



Connect & Succeed July 2014 Newsletter



Next Meeting: July 16, 2014

**Rising Like a Phoenix: Dealing with Failure
as You Live Your Passion**

Speaker:

Tricia Nabors

CEO, Nabors Coaching Group, LLC

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

What happens when your results don't seem to match your dream? Learn how you can move forward in the face of adversity. Discover how success and failure begins with your mindset. The power to transform our lives into our greatest dreams lies within all of us, but what we do is dependent upon how we communicate with ourselves and

with others. Be encouraged to move forward as you recognize that the quality of your life is dependent upon how you communicate with yourself.

Tricia Nabors is a CCE board-certified coach, a certified veteran development coach, and president of Nabors Coaching Group LLC, a life coaching and personal mastery practice. She has over 15 years experience in business ownership, leading, directing, and consulting in the social service industry and has a M.A. degree in counseling education from the Millersville University. In 2011, she was honored as a Lancaster County Community Foundation Fellow. Currently, she enrolled into the College of Executive Coaching, working toward her credential of International Coach Federation Certification. Tricia's main goal is to assist people in living their best lives by closing the gap from where they are to where they want to be.



President's Message: Christi Beazley



Dear LAEN Members and Guests,
Is it a year already?! It is hard to believe that it has been a year since my LAEN presidency started. All the fears and doubts seem so far away as I reflect on the amazing year we have had. It truly takes a village to make our chapter successful and my board did just that!! Every task and every detail was handled with care and attention to the importance of a valuable member and guest experience.

Thank you ladies for working with me and supporting our chapter. Your tireless efforts are greatly appreciated. Our new President, Jennie Weinhold and her board will be taking over at the August meeting. We wish them all the best as they continue the proud tradition of LAEN!

Our WIN cafes are the perfect opportunity to learn valuable skills and network with like-minded professionals. Watch for

dates and take advantage of this membership perk. Have you considered being a LAEN Corporate Partner? Information is available at our meetings on the Did You Know table and by talking with Judy Frantz.

Share the LAEN experience with your friends and co-workers. Tell them of the enthusiasm, the networking, the support; tell them of the "shot in the arm" this group gives to everyone who attends a meeting, participates in a mixer and becomes a member!!

Thank you for sharing the joy and excitement with me!

With heartfelt appreciation,

Christi Beazley

Your LAEN President

A WINning Idea

LAEN's WINcafe' sessions in May and June brought together members looking for a bit of support as they first navigated their way through the AWBA / WIN website. We learned that 5:30 p.m. seems to be our most productive time to meet. We also came to realize that while we all think we like the idea of independent study, the exchange of ideas, personal experience and perceptions that accompanied our WIN sessions made the experience so much richer. Between the business discussions, 'Goal Setting' and 'Creating [Y]Our ABWA Experience,' everyone walked away with something new in their toolbox.

A summer session is being planned for late July or early-August so please contact Gail Tomlinson (267-278-6011 or tomlinson.gail@comcast.net) if you would like more information on date, location and session planned or look for the upcoming e-mail blast.

For those of you interested in navigating the WIN training sessions on your own, follow the directions in the box. You'll find the experience well worth the time.



Log In To WIN and the Training Modules

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

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

Jennie Weinhold's ABWA Regional Conference Report



Jennie Weinhold

As we learn and grow at our local meetings, we, as ABWA members, also have the opportunity to expand our network and knowledge by attending ABWA Regional and National Conferences. ABWA's Mission is to bring together businesswomen of diverse occupations and to provide opportunities for us to help ourselves grow personally and professionally through leadership, education, networking support and national recognition.

This year's National Women's Leadership Conference is scheduled for October 30th - November 1st in Overland Park Kansas, which is home to ABWA National headquarters. During this year's National Conference, ABWA is celebrating their 65th year Anniversary, and trust me, it will be a Conference worth attending. Information flyers for these upcoming Conferences are distributed on your tables.

This year I attended the ABWA Regional Spring Conference, which took place in Roanoke, VA in April. I decided to attend for several reasons. One, I knew the more I learned about ABWA National, the better I would be trained, as your incoming President. Second, I knew it was another opportunity for me to learn and grow as a business professional. So, I made the investment, and thoroughly enjoyed the experience. I returned home with a deeper understanding of ABWA, made some new business

connections, and acquired new skills.

Below is some of the knowledge that I gained from one of the training sessions, presented by acclaimed author and presenter, Ty Bennett, who wrote: *The Power of Influence and the Power of Storytelling*. In *The Power of Storytelling*, Ty shares his story on how he met one of his personal heroes: Dr. Steven Covey, who wrote *The 7 Habits of Highly Effective People*. Ty told Dr. Covey that he was working on a book about communication and influence. Dr. Covey said "Hey - that's great, can I give you some advice?" Without hesitating, Ty said, "I would love your advice". Dr. Covey went on to say, "Make sure you write your book for the reader and not the writer". Ty asked, "What do you mean by that?" Dr. Covey said, "A book that's written for the writer, to build him up, to make him successful, will never achieve what it desires. A book that's written for the reader, to teach, to inspire, to help, will make an impact." "It's much more about contribution than the achievement." Ty took that to heart, and wrote his books for the reader.

Through *The Power of Storytelling*, Ty teaches the most influential form of communication - Storytelling. If you consider yourself an influencer, meaning, are you are paid professionally to speak, sell, lead or teach? Then you would benefit from this book. Have you ever thought, how do I communicate in a more concise and compelling manner? And, how do I cause people to adopt my ideas, buy my products, remember my message or take action?

Ty shared his story about when he and his brother started a business together. Ty was 21 years old. He quickly discovered that he didn't have any credibility when it came to influencing others. Their business had marginal success but not the kind they were looking for. So he started to study communication and influence. Through his research he found some keys to how to tell his story and communicate his message that caused people to listen and eventually follow him. They ended up building their business to over \$20 million dollars in annual revenue while they were still in their 20's. Since then,

he's had the opportunity to share his influential strategies as a speaker and author, with hundreds of thousands of people around the world.

Ty discovered that when influencers are communicating with others, most are striving for perfection in their message, when they should be more focused on connecting with their audience. Sometimes we forget the basics of how humans connect: People respond based on emotion. The first level of response to any communication is based on how it makes the listener feel. It's the audience's emotional reaction that creates connection, causes engagement, and causes them to take action. Have you ever heard the saying, "Move your listeners' hearts and their feet and wallet will follow". People love stories. Stories inspire, stories motivate, stories evoke emotion in people that causes them to respond. Robert McKee said "Storytelling is the most powerful way to put ideas into the world today". What's your story?

LAEN Chapter Meeting Minutes

Wednesday June 18, 2014

The LAEN monthly membership meeting was called to order at 7:30 a.m. by President Christi Beazley. President Beazley welcomed 35 members, 1 secondary member and 3 guests. President Beazley led a moment of silence, the Pledge of Allegiance, and welcomed all attendees.

President Beazley recognized 2014 as LAEN's 8th year anniversary and shared a letter of recognition from Renee Street, ABWA Executive Director. President Beazley recognized LAEN VIP's and Executive Board. Pam Carvell, shared a special message remembering our friend and member, Jane Deibler.

Jennie Weinhold recognized the newly elected Executive Board for 2014-2015, along with their Assistants:

Jennie Weinhold - President

President Elect - Gail Tomlinson

VP of Finance - Joyce Hoover (Assistant: Barb Hopkins)

VP of Registration - Amy Winslow Weiss (Assistant: Jackie Klaasen)

VP of Programming - Dr. Lucia Murphy (Assistants: Jan Mills & Janet Treer)

VP of Communications - Cynthia Howerton (Assistants: Lisa Horst, Newsletter & Kaci Roberts)

VP of Marketing - Mary Moyer (Assistants: Julie Welles, Facebook Coordinator & Sue Harper, Webmaster)

VP of Membership - Kathryn Boyd (Assistants: Carol Brian, Mini-Mixers, Jackie Fritsch, Mixers, Lori Willwerth, Members Who Care, Kelly Erb and Cindy York)

VP of Professional Development - Pam Carvell (Assistants Liz Hornberger & Colette Cocco)

Gail Tomlinson discussed LAEN's plans for a July WIN Café, with signup sheets provided for anyone interested in attending. Pam Carvell and Jennie Weinhold both shared their 2014 ABWA Eastern Regional Conference reports. Janet Treer of the Treer Group and Eileen Royer, of Thomas Royer Appraisals, were this month's LAEN Corporate Partners.

This month's speaker was Becky Toews, Adjunct Professor, English Comp and Public Speaking at Lancaster Bible College. Becky's topic was "Sharing Your Passion: The Art of Talking about Anything, Including your Business". Becky led a networking exercise with the audience.

President Beazley donated the centerpieces and Jackie Klaasan assisted at the Registration table. Next month's meeting is scheduled for Wednesday, July 16th at 7:15 a.m. The meeting adjourned at 9:00 a.m.

Respectfully submitted by Jennie Weinhold, President Elect.

LAEN Needs Mentors

Each new LAEN member needs a mentor. Mentoring is not a hard job. A LAEN mentor is someone a new member can go to with questions and learn a bit about the organization.

Below are a few items a mentor is responsible for:

- Provide an opportunity for a new member to have a comfortable transition into membership
- Meet and greet new member at monthly meetings.
- Introduce new member to other members.
- Give a monthly reminder call to invite to meetings and events.

We are in need of more mentors as our group is growing. If you are interested in being a mentor please contact Cindy York at 717-808-5299 or cindy@cindy-york.com



Cindy York
VP Membership

Eileen Royer's ABWA Spring Conference Report

The first ABWA District Conference that I attended was in Lancaster, PA in 1984. As an 18-year



Eileen Royer

member, I have attended 6 District, 6 Regional and 10 National ABWA Conferences. Since then, I have gained a greater appreciation of ABWA and the profound effect on the women who support the mission of this organization.

I believe that "ABWA Inspiration" vibrates in any city where ABWA members gather to share ideas, renew friendships and explore new techniques. I always gain much more than I give while attending local, district, regional and national events.

In Roanoke, Virginia, at the Eastern Regional Conference, you could converse with 200+ ABWA Sisters and grasp how important ALL ABWA Members are to the organization. Each one brings a unique personal and professional outlook to the group. Each attendee helps every other member learn and grow while they are totally absorbed in this congenial, non-threatening event.

During the conference we received instruction in many critical areas which affect the success of our ABWA leagues. Many of the lessons can also be applied in our jobs and places of employment. Therefore, if YOU are interested in any of the areas listed below, give me a call today and we will meet to discuss.

- ABWA Best Practices - "Achieving Best Practices ensures a leagues Strength and Vitality".

Creating a Sustainable Future for ABWA ensures that women have an organization where they can grow personally and professionally through leadership, education, networking support and national recognition.

- ABWA Brand Guidelines - Explain and demonstrate why consistency is critical to ABWA's image and marketplace position.

- SBMEF Tools and Planned Giving Guides - 1) SBMEF explains 4 different award opportunities to help women become models, mentors and leaders of the future. 2) Planned Giving Guide ensures the Legacy of the Stephen Bufton Memorial Educational Fund.

There is so much more to ABWA than what is available in our immediate area. Please consider traveling with me and other ABWA sisters to Overland Park, Kansas for the National Women's Leadership Conference (NWLC) on Oct 30-Nov 1, 2014. You will BOOST your personal knowledge and professional career by being immersed in ABWA's supportive, learning environment.

I am available to answer any ABWA questions. Talk to me TODAY and I look forward to helping you experience how to "Inspire & Be Inspired in ABWA" at the next level.

SAVE THE DATE!

There's no place like home for the 65th Anniversary Celebration and the ABWA National Women's Leadership Conference from Oct. 30-Nov. 1, 2014!



Whether you make the journey by hot-air balloon, shiny red shoes, or more conventional means, ABWA invites you to come home for the 65th Anniversary Celebration during the National Women's Leadership Conference in Overland Park, Kan., from Oct. 30-Nov. 1, 2014.

The anniversary celebration is an opportunity for us to celebrate our past, to connect with our community, and to focus on our future. You'll also experience three days of intense instruction, inspirational speakers, peer recognition, fabulous entertainment, and good old-fashioned fun at the national conference. Make plans now to come home to ABWA!

www.abwa.org

LAEN Executive Board Meeting Minutes

Transitional Board Meeting, held at Jennie Weinhold's house, Sunday, June 29, 2014

The meeting was called to order by President Christi Beazley at 1:00 pm. Excused: Joyce Hoover, Gail Tomlinson and Julie Welles. Incoming Board attendees: Sandra Nonnenmocher, Kathryn Boyd, Pam Carvell, Cindy York, Mary Moyer and Cynthia Howerton. Additional attendees: Barbara Hopkins and Jackie Klaasen.

President's Report: President Beazley reported that Joyce Hoover, current and incoming VP of Finance cannot be on the board due to personal reasons. The board approved Sandra Nonnenmocher as her replacement, with the transition to take place immediately. A new board meeting location is being researched due to current location closing its doors.

Membership Report: Cindy York confirmed that Laurie Irwin has joined LAEN. Cindy led a discussion regarding the Membership forms and procedures for prospective and new members. The Membership team will meet and discuss current procedures and present their ideas for streamlining the process at the next Board meeting.

Marketing Report: Julie Welles will be added to the July Membership Meeting Agenda to share the new website calendar feature.

Registration Report: Amy confirmed that June's registration process went smoothly, although the attendance was lower than normal, due to summer vacations.

Programming: Jennie Weinhold shared Dr. Lucia Murphy's report that she had met with Carol Cool and has the materials needed for her incoming role as VP of Programming. Dr. Murphy held a meeting with her Assistants, Jan Mills and Janet Treer, and confirmed the ABWA theme for the upcoming year "Celebrating 65 Years". The Programming Team discussed using the theme of Transformation/Transition to guide their topics in 2015. Jennie shared some of their ideas. They will continue to refine the meeting topics and search for relevant speakers, and reconvene after LAEN's July membership meeting.

President Beazley urged the Board to take the Member Interest Survey on WIN. Jennie urged the incoming Board to take the Best Practices and Designing your ABWA courses for the 2014-2015 term.

Professional Development Report: Pam Carvell led a discussion on the difference between ABWA Express Networks and Traditional Chapters. Pam also invited everyone to consider attending a Leadership Boot Camp, Sponsored by the ABWA Keystone Council, scheduled for Saturday, August 2nd from 10:00 am - 3:00 pm at Isaac's at Granite Run, Lancaster. Jennie encouraged the incoming Board to consider attending.

The group had a short break, then the current Board Members met with the incoming Board members (one on one) to share job descriptions and responsibilities.

President Beazley adjourned the meeting at 4:00 pm and announced the next board meeting is scheduled for Monday, July 21st, at 7:30 a.m. (location TBD).

Respectfully submitted by Jennie Weinhold, President Elect.

Our New Rolling Calendar



Do you forget to put our meetings and events on your calendar? Do you ever want to know what's coming up at a glance?

We've got a solution!

We now have a LAEN calendar that will capture ALL of our upcoming LAEN events.

The calendar can be viewed, printed or added to your e-calendar on our website here: <http://laen-abwa.org/calendar/>.

We will print a few copies for the "Did You Know?" table for your convenience each month. If you use an online e-calendar, you can add or subscribe to calendar and

import it into Google Calendar, Outlook, Yahoo, Mac iCal, some smartphone calendars and many others.

If you need assistance adding the calendar to your mobile or desktop calendar, please contact Julie Welles, VP of Marketing for LAEN, at julie@sparkmission.com or 717-207-4824.

Below is a screen shot of our new LAEN rolling calendar:

Calendar

Lancaster Area Express Network-ABWA

Today ◀ ▶ Wednesday, June 11 ▾

Print Week Month Agenda ▾

Wednesday, June 18
7:15am LAEN-ABWA Meeting
Thursday, June 19
5:30pm Mini Mixer-Joyce Hoover's Home
Friday, July 11
7:00pm Mini Mixer at Julie Welles' Backyard
Wednesday, July 16
7:15am LAEN-ABWA Meeting
Monday, July 28
7:30am LAEN Board Meeting
Wednesday, August 20
7:15am LAEN-ABWA Meeting
Monday, August 25
7:30am LAEN Board Meeting
<i>Showing events until 8/31. Look for more</i>

Events shown in time zone: Eastern Time Google Calendar

July Member Anniversaries

- Carol Cool, since 2011
- Michelle Dimitris, since 2013
- Susan Harper, since 2011
- Lori Johnson, since 2012
- Jackie Klaassen, since 2012
- Carla McCord, since 2006
- Lori Willwerth, since 1992
- Cathy Jennings, since 2013



Members Who Care



Please let us know when members should be kept in our thoughts and prayers. Please contact Christi Beazley at cmchristi316@yahoo.com

ABWA Chapter and Express Network Meeting Information

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

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

Continental Yorktowne

Meeting Location: Roosevelt Inn York
Meets the fourth Tuesday of the month
Networking at 6:00 p.m.
Dinner/Meeting at 6:15 p.m.
Reservations: emmptm@aol.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.
Reservation: www.laen-abwa.org

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: dhurst@realtysettlement.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

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

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.

LAEN Contact Information

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