



# KC Women's Network

*Inspiring and Empowering Women in Kansas City*

Issue 2, July 2009

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## Message from our President

Hi and welcome to our second issue of our newsletter. Last month we tried something new, a Ladies Luncheon. In this relaxed and personal setting, ladies spent time with the same group of women. WOW! It's amazing how connected you can become in just a short amount of time.

## On Choices:

It was during this meeting that the issue of being so busy these days was raised. We feel pulled and overwhelmed. I found this great quote to share with you, "Sometimes you must say NO to the good things that come to you in life, in order to be able to say YES to the GREAT THINGS that are to come!"

As I have started building a business for myself, I have found that I have to say NO to certain obligations. But I can see these choices over the last 8 weeks will result in more time for the GREAT in the future! I strive to keep my life in balance, working towards a goal and with achievement, the future will mean more time can be given for the GOOD!

## On Leadership:

Things don't happen by themselves, it is with the support, commitment and vision of leaders. A group without leaders is a group without a vision, without progress, without achievement.

Leadership is gaining cooperation from others in order to accomplish your vision. To understand leadership, let alone exercise it, you need to have the right attitude and motivation ...EGO is not part of the equation. In our Network we have many amazing leaders that have stepped up to accomplish our vision, and they have done an amazing job. Being a leader is subtle, and the direction of our group today is thanks to some stealthy work by Board Members and Committee Members who do so without asking anything in return. This group continues to grow, not by others waiting for someone to give them permission but rather seeing that there is a need, then taking the responsibility to see that the task is taken care of. And so I want to thank those who have stepped up to be leaders in our group, and look forward to those who would like to volunteer for positions we have available.

## Find KCWN Online



Click icons to go to website



# Dressed for Success

## An Overview of Past Events

Greg Furstner of [Salezworks.com](http://Salezworks.com) spoke to our group and shared information from Kaufman's FastTrac course during our May evening monthly event. Greg address the fundamentals of starting and running a business, including creating your business plan, developing your goals and objectives, and maximizing your relationships and business connections. We also received some great tips on optimizing our networking events to ensure more business.

During an April meeting Jennifer Niehouse from [It's so U!](http://It's so U!) shared fashion tips to help us project our best business image with style. Jennifer gave us fabulous tips to help revise the way we view our closet and get great new looks and save money by identifying items that stretch our dollars and discover our styles. A valuable tip to remember: Pearls of all lengths, colors and prices are a great way to smarten up our outfits and make us look and feel good.

At our daytime May meeting four of our members had the ultimate experience to spotlight their business to the attendees. As one of our members, Diane Francis later commented: "It is very interesting to see how creative some of the women are to create these interesting and diverse businesses. We see a need and then create a business to serve that need. Let's keep supporting one another!"

Our first ladies lunch was a tremendous success. Jerry Diddle, the husband of Candice Diddle, prepared an amazing meal and everyone enjoyed getting to know each other in a more personal setting.

Our second "Mini "Showcase" Mart took place on May 3, 2009 at [A Wine Flights Bar](http://A Wine Flights Bar) in Leawood. Several members set up tables to show off their businesses and build stronger bonds with each other. Our hosts, Sherri and RJ Hammel, once again provided us with the space and some tasty treats and salacious Sangria.

by [Maggie Lee](#)

# Member Spotlight

## Introducing Michele Parrish

Keller Williams Realty Partners, Inc

Interviewed by [Vicky Dowsett](#)

KC Women's Network are pleased to introduce [Michelle Perrish](#). Michele is our host for our night time meetings every first Tuesday of the month.

**KCWN:** Michelle, thank you for taking the time to share with us about your business. Can you please tell me a little about yourself?

**MP:** I've lived in KC area all but 2 years when I was in Charlotte, NC. I have 3 children, 1 son-in-law and a daughter-in-law, and the most awesome grandson. I'm single and live in OP. I've been in sales forever and in real estate for 5 years now.

**KCWN:** Can you tell us a bit about your business, what services you offer.

**MP:** I work with buyers or sellers in the purchase and/or sale of their current home. My older son came on and we created a team 2 years ago. I was getting too busy to handle everything by myself so I brought him on so we could take care of all our clients.

**KCWN:** Not only do readers want to know what you do, but also they want to know who you work with because they might want to work with you! Please include a sentence or two about your business niche (or niches) as well as the types of clients you serve.

**MP:** I work with everyone from

first time buyers to older clients ready to downsize. We work in all price ranges as well as investors, rehabbers and those who may be struggling financially and needing to sell.

**KCWN:** Please share some rewards or special achievements you have had in your business.

**MP:** My first year in business I was awarded Rookie of the Year. Since then, our team has been 2nd highest in sales volume the last 2 years. I'm also in my third year serving on ALC which is the Agent Leadership Council in my office. There's a strict criteria to be on the ALC and you have to be interviewed before asked to be a part of this important role. There has been monthly awards for everything from highest sales for the month to the Spirit Award.

**KCWN:** Could you outline professional certifications or designations you hold.

**MP:** Currently, I hold licenses in both Kansas and Missouri. I'm a member of the Kansas City Regional Assoc. of Realtors.

**KCWN:** What has been the most helpful skill or lesson you have learned that has helped you in your business? How could others apply this in their business?

**MP:** The most important skill I've learned is to listen to what my client is saying. "Be in the moment" is how I say it. Anyone



in business should use this skill. It's easy to let our minds wander even when we're with a client thinking about what's for dinner, when the next appointment is, etc. The other thing I've learned - and still trying to get a handle on - is to have my systems in place. The busier I get the more thankful I am that I have some sense of order in my business. I know my numbers - I know how many calls I need to get an appointment and how many appointments to get a listing or buyer, etc.

**KCWN:** Who inspires you most, and why?

**MP:** I don't know who I would say inspires me most- I read, take continued education, have a coach - but most important to me is that I do everything at the highest level of integrity. It's important for me to give back a portion of everything I make to the community. So from every closing I give to KC Hospice and Heartland Partners in Caring, as well as my church. I believe all my success is a gift from God and I give him all the praise.

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Contact Michele:  
[realestate@micheleparrish.com](mailto:realestate@micheleparrish.com)  
[www.micheleparrish.com](http://www.micheleparrish.com)  
816-510-8746

## Networking Tip of the Month:

### Nailing Your Networking Intro

by [Maggie Lee](#) from Prepaid Legal Services

All specifics aside, the most important part of a Networking Intro is: always be memorable. In a July 2003 article from Entrepreneur Magazine, Ivan Misner, founder and CEO of Business Network International (BNI), explained “The ideal introduction is brief and memorable - one that provides enough impact to arouse the interest of those to whom you’re introducing yourself and get them to join your word-of-mouth team.”

So put away your stopwatch. Forget about the elevator. And stop thinking about networking as a commercial. Networking is the development and maintenance of mutually valuable relationships. And those relationships are initially sparked by your ability to effectively, concisely and memorably introduce yourself when someone says, “So, what do YOU do?” (Source: Scott Ginsberg, aka “The Nametag Guy.” 2006 FrontPorch Productions.)

## Our Next Volunteer Drive: Reach out for Autism

The Kansas City Autism Training Center (KCATC) is a nonprofit 501c3, childcare facility that specializes in research-based treatment of autism. Autism affects an estimated 1 in 150 births, knows no racial, ethnic, social boundaries, family income, lifestyle, or educational levels and can affect any family and any child. Autism is more common than childhood cancer, diabetes and AIDS combined. To date, there is no known cause or cure-but at KCATC we provide hope through evidence-based interventions.

The Mission of the KCATC is to provide professional, evidence-based interventions and training for children diagnosed with an autism spectrum disorders (ASD) and their families. The Center provides education and training in the use of these techniques to parents, teachers, therapists, educators and other direct service providers in the Kansas City Community.

Many experts estimate that the service we provide can save our communities from \$2,500,000 to \$7,000,000 over the life of the child based on the level of outcomes. We believe that the KCATC clearly provides one of the greatest returns to the community both from a human aspect as well as the financial impact of early intervention.

The Center is in need of the following items. Anything you can donate off this list will be greatly appreciated by the staff, parents and the children.

## Happy Birthday



Happy Birthday KCWN - 1 Year Old during March 2009

### July

Adriene Bellmyer  
Brenda Richman  
Shannon Brown  
Tami Polansky

### August

Cati Winkel  
Crystal Fraizer  
Robyn Adams  
Gail keller  
Dawn Christy  
Michelle Hodges  
Kelly Murphy- Boule

### September

Andrea Chambers  
Erin Carter  
Sheila Dees  
Diann Bengston

## How you can help?

The Center is in need of the following items. Your donations are greatly appreciated by the staff, parents and the children.

### Stationary:

- Printer Paper
- Ink (hp tri-color97 and hp black 94)
- Automatic Pencils
- Dry erase markers
- 3x5 index cards
- Paper towels
- Facial tissue

- Scotch thermal laminating pouches (available at Sams) 9" x 11.4"
- Post- its (all sizes)

### Art & Activities Supplies:

- Stickers
- Books
- Wooden Blocks
- Dramatic play stuff (dress up items)
- Construction paper
- Glue
- Washable markers
- Colored pencils
- Plastic bins
- Kid's music CDs

- Floor Puzzles,
- Bean bags (large for sitting)
- White out
- Washable Paint
- Finger Paint
- Craft goodies (e.g. pipe cleaners, goodly eyes, felt, pompom, etc)
- Clocks for learning how to tell time
- Tricycles
- Water Colors
- Small bookshelves

### Cleaning Materials:

Broom, Swifter Mop, Pads, Cleaning Fluid

## Ladies Night Out

Can you do with a boost of confidence this July? Join the KC Women's Network board members for a night of self defense lessons. A special guest instructor will be taking us through a class that will empower us and increase our confidence. More information coming soon.



## Book Review by Julie Barnes

Leo Babauta's  
The Power of LESS

The Fine Art of Limiting Yourself to the Essential...in business and in life

I've been a self confessed multi-tasker for years now. Always doing two or three things at once, thinking that I'm accomplishing the most in the shortest amount of time. Then there is the email, the Blackberry and Twitter. I Twitter. It seems like everyone is in a constant state of "checking something".

That is where The Power of

Less comes in. I have read a lot of books that teach you methods of stream lining your business and life, but I feel The Power of Less is one of the best books out there on the subject.

Leo follows the Power of Less

Principles of:

1. Set limitations.
2. Choose the essential.
3. Simplify.
4. Focus.
5. Create habits.
6. Start small.

You will learn how to simplify what you do, reduce the volume of your task, projects, communication and information.

My favorite chapter was Ten Simple E-mail. It seems we are in information overload. Leo teaches a great process on how to reduce your inbox down to zero along with tips on only checking email at certain set times of the day. I'm working on this one.

For more information on Leo Babauta and The Power of Less, visit <http://zenhabits.net/>. You can also find The Power of Less on [Amazon](#).



# Members Make a Difference

by [Vicky Dowsett from Dowsett Designs](#)

Over the second quarter of the year, our Network collected food items for the Salvation Army's food bank.

Both Sheila Dees from Open Mortgage, and Mandy Parrish from Homemade Gourmet proved their ingenuity by asking their entire company to contribute to our volunteer drive. Thanks to these two ladies our donation was doubled.

Presently the shelves at the Salvation Army are empty. If this is a cause close to your heart, your continued donations to this worthy cause is much appreciated.

Contact the Salvation Army:

420 E Santa Fe, OLATHE, KS 66061, 913-782-3640  
Website: <http://www.salarmy-mokan.org>

## Featured Testimonials

Annette Hilvitz

"Annette got me signed up with Melaleuca, The Wellness Company. I love their eco-friendly cleaning and household products. This is my 3rd month using the great products and I know I'll be a customer for life. Annette is a great person and very passionate about what she does. The products are wonderful, and I have even made some extra cash referring my friends and family. I highly recommend working with Annette!"

by [Andrea Chambers](#)

Myra:

Being in the mortgage business I run into clients who are purchasing home and especially first time home buyers that need homeowners insurance. I have referred them to Myra Schultz and she has been outstanding. She has rates that can't be beat for homeowners insurance. Her rates have come in much lower than the competitions with better coverage. Her customer service has been over the top and she has even gone over and above the expectations to help my clients. I will always recommend Myra!!

[Sheila Dees](#)

## Step OUT of the Box

by [Julie Barnes from Let's Coordinate](#)

It's amazing how you can watch a sense of fear wash over a group of women entrepreneur's faces by simply mentioning the words "stepping out of the box". Why do so many great women with such awesome ideas for building the business and lives of their dreams get "stuck"?



Fear of the unknown, failure, of not knowing enough, these are all things that keep us stuck in the box. I was stuck in the box for years before inching out to start my business. I think we all have experienced the anxiety-induced upset stomach, sweaty palms or choking up when attending that first networking meeting. I could hardly say my name let alone talk about my business. I remember calling into my first teleconference call and being a "lurker". Yes, they even have a term for someone that calls in but is afraid to say their name. I currently attend numerous meetings a month online and in person.

Most of us also resist change because it's just not comfortable. No one likes to experience discomfort. If you're always comfortable, then you're not growing. Change can also mean that we have to give up something in order to reach a new goal. I cut back on watching TV so that I would have time to focus on my writing dream. It's something I had always wanted to pursue but thought I couldn't since I did not have an English degree. So I started stepping out of the box one step at a time.

First I joined a local writers group, followed by a critique group. This inspired me to pursue writing so I stepped out of the box a couple more steps and enrolled in several writing classes.

Here are a few ideas' to help you Step out of the box:

- Start researching the steps you need to take to reach that new goal.
- Search Meetup.com for meetings that will help you reach your goal.
- Enroll in a class.
- Talk about your goals. You would be surprised who as the same interest as you or can refer you to someone or a group.
- Invest in yourself. You are worth it!
- Read books, blogs and magazines.

## Our Newest Members

A very warm welcome to our new paid members

Patty Cambiano	Casa Coordinators, LLC
Dawn Christy	Silpada Jewelry
Michele Coakley	Exquisite Eats Personal Chef Service
Mary Kaye Crumrine	The Great Frame Up
Barbara DeMack	Discovery Toys
Mieko Giblin	NUSKIN
Kristina Hund	Mona Vie
Gail Keller	Gail's Scoop
Rose Kiley	Premiere Jewelry
Sandy Kilkenny	DOVE Chocolate Discoveries
Tiffany Koloroutis	LearningRx
Cameo Robinson	Bellissima Bows
Tiffany Tokarz	Tokarz Personal & Professional Development Services
Dana Ward	Marathon Moving & Delivery LLC
Cati Winkel	Arbonne International

\*\*One of the benefits we offer is to be listed on our website directory. New member of KCWN, please take the time to visit our [members directory](#) to ensure your details are listed and correct. For any questions or enquiries about our website, blog or other online groups, please contact [Vicky Dowsett](#).

## Upcoming Events

July is Women's Safety month. Join us at our [meetings](#) where a special guest speaker will be visiting to speak with us on how to keep ourselves safe.

During August our focus will be on Finances for Women. Along with a speaker on this all important topic, we will also be introducing new authors on our blog who will be writing on this topic.

September and October brings

## Welcome Committee News

The Welcome Committee continues to grow and we always 'welcome' anyone who wishes to join. We happily greet attendees at each of our meetings and assemble the 'shopping bags' that we give to new members. Between the name badges – great for branding your business and face/name recognition – and the 'shopping bags' filled with business cards, detailed information, and special offers and discounts for each member's business, we feel that the Welcome Committee is only going to get better.

\*\*THANK YOU to our volunteer committee for the amazing job you are doing! You can say thanks to them on our [website](#), or contact [Cathy Weaver!](#)

Women's Health, with nation wide events such as Breast Cancer awareness month. We will be inviting experts in the health sector to contribute to our blog, and schedule meetings that will cover this topic that affect each and everyone of us.

## Pay your dues on time:

Please make sure you pay your dues on time.

Remember as a paid member you benefit by:

- Mutual support of professional women in business and women business owners.
- Membership at \$24.00 to our group includes one full year of membership.
- Join our [Facebook Group](#) which is open to everyone.
- On-Line [Member Directory](#) under Business Resources where you can market your business and services.
- Access to our informative [website](#) with upcoming events, links to members' businesses, and more.
- Ability to add your business cards to our folder, available to members at all meetings.
- Having yourself and your business featured on our blog or newsletter.

To pay your dues, please send a check to Candice Diddle 12809 Cody Overland Park, Ks 66213 or pay online by selecting the [Pay Online Button on our Meetup website](#).

We do have some [group guidelines](#) in place. Please be sure to review this, as by being part of our group you agree to these guidelines.

## Leadership opportunities available:

### Ladies Night Out Coordinator

Someone to head it up and have a few ladies to help with it. Contact [Candice](#)

### Membership Coordinator

Send payment reminders, ensure new paid members are added to website, blog, facebook and Ning. Must be able to use MS Excel  
Contact [Candice](#)

### Welcome Committee

Contact [Cathy](#) if you want to join this committee. To be considered we ask you to be committed to attending at least 1 meeting per month.

## CONTEST

We are holding a contest for members to come up with a creative fun name for our business card book.

Be sure to come to meetings for your chance to enter.

## Other Reminders

Are you reading our [BLOG](#) updates and checking out our [calendar](#).

Are you emailing [Sheila](#) to post events on the [calendar](#).

Are you promoting our group to other people or displaying our information on your social networking sites.

Are you connecting with other group members on social networking sites and promoting each other when you have used their products and or services.

Are you using the [message board](#) to post your specials; give referrals; post your websites and link to your social sites

Are you using our Facebook and LinkedIn member page