deadlines are August 21 for mail-in reservations and August 25 (by 9:00 PM) for online reservations.

Win a One Week Vacation in Orlando! Membership Dues Payable by September 2nd Meeting

The invoice for the annual WSN dues for the 2009-2010 season have been emailed. Despite rising costs, the Board has worked hard to keep the dues and meal prices the same for this year.

Orlando Raffle

We are pleased to announce that all members who pay the membership dues on or before the September 2nd meeting will be entered into a special raffle. The prize for this raffle is a One Week Stay at Parc Corniche Resort in Orlando, Florida donated by Stacy Kilburn's family (a 2009 scholarship recipient). The stay includes the following:

- One-bedroom suite with king size bed and sofa sleeper (sleeps 4);
- Free continental breakfast;
- Transportation to all parks - Sea World and Discovery Cove is a few blocks from the resort;
- An 18 hole golf course surrounds the resort;
- Heated pool and jacuzzi
- Children's play area and game room.

Both new and renewing members are eligible for this raffle, so do not wait. You do not need to be present to win, but we

realize that all applications are carefully reviewed by the Board for broad interest and relevancy to the membership. Regrettably not everyone can be accepted to speak as the 2009/2010 program year is quickly filling up.

Thanks to the June Raffle Donors

Thanks to the following members who donated to our raffle.

Jeanne Marie Plourde, Wildtree; Cheryl Reed, Silpada Design; Bev Rollins, Blue Calla Lily; Julie Rougeau, Attorney; Cathy Sutton, Happy Tails Doggy Daycare; Laurie Toppa, Scholarship recipient; Deet Turnage, Assist 2 Sell; Judy VanKooiman, Simply Fun; Christine Weigel, Arbonne.

WSN Board

Michelle Raymond
Chair

508-541-3000

Chairperson@wsninc.org

Candace Sallale
Acting Vice Chair

ViceChairperson@wsninc.org

Roxanne Richard
Past Chair

PastChairperson@wsninc.org

encourage you to attend the September meeting.

Please remit payment by credit card using the website or by check to the PO Box no later than September 1st.

From the Chair

WSN Moves Forward with "Back to Basics Program Year"



We all know the saying "Back to Basics," but what does it really mean? To me, it means a strong foundation of networking, business savvy and strong energy - something we all need to focus on to take control of our businesses and careers as this recession wanes. WSN and its members are that strong foundation. WSN has survived and grown for 25 years

- an amazing accomplishment that we will celebrate this year. The WSN Board wants to provide its members with the opportunities to flourish in this changing business environment by focusing on networking opportunities and skills throughout the year.

The WSN Mission Statement is: **"Women Helping Women - Professionally and Personally."** To support our mission statement, we are implementing several new programs which originated out of brainstorming sessions over the summer. They include:

- "Pure Networking" events organized by Monica Fernandes, our new Networking Coordinator.
- Dean College's Professional Resource Opportunity (PROgram) is working with WSN to establish degree program for WSN members.
- Member-to-Member discounts so that members can both promote and support each other's businesses.
- More Advertising opportunities in the newsletter and the Connection.
- WSN business cards that you can use to increase member awareness and assist with recruiting and welcoming new members to WSN.

I am thrilled to be working with the 2009-2010 WSN Board (as shown on the left side of this newsletter). The Board is

Linda Hilliard
Secretary
Secretary@wsninc.org

Amy Buliung
Events Chair
EventsChair@wsninc.org

Bev Rollins
Events/Venue Chair
VenueChair@wsninc.org

Suzy Ferrantino
Membership Chair
MembershipChair@wsninc.org

Stacey A. Pelton
Treasurer
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Julie Winston
Operations Chair
OperationsChair@wsninc.org

Advisory Chairs
Donna Goulart
Nancy Parchesky

Adjunct Postions
Judith Alfred
Ambassador Coordinator
Renee Vachon Danho
Scholarship Coordinator
Mónica Fernandes
Networking Coordinator
Sue Haley
Marketing Coordinator
Cheryl Reed
Raffles Coordinator

Directions to
Franklin Country Club

excited and has worked hard over the summer to launch the 2009-2010 program year. I am also pleased to announce that Candace Sallale, a former WSN Chair, has volunteered to be our interim Vice Chair for this year. With all of her knowledge and energy, I appreciate her willingness to help us once again.

WSN CHALLENGE:

I pose to the membership of WSN a two-prong challenge this year:

1. Pay your dues!!! The invoices for this year were sent via email at the end of July. We have a one-time opportunity for you to win a trip if you pay before the September meeting. If we can get the dues paid in a timely manner, then the Board can focus on the programs for the year.
2. Each member bring 5 guests this year!!! We will have a competition to see who brings the most guests this fall and the most in the spring. You get extra credit for guests who become members!! I am looking forward to seeing who wins. Make sure to let check-in know you have brought a guest. Let the competition begin!

Thank you to the new WSN Board and adjunct Board members as well as all the members who met with me over the summer in my brainstorming sessions. I am looking forward to working with all of these great enthusiastic women. WSN has been an inspiration to me and I can only hope to give some of that back to all of you.

Best regards,
Michelle
Chair, Womens' Success Network 2009-2010

Women's Success Network Presents Scholarships to 17 Area Women

Note: A long-time WSN member, Jo Frongillo, passed away earlier this summer. The Board has voted to award a special scholarship in Jo's name at the June 2010 Scholarship dinner.

FROM BOSTON: Route 128 to Route 95 South to Route 495 North. Take Exit 16 (King St). Bear right at bottom of exit and proceed to 2nd set of lights (Route 140) Take a Right at this light. Club is 1.3 miles on the right hand side.

FROM PROVIDENCE: Route 95 North to Route 495 North. Follow directions as from Boston.

FROM WORCESTER: Route 495 South. Take Exit 16 (King St). Bear left at bottom of ramp. Proceed to 2nd set of lights (Route 140) Take a right at this light. Club is 1.3 miles on the right hand side.

ON ROUTE 140: Club is on the Franklin-Wrentham Town Line.

At its June 3 Scholarship Awards Dinner, the Women's Success Network presented 17 scholarships to area women. Through monthly raffles, donations and other fund-raising efforts, WSN collects funds to help "non-traditional" women learners who are obtaining or advancing skills through college or professional development courses. This year, WSN gave out \$13,000 in scholarships.

Dean College School of Professional and Continuing Studies supplemented the Scholarship Fund with a donation of two 3-credit Dean College SPCS course tuition scholarships.

The Award recipients and the schools they will be attending:

Kathleen Anderson (Curry College)
Nancy Boucher (Johnson & Wales University)
Adrienne Bragg (Fisher College)
Amanda Brown (Mount Ida)
Cindy Cornwall (Rhode Island School of Design)
Kiley Dobson (Mass Bay Community College)
Pamela Holm (Massasoit)
Sheila Howe (American International College)
Stacy Kilburn (Bridgewater State College)
Jennifer O'Neil (Simmons College)
Diane Padula (Dean College)
Judith Perez (Dean College)
Jeanne Marie Plourde (Master Yoga Foundation)
Kristen Richard (Community College of RI)
Erin Seibrands (Bristol Community College)
Renee Tomaczak (Simmons College)
Laurie Toppa (Lesley College)

WSN Board Updates: **Coming up This Fall**

Networking Opportunities

WSN member Mónica Fernandes, our new networking coordinator, is planning a number of "Pure Networking" events this fall, starting with a gathering in September 16 at Cafe Dolce in Franklin. Watch for e-mail announcements.

Advertising Opportunities

The Board is developing a plan to run display ads in this newsletter. What a terrific way to promote your business! Watch for details in the next issue.

Promotion Opportunities

The Board is considering publishing a catalog of Member-to-Member Discounts (which will be given out at each meeting and be in the Connection, the annual roster). If you are interested in discounting your services or products for WSN members, an announcement will be made at the September meeting so details will follow.

Educational Opportunities

The Board is working with Dean College in offering Dean's Professional Resource Opportunity (PROgram) to WSN members and employees of WSN members. Members will be able to earn a degree at a significantly reduced cost - and at a class time that will fit their busy schedules. Stay tuned.

Breast Cancer Awareness in November

The November WSN meeting will be on Breast Cancer Awareness. There is an amazing modern medicine breast self exam kit that will be available at the October meeting. They will be sold for \$5 (normally \$10). You will probably want to pick up several - for yourself and loved ones. We are looking for WSN members interested in sponsoring the donations to the American Breast Cancer Society so that we can offer these exams to attendees free of charge. If you are interested in sponsoring, please contact Amy Buliung at eventschair@wsninc.org as soon as possible. The Board is also intending to have a limited amount for sale so that attendees can purchase gifts for friends and family.

Welcome New Members

If you are interested in joining WSN, contact Suzy Ferrantino, Membership Chair MembershipChair@wsninc.org.

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