



## CONNECT & SUCCEED

December 2015 Newsletter

### WRAP THEM IN WARMTH Service Project Update & EXTENDED NETWORKING



Cheryl Gahring

Christie Beazley

LAEN's December meeting is planned around the themes of support and thankfulness. Our annual service project **WRAP THEM IN WARMTH** comes to a conclusion. We will receive an update from the project's coordinators, former LAEN President, *Christi Beazley* and our own *Cheryl Gahring*, Chief Program Officer for the YWCA of Lancaster. This season is filled with gifts of sheets, pillows, blankets and bathrobes from the members of LAEN for the women taking shelter at the YWCA. How hard it must be to be forced out of your house and how easy to provide a gift that recognizes individuality and helps in those first steps to make a temporary shelter a temporary home. Come listen to the stories.

We will also leave extra time for networking activities and just plain conversation as members and guests have a chance to chat before the craziness of the holiday season truly begins.

**CORPORATE SPONSOR**



# no pressure networking™



Cathy Jennings

My motto: Relationships are the Key to Opportunity!

Social Media is one of the most powerful tools for marketing and connecting and it's definitely introvert-friendly, too.

She is an avid blogger and social media enthusiast and can often be found online connecting, sharing and creating opportunities!

(Continue Below)

## LAEN-ABWA December Meeting

When: December 16, 2015

Time: 7:15 - 9:00 am

Location: Lancaster Country Club  
1466 New Holland Ave  
Lancaster, PA

Reservations should be made on [www.laen-abwa.org](http://www.laen-abwa.org).

*Payments may be made on-line through PayPal or credit card;  
or at the door with cash or check.*

[Click here](#) to make a reservation for this meeting.

For additional registration information please contact:  
Lori Willworth, VP Registration [lwillwerth129@comcast.net](mailto:lwillwerth129@comcast.net)

*(Note: Reservations must be made or cancelled by noon on Monday before the scheduled meeting.)*

## Winter Weather Snow Policy

With the cold weather comes the potential of snow, ice and possible cancellations. The Lancaster County Club must keep the safety of their staff in mind when working with groups during the winter months.

**It is their policy that as a breakfast group, we communicate with them the day before our event by 8 pm if we plan to cancel.**

***An email will be sent to our members by 8 pm the night prior to our meeting if we must cancel. If the meeting is not cancelled and a member chooses not to attend, the member is still responsible to pay for the meeting. Please see any board member with questions.***

## President's Message:

*Gail Tomlinson*



ABWA Core Values:

1. Giving Members a Voice
2. Lifelong Learning
3. Focus on Creating Value
- 4. Treat People with Dignity (Proud Code of Conduct)**
5. Visionary Leadership
6. Focus on the Future
7. Focus on Results
8. Manage By Fact
9. Manage for Innovation
10. Achievement

Members and Friends:

### **Core Value 4: Treat People with Dignity (Proud Code of Conduct)**

Does it seem odd to you that you have to tell people to treat others with dignity? Isn't that the natural inclination, to treat others with the same respect you would hope to receive? So, this value is not so much something new or different or unusual that ABWA is presenting to us but it is a reminder of how this value must be seen to be working in this business women's organization.

Core Value 4 is the only one that states the value then points you in the direction to achieve it. The Proud Code of Conduct is a series of ethical behaviors that is re-printed at the back of each of our newsletters. They are a reminder that as members of ABWA we have a responsibility to show our organization, always, in the best possible light. We are always 'ambassadors' for ABWA and its mission to help women, including ourselves, to grow personally and professionally.

The middle bullet of the Proud Code of Conduct is the over-arching value that challenges all of us to seven behaviors in each and every one of our daily interactions.

Members will always treat other members, their colleagues, guests, vendors and sponsors with honesty, respect, fairness, integrity, responsibility, kindness, and in good faith.

None of the above is absolute. All are open to interpretation. So the last behavior **mentioned in the Proud Code of Conduct** is, to my mind, the most important; the trust and belief that you and all parties, are acting in good faith. All words and actions can be differently interpreted but trust that a person is acting in good faith is paramount.

## 2015 WOMAN OF THE YEAR

Kathleen King  
President  
The Power of Possibilities, LLC



Through her work in the fields of adult education, training, journalism, and business, Kathleen learned that many adults stifle their dreams because they lack the tools to turn those dreams into reality. In 2010 she founded The Power of Possibilities, LLC to help individuals identify and tap into the unrecognized or unrealized potential in their business, career, professional or personal life.

Kathleen received her Associate Certified Coaching designation in 2011 through the International Coach Federation. She is a graduate of CoachU, one of the most recognized and honored coaching programs in the United States.

**Corporate Sponsor**

(Continued)



# no pressure networking™



Cathy Jennings is a self-described situational extrovert with a slight cheesecake obsession.

She is the Chief Conversation Starter for No Pressure Networking and loves teaching women entrepreneurs and professionals how to put some personality and profit into their connecting -- by leveraging their face-to-face meetings and the power of social media as relationship marketing and business-building tools.

Cathy is the co-author of two books:

***Make Your Connections Count: Networking Know-How to Make Your Business Thrive***  
and  
***Inspired Entrepreneurs: A Collection of Female Triumphs in Business and in Life.***

I love helping women entrepreneurs, service professionals and small business owners leverage the power of SOCIAL MEDIA and RELATIONSHIP MARKETING to stand out and grow their business.

I teach my clients and workshop participants powerful strategies to ATTRACT and KEEP the best CLIENTS, REFERRALS and OPPORTUNITIES for their business - Strategies that are relationship-based and that don't require you to change who you are, be online 24 hours a day or spend a fortune!

I've been an entrepreneur for over 10 years and have built my business organically using BUSINESS NETWORKING, REFERRALS and SOCIAL MEDIA. I can show you how to do the same!

## SPECIALTIES:

★Speaker - Social Media, Marketing, Business Networking

- ★Social Media Training
- ★Facebook Training
- ★LinkedIn Training
- ★Creating Customized Social Media & Marketing Strategies
- ★Business Networking & Relationship Building
- ★Social Media for Small Businesses and Entrepreneurs
- ★Using Facebook, LinkedIn, Twitter and Blogging for Business
- ★Developing Social Media Marketing Plans

If you feel overwhelmed by trying to learn how to use social media for your business or if you'd like to partner with an energetic, creative and knowledgeable expert to help guide and support you in using social media marketing effectively, email me at [cathy@nopressurenetworking.com](mailto:cathy@nopressurenetworking.com) I'm here to help!

Ph: 717-713-7255

Website/Blog: [www.NoPressureNetworking.com](http://www.NoPressureNetworking.com)

LinkedIn: [www.Linkedin.com/in/CathyJennings](http://www.Linkedin.com/in/CathyJennings)

Facebook: [www.Facebook.com/CathyJenningsBiz](http://www.Facebook.com/CathyJenningsBiz)

Twitter: [www.Twitter.com/CathyJennings](http://www.Twitter.com/CathyJennings)

## LAEN NEWS

### New Member



Nicole Lewis-Keeber

Nicole is a former Psychotherapist who has transitioned into a Life Coach with a focus on Money Mindset. Nicole specializes in helping women business owners, solopreneurs, and entrepreneurs reveal the surprising programmed limiting beliefs that get in the way of them manifesting the success that is theirs for the taking, if they could get beyond the mental chains holding them back.

Nicole works with clients to reveal and release these limiting beliefs and other mental, emotional and spiritual blocks to their success. She uses time-tested

coaching processes and mind/body connection tools such as Tapping or the Emotional Freedom Technique to access the deeper subconscious programming around wealth and money. These very same tools launched Nicole into a satisfying career as a Money Mindset Coach.

One of Nicole's favorite things to teach her Clients to do is to Fire Their Inner Critic and claim abundance and empowerment. The transformation in their lives is miraculous once they master this!

Nicole shares a home in Lancaster, Pennsylvania with her husband Jason and their three cats. Nicole is originally from North Carolina and Jason from the UK, so travel is often on their agenda to see family, friends, and to find new adventures.

Contact Information: [Nicole@Lewis-Keeber.com](mailto:Nicole@Lewis-Keeber.com)  
Website: <http://nicole.lewis-keebler.com/>

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## Member's Anniversaries

- Lucia Murphy – 2012 – The Leadership Architect Group
- Barb Armstrong – 2012 – Independent Consultant
- Stacey Whisman – 2014 – Wheatland Auction Services
- Sandy Nonnemacher – 2009 – Trout Ebersole & Groff
- Christi Beazley – 2009 – Carol H Gilbert Consulting
- Jacqueline Fritsch – 2010 – Jasigns Interior Decorating
- Lynelle Trigalet – 2014 – Pause to Refresh

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### Pam Carvell

Is having an elective surgery in early December and will be recuperating at home over the next few weeks. Please consider giving her a call or sending a card wishing her well.

**Pam Carvell**  
**295 W. Main Street**  
**Leola, PA 17540**

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## Becky Nugyen

A member of Penn Square chapter who often joins us at LAEN, has recently lost her father. Listed below is the funeral schedule.

Saturday, December 12 – Memorial Service & Lunch

12:00 pm – Visitation at Workman's Funeral Homes, 114 W. Main St., Mountville, PA 17554

1:00 pm – Memorial Service

1:30/1:45 – St. Paul's Memorial Garden Intermittent (burial of Dad's ashes)

2:00 pm – Lunch at St. Paul's United Methodist Church (Workman's and St. Paul's are right beside each other, so we'll literally be walking across the yard).

So that St. Paul's can make meal preparations, they kindly ask that we let them know how many will be staying for lunch. If you would kindly respond with your intentions, it would very much be welcomed. For those family members and friends to whom I do not have an email address, please share the above information. Thank you.

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## Carla McCord (Melaleuca, Inc.)

Was recognized by the Lancaster County Conservancy in their summer publication for her role as donor / supporter.

The article can be found through this link:

[http://www.lancasterconservancy.org/wp-content/uploads/2015/11/Summer2015\\_Web.pdf](http://www.lancasterconservancy.org/wp-content/uploads/2015/11/Summer2015_Web.pdf)

Thanks for the reminder, Carla, that ABWA women contribute to all aspects of community life.

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## Amy Winslow-Weiss

Will serve as Acting VP Membership through the end of the year. Please contact her for any of your membership issues... including the possibility of serving in the position yourself. Our thanks to **Kathryn Boyd** for her service and we wish her the best of luck in her personal pursuits.

[amy.weiss1234@gmail.com](mailto:amy.weiss1234@gmail.com)  
717-538-0640

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**Chiropractic 1st  
Is on a hiring spree!!**

They are currently looking for the following:

- 1. Full time Chiropractic Assistant
- 2. Full time Practice Representative
- 3. Part time Chiropractic Assistant

Please email ([kaci.roberts@chiropractic-1st.com](mailto:kaci.roberts@chiropractic-1st.com)) if you would like more information on any of their current openings. They are looking to hire ASAP!

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If you would like to list a job opportunity, recognize a LAEN sister in the news,  
or get the word out to offer support to one of our own please contact: [VPMembership@LAEN-ABWA.org](mailto:VPMembership@LAEN-ABWA.org)

**EXPRESS-ly  
YOURS  
MEMBER  
INFORMATION**

# 2015–2016 Board Members

## Call Any of Your Officers with Your Questions



Pictured from left are: Liz Hornberger (VP Programming),  
Pam Carvell (VP Professional Development,  
Cynthia Howerton (VP Communications),Gloria Mazaheri (VP Marketing),  
Amy Winslow–Weiss (President–Elect),  
Gail Tomlinson (President), Lori Willwerth (VP Registration),  
Sandra Nonnenmocher (VP Finance)

## WINning Solutions

### *Have you been on WIN lately?*

(the Women's Instructional Network)

Follow the directions below to gain access to professional development modules, national organizational information and LAEN documents including a membership contact roster.

*Questions?*

Contact: [pamcarvell@hotmail.com](mailto:pamcarvell@hotmail.com)



### **Log In To WIN and the Training Modules**

[www.abwa.org](http://www.abwa.org): At tabs across the top, click Member Login, Enter your e-mail address, Enter your password, Click Enter Now, Re-enter e-mail and password, At tabs along the top, Click Training

### **NEVER LOGGED-IN BEFORE?**

[www.abwa.org](http://www.abwa.org): At tabs across the top, Click Member Login, Enter your e-mail address, Enter "Password1" as the password, Click on Update Member Record, Change your password, Return to the previous screen by clicking on Access to WIN in the left-hand menu box, Click Enter Now, Re-enter e-mail and password, From the tabs along the top, click on Training

## LET'S GET SOCIAL

We invite you to come and connect with us through our LinkedIn and Facebook groups (Twitter is coming soon!)

ABWA-LAEN Facebook Group: [www.facebook.com/groups/ABWA.LAEN](http://www.facebook.com/groups/ABWA.LAEN)

ABWA-LAEN LinkedIn Group: [www.linkedin.com/group/ABWA-Lancaster-Area-Express-Network-3348950/about](http://www.linkedin.com/group/ABWA-Lancaster-Area-Express-Network-3348950/about)

## Want to Read our Board and Monthly Meeting Minutes?

We have relocated these documents to the National ABWA website.  
To access, please click here [www.abwa.org](http://www.abwa.org)

Enter website via the Member Login and enter the WIN portal.  
Click on Library/Lancaster Area Express Network/2014-2015 LAEN  
Documents/Membership or Board Meeting Minutes.

It's that easy! Having trouble accessing the national website? Just ask any  
board member for assistance!

## ABWA NEWS

### November's Wine Mixer

On November 12, 2015 members and guests of LAEN and District IV Vice President Debra Yates, met for an evening of wine tasting, hors d'oeuvres, and great good fun at the Vineyard at Grandview in Mount Joy. A special treat was having The Moment Captured photo booth to capture our memories.





## ABWA Mission Statement

*The mission of the American Business Women's Association is to bring together businesswomen of diverse occupations and to provide opportunities for them to help themselves and others grow personally and professionally through leadership, education, networking support and national recognition.*

The **Proud Code of Conduct** was developed as a means of guiding all members in making ethical decisions. The broad statements of the Proud Code of Conduct that are listed below are not expected to cover all conduct for all situations. This is why the Proud Code of Conduct was created as a living and fluid code.

- All members will serve as goodwill ambassadors for the American Business Women's Association.
- Members will not allow their personal beliefs and convictions to interfere with the representation of ABWA's mission.
- Members will always treat other members, their colleagues, guests, vendors and sponsors with honesty, respect, fairness, integrity, responsibility, kindness, and in good faith.
- Members will maintain compliance with ABWA National, Chapter and Express Network Bylaws.

- Members will not use their personal power to advance their personal interests.

*Members will strive for excellence in their professions by maintaining and enhancing their own business knowledge and skills, and by encouraging the professional development of other members.*

## **LAEN Vision Statement:**

Our vision for the Lancaster Area Express network (LAEN) is that we provide a safe and encouraging environment for our members to gain the confidence to grow in unexpected ways, to empower themselves, to become the best they can be and, through the relationships they build, make certain that no one takes this journey alone.

## **Keystone ABWA Council Vision:**

The vision of the Keystone ABWA Council is to be the premier women's organization in Pennsylvania for coaching and mentoring ABWA Chapters and Express Networks. Keystone will promote unity and cooperation among active and engaged members of ABWA to enhance our membership, build community awareness of ABWA, offer networking opportunities, and promote education throughout the membership.

# **ABWA Chapter and Express Network**

## **Meeting Information**

**Have you ever thought of visiting another chapter?**

### **Berkshire Charter Chapter**

Meeting Location: Chef Alan's American Bistro,  
Fairground Square Mall, 3050 N. 5th Hwy, Reading  
Meets the first Tuesday of the month  
Networking at 5:30 p.m.  
Dinner/Meeting at 6:00 p.m.  
Reservations: [jatrhs76@yahoo.com](mailto:jatrhs76@yahoo.com)

### **Lancaster Area Express Network**

Meeting Location: Lancaster Country Club, 1466  
New Holland Pike, Lancaster  
Meets the third Wednesday of the month  
Networking/Registration at 7:15 a.m.  
Breakfast/Meeting 7:30 a.m. to 9:00 a.m.  
Reservations: [www.laen-abwa.org](http://www.laen-abwa.org)

### **Camelot Chapter**

Meeting Location: Radisson Penn Harris Hotel,  
Camp Hill  
Meets the third Monday of the month  
Networking: 5:30 p.m.  
Dinner/Meeting begins at 6:00 p.m.  
Reservations: [dyates78780@aol.com](mailto:dyates78780@aol.com)

### **Penn Square Chapter**

Meeting Location: Hamilton Club, 106 E. Orange  
St., Lancaster  
Meets the second Thursday of the month  
Networking at 11:45 a.m.  
Lunch/Meeting at 12:00 noon to 1:00 p.m.  
Reservations: [donnatroptan@yahoo.com](mailto:donnatroptan@yahoo.com)

### **Women @ Work Express Network**

Meeting Location: Heritage Hotel, 500 Centerville  
Road, Lancaster  
Meets the second Thursday of the month  
Networking at 11:30 a.m.  
Lunch/Meeting at 11:45 a.m.  
Reservations:  
[vklingensmith@unioncommunitybank.com](mailto:vklingensmith@unioncommunitybank.com)

### **Wheatland Conestoga Chapter**

Meeting Location: Heritage Hotel, 500 Centerville  
Road, Lancaster  
Meets the first Tuesday of the month  
Networking at 6:00 p.m.  
Dinner/Meeting at 6:30 p.m.  
Reservations: [AAB17601@aol.com](mailto:AAB17601@aol.com)

## Women Inspire Success Express

Meeting Location: Heritage Hills Golf Resort &  
Conference Center

Meets the second Tuesday of the month

Networking 7:15 a.m.

Breakfast/Meeting 7:30-9:00 a.m.

Reservations: [Wanda Stiffler](#)

# LAEN Contact Information

Lancaster Area Express Network  
American Business Women's Association

Shirley Kurtz

Lisa Horst  
Newsletter Creator

Website:

[www.laen-abwa.org](http://www.laen-abwa.org)

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