



**NETWORK OF
EXECUTIVE
WOMEN INC.**

Contact

Women Helping Women Succeed

August 2003

From the President~

Dear Ladies:

I hope all of you are enjoying your summer. The weather has finally begun to cooperate with the calendar. It is hard to believe that the summer is half over. It always seems that summer flies by too quickly. With that in mind, our activities committee, chaired by B.J.Frasier, and our marketing committee, chaired by Tina Ostrinski, have been as busy as bees, and chirping as birds, planning for our first event to raise revenue for our scholarship fund.

In case you have not heard, the event, "A Girl's Night Out," will be held on October 14th from 6-9:00 P.M. at the Courtyard Marriott in Orange. (Thanks to Donna Sommers for securing the Marriott at no charge to Network) Pam Morgan will provide the clothes for the Fashion Show and Deb Woodcock will do the catering. There will also be wine tasting and a martini bar provided by Pond Point Wine and Spirits, plus door prizes and goody bags. There is space for 30 tabletop presenters for the price of \$40.00 each, which will include admission, table, tablecloth, food, wine and advertising. This is an unbelievable opportunity to market your business and make contacts for potential business opportunities. We are anticipating attendance of 100 people. I urge all of you not to miss this opportunity since there now are only 20 tabletops available. (The Milford Chamber has already reserved one.) Please contact B.J. to reserve your spot. All table space must be paid for by 9/15. After that date, any remaining table space will be available to non-members of Network. (We already have a gentleman on a waiting list for a space.)

In order to reach our goal of an attendance of 100 people, each member of Network will receive 2 tickets to sell (one for themselves and one for a guest). The cost for "Girl's Night Out" is \$25.00 in advance and \$30.00 at the door. These tickets will be numbered so that we have a system for keeping track of the number of tickets sold by each member. The purpose of this is to award a \$200 gift certificate donated by Hebert Jewelers to the Network member who sells the most tickets. (Hint :) B.J. has already sold 4 tickets.

"Girl's Night Out" is going to be a fabulous event. I urge all of you to take advantage of this opportunity by either being a presenter or attendee.

I am currently working on sponsorship from People's Bank so that this event will be a win-win situation not only for

Luncheon Meeting

August 5, 2003

Aldario's • 12:15 PM

"Getting to know you"

presented by our own members

Here's your chance to introduce yourselves with a one-minute commercial. Tell us what your dreams are for your business; who your dream client is. You may be surprised to find that someone in Network knows your dream client.

\$15.00 per person advanced reservations

Deadline for response 5 PM, Friday, August 1, 2003.

\$20.00 per person non-reserved luncheon seat

*(Please have check written out before coming to meeting.
If you are paying cash, please have the exact amount.
Thank you.)*

Members with e-mail: Please RSVP to our website:

www.networkofexecutivewomen.net

or e-mail: newluncheon@aol.com

No e-mail: call Kim Kasparian at 203-333-2452

Network members but most important for our Scholarship Fund. I know that the Activities and Marketing Committees are putting in GREAT efforts to make this a successful event, so I urge all of you to support their efforts and Network. By helping others, you will be helping yourselves.

Often, we as an organization, get so involved in raising funds for Scholarship that we forget there is another aspect to The Network of Executive Women, which is, as the name implies, networking. The Board decided that we should provide some more time at the luncheons for the members to really get to know each other. Therefore, at our luncheon on August 5th we will have a "getting to know you" luncheon. It has been noted that in today's economic environment, people do business with people they know and trust. In order for our members to do business with each other or to bring referrals, they

See President on back page

**Visit us at our new web address:
www.networkofexecutivewomen.net**

President cont'd from front page

need to first get to know each other. (I, personally receive referrals from Network members who are my clients because they have had an opportunity to get to know me, and the quality of my work.) So, it is time to get to know the members of Network that you don't know very well or don't know what they do. Please, come out of the heat to a "cool" luncheon where you will get yourself known. As the song says: "getting to know you, getting to know all about you." The best part of this luncheon will be your opportunity to tell the group who your DREAM client is and perhaps there will be a member who knows your dream client.

One final point, Donna Daley, our program chairperson, is looking for members or guests, who are interested in either being speakers or presenting workshops at our luncheons. It seems to be the consensus, that what is of most interest to the membership and what would attract the greatest number of attendees at our luncheons, are programs that would help us increase our business profitability. Even those women who are non business owners and in executive and management positions know that in order to climb the cooperate ladder, they need to increase their company's

profitability by bringing business to the organization. An interesting fact that was in the Star Tribune in Minneapolis was: "Women-owned businesses are growing at a torrid pace. The number of women-owned companies grew by 11% between 1997-2002, compared with 6% growth for all times, a study by the Center for Women's Business Research shows. Increased access to capital was cited as a major contributor to the growth."

So if you have an interest or know of a guest who is interested in being a speaker or putting on a workshop, please contact Donna Daley at 203-381-9555.

Let's face it, in the "old days" women joined organizations that would give them support. Now with limited time available, women choose the organizations they join by those that will bring them business and help them to make money. Let us work together for our scholarship fund and to help each other.

"Women helping Women"

I hope to see all of you at the luncheon and please enjoy the rest of your summer.

Harriet

Welcome New members:

- Annette DeLorenzo, Account Rep
Yellow Book, USA
40 Richards Avenue 06854 Norwalk, CT
Tel: 203-663-2071 Fax: 203-663-2050
E-mail: annette_delorenzo@hotmail.com
Web site: www.yellowbook.com

About our members:

- Network sends best wishes to John Moser, Helen's husband, for a speedy recovery.

Save the Date ~

Next Meeting

September 2, 2003

Save the Date

"A Girl's Night Out"

October 14, 2003 • 6-9:00 PM
at the Courtyard Marriott

Wine Tasting & Martini Bar
Fashion Show
Catered by Deb Woodcock

Newsletter designed and edited by Judith Gould & Associates. Please send all Network newsletter information two weeks prior to the next meeting, to Judith Gould at (fax) 878-9613 or e-mail – judygould@sbcglobal.net



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Women Helping Women Succeed

**PO Box 3171
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**"GETTING TO
KNOW YOU"
AUGUST 5**