

### 2012 - 2013 BOARD

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**Network of Executive Women**

Networkexecutivewomen@gmail.com

### WEBSITE

[www.networkexecwomen.com](http://www.networkexecwomen.com)

Our website is updated monthly and provides information about upcoming programs. For updates to the website or to submit information about your upcoming events please submit all your information to networkexecutivewomen@gmail.com by the 15th of the month.

## Jane Barr Men, Men, Men, Men

Tuesday, October 9th, 11:30 am - 1:00 pm  
Centre Club 123 Westshore Blvd.  
Members \$20 - Guests \$30

**Menu: Blackened Salmon Salad**  
(Veggie plate available; please request when reserving)

RSVP by noon Friday, October 5th through NEW website or  
Networkexecutivewomen@gmail.com

### Getting Beyond the Door to the Men's Room

Millions of businesswomen still pressing against the closed gates of the old boy network feel stuck and frustrated. They're thinking, "I'm doing what I'm supposed to be doing." And they're asking, "What am I missing? Why am I not moving ahead in my career?"

Jane Barr, founder of Kinnexion, LLC, provides a fun look at how to enhance your ability to connect with clients and collaborators, exceed expectations, gain commitment, inspire teams to take action and get things done so you can move ahead in your career.

She promises you'll leave talking about ...

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## President's Message

Laura's *Message From the President* in the September NEWsletter began by wondering where the 2011-12 NEW year went. I don't know the answer, as the year certainly quickly sped by; however, I know that even with the quickness of the year, we all benefitted from Laura's leadership. I certainly learned a lot from her and believe all of the progress and changes of the last year set the stage for this year's continued improvement.

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Learn how you can become a member by visiting our website and downloading a membership application.

Join us on:



[www.networkexecwomen.com](http://www.networkexecwomen.com)

## Events This Month

### Get Acquainted Luncheon

Please check our website:

[www.networkexecwomen.com](http://www.networkexecwomen.com)

Join us for our monthly social. If you have never been this is a fantastic venue and a great opportunity to network with exciting, educated executives.

Hope to see you there, bring a friend!

### Monthly Board Meeting

Wednesday, Oct. 24, noon–1 p.m.

Forizs & Dogali PL, 4301 Anchor Plaza Parkway, Suite 300

## Upcoming Events!

### OCTOBER

The Junior League of Tampa invites the NEW members and guests to a screening of *Miss Representation* at the Tampa Theatre at 6:30 pm, Tues., Oct. 16. The documentary examines how mainstream media represents women in positions of power and influence. Written and directed by Jennifer Siebel Newsom, the film premiered at the 2011 Sundance Film Festival. Further info is available at [www.missrepresentation.org](http://www.missrepresentation.org). The event will feature beer and wine prior to the showing and a panel discussion immediately after. Tickets can be purchased at the Tampa Theater box office for \$10 or online for \$12 at [TampaTheater.org](http://TampaTheater.org). NEW members will meet in advance of the event at 6:15 pm in front of the Tampa Theatre. Please RSVP to [networkexecutivewomen@gmail.com](mailto:networkexecutivewomen@gmail.com) or at [www.networkexecwomen.com](http://www.networkexecwomen.com).

### NOVEMBER 13 LUNCHEON

Speaker: Brenda Tillman, on transforming contacts into profitable business relationships.

## Special Thanks!

Thank you to Jeannie Holliday and Jodi Perez of Independent Financial Services, Tina Bubb of Bubb's Biz Basics, and Karen Koch of CompassPointz LLC for the generous donations to the September lunch raffle!

## President's Message continued from pg1

When thinking about the start of the 2012–13 year and reflecting on last year, I focused on how to provide the most robust opportunities and benefits to our amazing members. We certainly have many exciting programs and initiatives planned already, along with a couple of good old-fashioned celebrations. We'll celebrate our 30th Anniversary in style, and we welcome all members to participate on committees.

In planning the year and brainstorming ideas, I came across the *Ten Commandments of Networking*, published on About.com. The article focused on networking groups and how to get the most from your membership. The primary tip from the author is to remember that one should not expect instantaneous results; rather, benefits from networking groups occur over time as relationships develop. Networking, at its core, is really about relationships.

I found this interesting because when I (and others) describe NEW to others, we often describe the group as being about relationships. I firmly believe I have formed real, valuable friendships and relationships over the years by getting involved in committees when I first joined, and by talking to the members. This group is made up of members who I genuinely like and want to spend time with, regardless of the networking part of it.

The truth is, as a wise person once told me, to get the most out of marketing and networking activities, those activities should be something you enjoy with people you enjoy. If this is the case, you'll stick with it, and the return on your investment will benefit your business and career. More importantly, it will enrich your life.

Current members—new and seasoned, including Nadine Jones, Karen Gangle, Edna Broyles, Karen Koch, Kristi Campbell, Beth Epply, Karen Hilton, Laura Rehbein, and many others, and former members have all impacted me by teaching me something I didn't know before, taking an idea and blossoming it into something bigger and better, or by simply taking my hand and leading me to an incredible opportunity (like a private tour of the airport!).

As we move forward into the coming year, I encourage us all to focus on the benefits of being

involved and getting to know each other even better. The time commitment does not need to be large; in networking, like familial relationships, quality over quantity is what matters.

To read the *Ten Commandments of Networking*, visit <http://sbinfocanada.about.com/cs/marketing/a/networkingmm.htm>.

–Haley Maple, President

## Program continued from pg1

- The power of women in the workplace
- Women thriving in male dominated industries like engineering and consulting
- How to use your personal power to break the glass ceiling

Jane provides leadership and communication coaching. For 30 years she's consulted with national retailers such as, CVS, GAP, and REI, leading teams of business and technical consultants in successfully completing more than 35 projects. She knows what it takes to complete a project on time and develop client relationships, which allowed her to bring in add-on business worth millions of dollars to the consulting and software companies that employed her.

She also knows exactly what it's like to have great products and services and still not get the project, not get promoted, even to get the boot!

As a leadership and communication coach, Jane shares what she has learned that works and doesn't work. She supports women in enhancing their abilities to connect with clients, exceeding their expectations and gaining their commitment. She also provides tools to inspire your team to work collaboratively, to take action and get things done. In addition, you'll discover ways to work with difficult people, say no without losing trust and think on your feet in any type of situation.

Jane's coach training and certifications include iPEC Energy Leadership Coach, Dale Carnegie Coach for Leadership and Communications, High Power! Presentations™, Relationship Savvy, and Perfect Customers.

## Business Highlight



### CompassPointz Karen Koch

Karen Koch, managing partner of CompassPointz, LLC, an IT computer services firm providing the benefits of an IT department to small and mid-size businesses. CompassPointz offers a broad array of services, including:

- Website Design/Website Hosting
  - Wireless Setup
  - Network Configuration
- Computer Repair and Troubleshooting
  - Data Backup/Security Review
- Business Continuity/Disaster Planning.

Combining more than thirty years of technology experience and a shared passion to offer continuing, quality customer service, CompassPointz believes its innovation, personal service, and customized solutions meet a critical need in the fast-paced world of techno-geek babble and soaring costs.

karen@compasspointz.com  
www.compasspointz.com  
888-711-2032

## Scholarship Funds

### 50/50 Fundraiser

This luncheon fundraiser helps raise money we award annually to financially and academically deserving women in the Tampa Bay area. Fifty percent of money raised each month goes to scholarship and 50% goes to the winning ticket holder.

**50/50 Fundraiser raised \$104  
at the September lunch!**

**Additional contributions can be made  
on our website.**

## Member of the Year!

### Congratulations Karen Koch!

Out of numerous nominations for outstanding service to NEW during the 2011–12 year, Karen Koch was named Member of the Year. Her commitment to the success of NEW is obvious with the development of the new, highly functional website and extensive databases to streamline internal and external functions. All of us extend our sincere appreciation for the effort she made, and Karen certainly deserves the honor!

## Website Info!

Now on the website is a new “Help” section under “About Us.” There are two email addresses for you to contact, one for N.E.W. and one for website issues or questions.

We are also adding a “Help” video section. Although it is not professional by any means, it is a tool to walk you through handling some of the issues that have come up. We will be adding to this library as time allows.

If you have any questions, please reply to this email or check out the new help section on the website. <http://networkexecwomen.com/help>

Just another reminder—please update your profile. It is how we know who you are. If possible, upload a photo, as it’s helpful in identifying our members.

The website allows each member to update her own profile, pay her events and dues online (via Paypal), have a central location for newsletters, and keep current with the happenings of N.E.W.

If you haven’t had a chance to give it a spin, go to <http://networkexecwomen.com> and access your account. If you are a member, type in your email address and type in “password” for the password. If you have trouble, you can go to <http://networkexecwomen.com/Sys/ForgottenPasswordRequest> and get help with the password. If all else fails, contact [Karen@compasspointz.com](mailto:Karen@compasspointz.com) for assistance.

Non-members will have access to many areas, but the member directory is private.

## Member News

Samantha Bond of SB Recommend participated in the recent MDA Executive Lock Up, and raised about \$500 on August 16th while being “locked up” under circumstances of extreme duress at Ruth’s Chris Steak House.

### September’s Get Acquainted Lunch Recap

A great time (and great food) was had by more than 20 members who attended the social lunch at Ocean Prime on Sept. 14. Some great “fun facts” were discovered. For example, we learned **Karen Gangel** is a pickler, **Jeannie Holiday** is into fantasy sports, two of our guests served in the military, and **Lisa Ford** plays the alto saxophone! Thanks to all who took time out for this event, and to **Barbara Beall** for organizing it.



## NETWORK of EXECUTIVE WOMEN

### Create your business vantage point through membership with NEW

- Be a part of the select group - diverse executive women, able to share knowledge and experience in many different fields
- Monthly programs providing valuable information on the community, business strategies, and much more
- There are many opportunities to give back through various committees, scholarship drives and other outreach projects improving the lives of women and children in our local area
- Members business’ are promoted through our social media, web-site, and monthly newsletter
- Each month at our luncheons, one member will be spotlighted allowing for a presentation on their business
- Participate in after hours networking at various locations in the Tampa Bay Community