



EMPOWERING WOMEN

TO SUCCEED IN BUSINESS PERSONALLY & PROFESSIONALLY THROUGH NETWORKING & EDUCATION WHILE BUILDING KEY RELATIONSHIPS & HAVING FUN!

www.womensleadershipnetwork.net

From our President
Pat Kolodziej
Membership – Taking it to the Next Level

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August, September and October is set as our first official Membership Drive. With the new leadership, we have said we want to take this group to the next level. One way is to reach out and bring in new members. New members always bring a freshness to any group. Their new ideas and different outlook are always welcome. This is how we grow as a group.

Why is growth important? Well, in business, most business owners want their businesses to grow. For a group like the WLN, growing our group can bring endless possibilities of business opportunities and long lasting relationships and even friendships.

You never know what the potential is when a new member joins. You never know where your next big client will come from.

Do you remember your first WLN meeting? Wasn't it an exciting time? Would you like to share this energy with other women?

The benefits of being in our group are many but can be different for all of us. Most women want to get business. The first step in doing this is building a network of other business people around them. To do that, you need to build relationships. Building a rela-

tionship is not an easy thing. It's a process that takes time – you need to nurture a relationship. Once the relationships are built, business will follow. Other women truly enjoy the comradery that we have. This is usually a byproduct of building these relationships. Other women, including me, enjoy interacting with other business owners to get ideas or assist them in solving problems. A lot of us are on our own and do not have coworkers or staff to have conversations with. So the dinner meetings are always a time to go and interact with other business women.

Are we having fun? For me, the meetings are truly fun – this is important to me. If you are having fun, you will not have to work at building these relationships, rather, they will come naturally.

Would you like to build relationships with other women? Are there any professions you would like to see represented? Do you know women that would love to network with the women in our group? Do you know women that work at home all day by themselves that would love the opportunity to mingle with other business owners?

Do you know women that would like to be part of a nationwide women's group that has much to offer its members? I encourage you to invite them.

Reach out to them and talk to them about joining.

We are having an official Membership Drive to truly encourage our members to reach out to other women. In the next few months, I am challenging you to invite as many women as you can to our meetings. Once these women have an opportunity to see what this group has to offer, I am confident that they will join. All it takes is for them to see for themselves the energy that comes when our members and guests come together every month.

Along with our \$5 off coupon for every guest that you bring to our dinner meetings, there will be a grand prize for the one member that has the most new members join during this three month period. So as the new leadership has set this challenge for you, I hope that you search out any woman that you believe would be an asset to this group because you just never know.

On your marks, get set, go!



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MEMBER SPOT LIGHT NORINE WIEBMER

Tell us a little about your background and your current business. What makes you successful? I have been in a mentoring position for 25yrs. First as a nurse training nurses and doctors and then as a Mary Kay sales director. As a director I mentored 10 ladies at a time who produced on ave. \$400,000 in sales / year. It was a natural transition for me to create Image With Impact and Networking with Impact. The goal of these 2 businesses is to teach other professionals how to build their business through refining their image and networking.

How did you get involved in WLN – any success stories?

I joined WLN at their first meeting. I have always been an advocate of professional women's groups. I remember the energy I felt at our first meeting. These ladies were excited to learn more and grow their businesses. This was not going to be a coffee clutch group. It is here I first met Sandra Larkin. Sandra and I spent a year traveling to a variety of businesses training their employees. We shared the same dreams of building up a company one employee at a time. She helped me to see that my talents were valued beyond Mary Kay Cosmetics. So many of our members supported my Mary Kay business as well as helped me to form my new company. Ronin Braga, Kathy Klank(sp) of Cabi and I held image workshop together. Pat Kolodziej set up my accounting, An Ward my web site, Pat Fredrick helped with event planning, Jackie Phren my graphic design. My clients have been Lisa Davidson, Kim Gaxiola, Janet Morse, Cassie Augustine and Susan from VINO 100. What a great support system I have.

Who is your perfect client? A very busy business professional who is looking to build their business through networking. We can help them with their people skills, build power partners and connect them to a very large data base of networking friendly businesses. We accomplish this through one on one mentoring sessions, group interactive classes and by representing our clients at networking events. We are the answer to the cry, "I wish there were 2 or 3 of me." We will actually go out and network for you.

What keeps you ahead of your competition? I really have no competition. Our two largest focuses are teach-

ing networking techniques and mentoring for busy business owners is an untapped market. Most businesses focus on computer networking but we are focused on putting the personal touch back into business. Building relationships that last!

Who is your perfect power partner? Anyone who services busy business professionals: organizational co., delivery services, staffing agencies, HR departments. Marketing and training companies. Our current clients give us the best referrals. We have seen 50% increase in our clients business after only 2-3 months of service.

What tip can you give to a business looking for your services?

Look at your marketing dollars. Networking is the least expensive form of advertising but it can take work. Wouldn't it be great to have a constant list of warm leads being generated for you. We will concentrate on finding the leads and you concentrate on the follow up.

How do you deal with stress? Would you like to share any tips?

I use to be a lot more stressed. I have learned through a few great mentors, to slow down, take a deep breath, sit back and take a look at the stressful situation. Put it into perspective. I try to hand all of my problems over to God. Nothing is too big for Him to handle and I learn through a serious illness that you need to surrender your fears and let God take over. He can see the big picture, He knows my future. I try to find a lesson or a positive side to every situation. You can't always control the situation but you can control how you respond to it. How will you let it affect you? Remember, that others are watching your response, your employees, your business associates and your family. How you handle it says volume about your character and teaches others how to handle future stressors.



Monthly meetings are located at:
 Biaggi's Ristorante Italiano
 1524 South Randall Road
 Algonquin, IL 60102
 2nd Wednesday of each month
 5:30 pm – 7:30 pm

- *Leadership development programs*
- *ABWA-KU MBA Essentials*
- *ABWA-KU Management Certificate Series*
- *In-depth business skills training*
- *Continuing education certificate programs*
- *Tuition reimbursement for approved accredited classes*

If you should have any questions please contact one of the board members listed or visit us on the web.

Ambassadors:

- Ambassador of Membership: Siree Sandberg
- Ambassador for Visitor Welcoming: Norine Wiebmer
- Ambassador of Events: Carol Palframan
- Ambassador of Events: Kathy Glink
- Ambassador of Events: Wendy French
- Ambassador of Programs: Terri Williams
- Ambassador of Marketing:
- Ambassador of Membership: Susan Skawinski

• *Are you interested in becoming an Ambassador? If so, please contact Robin Braga.



Board Members

President:

Pat Kolodziej
 PK Tax Services
 847-608-6451



Past President

Kathy Hardtke
 Milestone Mortgage
 847-489-5053



VP of Membership:

Robin Braga
 Silpada Designs
 847-961-5526



VP of Finance:

Anne Ward
 Creative Core
 847-854-1111



VP of Programs:

Lisa Davidson
 Northwest Mutual
 815-276-5733



VP of Marketing:

Mary Anne Muscat
 Milestone Mortgage
 847-494-4068



VP of Administration:

Kris Freeman
 Body Talk Practitioner
 847-975-9406



VP of Events:

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