



## Relationships With A Purpose

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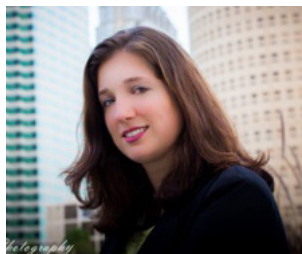
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**Network of Executive Women**  
Networkexecutivewomen@gmail.com

### 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.



## Speaker: Jamie Klingman How to Create Win-Win-Win Situations

**Tuesday, May 13th, 11:30 am – 1:00 pm**  
**Centre Club 123 Westshore Blvd.**  
**Members \$20 - Guests \$30**

**Menu:** Chicken Spanikopita — tender chicken breast stuffed with seasoned spinach and feta cheese (Veggie plate available; please request when reserving)

**RSVP by noon Friday, May 9th through NEW website**

This year's EWOTY recipient, Jamie Klingman, has learned that much of what she accomplishes comes from looking for ways to benefit as many as possible in each action or decision she makes, and the results have been wonderful. As CEO and co-founder of The Klingman Group, her company's goal is to help startup businesses become profitable quickly, sustainably, and with integrity. They choose to partner with funders who

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## President's Message

Recently I was reflecting on the many diverse enterprises N.E.W. members represent. There are those who represent products—things that we can see, put in a box or deliver in person. Then there are those whose products *are* services, such as planning and implementation of solutions, with or without tangible elements. There are others who represent ideas, such as the goals of non-profits or other organized groups.

While we all have specific goals for our networking activities,

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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)  
P.O. Box 270595, Tampa, FL 33688

## Events This Month

### After Hours Event

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

Thursday, May 15th, noon–1 p.m.  
SB Recommend, 606 South Boulevard, Tampa, FL 33606  
813.441.0477.

## President's Message continued from pg1

the act of promoting ourselves is consistent across all members. Indeed, we represent who we are in virtually everything we do. To a large degree, friends and associates give us their trust, business, and friendship because of who we are. There is truth in the business maxim that says, "People buy from people they like."

While I believe it to be true, it is certainly an over-simplification. People may buy from people they like, but they don't continue to do business with someone they like if the product delivered is unsatisfactory. Likeable or not, customers are looking for a well-rounded experience. Our friends and customers get to know us over time. They develop expectations based on our claims, based on the experience of others, and, I think most importantly, the outcome they experience after they extend their trust with an order.

What is important to each of us in a commercial (or personal) relationship is something we get to choose. There are some universal traits that I believe we all look for in any relationship.

Honesty is not only the best policy, it is a *necessity*. Don't lie, even when the news is bad.

Integrity goes hand in hand with honesty, and is

like a bank account you want to grow over time with small contributions. You can't buy someone's trust.

Passion for your clients' goals is something I look for in a business relationship. How can you help me if you don't listen to me before you offer to help?

What do your friends, associates, and customers say about you? How is your reputation? This is where being the best you can be pays off. Speak honestly, act with integrity, and know your customer. It's a recipe for success!

In a group such as N.E.W., I believe our ability to effectively network among ourselves is driven by our ability to familiarize ourselves with each other. Whether it is a direct business relationship, a referral for business, or a growing friendship, we need to get to know each other in order to network effectively.

Please show your commitment by making as many meetings as you can. Involve yourself by volunteering for a committee. Your comments are always welcome. I am listening. Let's make N.E.W. the best networking group we can!

–Samantha Bond, President

## Special Thanks!

Thank you to **Dianne Kipp** of Dianne M. Kipp Associates and **Lisa Ford** of Invent Your Image for their generous donations to our raffle at April's lunch!

## Member News

**Debbie Bonsel** invites you to Sign-Age of Tampa Bay's Open House on Thursday, May 8th from 3:00 pm to 7:00 pm. Sign-Age is located at 4400 140th Ave North, Suite 250, Clearwater, FL 33762. (Near St Pete/Clearwater Airport) 727-536-9400

**Karen Koch** was elected Centre Club member of the month for April.

**Program** *continued from pg1*

care about the success of the companies not just for their fiscal value, but also for their impact on the Tampa Bay community as a whole.

Jamie is a native Floridian and graduate of the University of Florida. A pre-med and psychology educational focus gave way to a career in developing and consulting for business. She has founded several companies across multiple genres, from Live at Home Inc., a home care company, to Bay Drive Sound Studios Inc., a music production studio, and also holds a Realtor license. She now focuses primarily on non-profit and for-profit development practices, as well as strategic planning and consulting to startups.

Recently recognized as a Lightning Foundation Community Hero, Jamie is involved in many community activities, which serve not only to benefit others but also expand her network and resources. She is currently the chair of the Temple Terrace Chamber of Commerce, a founding partner of the Community Innovation Center, president of the Children’s Athletic Network and Dance Opportunities, and serves on the executive board for the Crisis Center of Tampa Bay. She is also the founder and president of Athletes Who Care Inc., a non-profit that encourages endurance athletes to fundraise for charity while racing.

**Scholarship Funds**

**50/50 Fundraiser**

Our luncheon fundraiser helps raise money for scholarships we present annually to financially and academically deserving women in the Tampa Bay area. Fifty percent of the monthly raffle income goes to the scholarship fund and 50% to the winning ticket holder.

At April’s luncheon, the 50/50 Fundraiser raised \$32!

**Tax deductible contributions can be made on our website.**

**501(c)(3) the Exceptional Woman Scholarship Fund**  
FEIN #46-0563695

**Business Highlight**



**Rosanne Clementi**  
**Clementi Environmental Consulting LLC**

Rosanne Clementi founded Clementi Environmental Consulting LLC to provide environmental consulting services to commercial interests, to protect Florida’s natural resources while ensuring development needs are also met.

Clementi Environmental Consulting LLC  
5205 S. Lois Ave., Tampa FL 33611  
813-230-8100  
www.clementi-ec.com

**Upcoming Events!**

**JUNE**

June Luncheon: Annual Membership Meeting

**JULY**

July Luncheon: N.E.W. Attitude

**AUGUST**

August Luncheon: “Plan Hillsborough 2040” By 2040, Hillsborough County will have up to 600,000 new residents and about 400,000 new jobs. Working together to turn the challenges that come with growth into opportunities for a thriving future, thousands of people who live, work, and play in our region

Plans for the Annual N.E.W. Retreat are taking shape. We hope you can join us for our overnight event in August. Watch for details!”



*Be sure to check our FaceBook page often for the latest info on upcoming events.*  
<https://www.facebook.com/NEWTampaBay>