



Network News

For Professional and Executive Women



February 2013

Volume 30, Issue 2

ENHANCING WOMEN'S LIVES THROUGH COOPERATION, UNDERSTANDING AND GIVING

Special points of interest:

- Happy Birthday
Tana McHale
- Happy Birthday
Teresa Thomlison
- Happy Birthday
Jann McMahan
- Happy Birthday
Savonne Monell
- Happy Birthday
Debbie Buckner
- Happy Birthday
Emily Rosher

Luncheon Guest Speaker



Mary Bode

Mary M. Bode is the Director of the Muscogee County Juvenile Court and the Program Director for the Juvenile Drug Court. She received her Bachelor of Arts in Sociology from the University of Memphis in 1988 and her Masters of Social Sciences in Counseling from the University of South Australia in 2003.

Ms. Bode has worked in the Juvenile Justice Systems since 1988 as a juvenile probation officer in Memphis, Tennessee and Dallas, Texas. She was the coordinator of a juvenile female offender program in Meriden, Connecticut. She conducted her Master Level Internship in Singapore with the Singaporean Prison System, counseling adult male heroin addicts.

We are fortunate that Ms. Bode has been the Director of the Columbus / Muscogee County Juvenile Drug Court since August 2006.

[Register](#) today for our February luncheon to hear Mary Bode speak about this life saving program that serves the youth of Columbus. For more information about Mary Bode and the Juvenile Drug Court, contact her at mbode@columbusga.org

In this issue:

Mary Bode -
"Juvenile Drug Court" 1

Debi Johnson -
"Lake Pines Event Center" 1

Pat Whipple -
"What Have I Done For You Lately?" 2

Member News & Links 2
Do You Know?
Events

Member Spotlight

In the Spotlight this month is Debi Johnson from Lake Pines Event Center. Lake Pines is located in the tranquil forest near Midland Georgia. Debi would like to invite Network members to the upcoming events, including concerts and festivals. Lake Pines also offers well equipped camp sights, cabins and indoor or outdoor spaces for your event. [Visit](#) our website for more information or contact Debi Johnson at 931-808-9611 or lakepines2@yahoo.com



From Our President



Pat Whipple

WHAT HAVE I DONE FOR YOU LATELY?

Upcoming Events

- Network Luncheon 11:30AM to 1:00PM, February 22nd. [Register](#) yourself and your guest today!
- "Coffee and Conversation" March 19th (see below)
- "Women Helping Women" April 9, 2013, 11:30AM at the Ironwork Convention and Trade Center featuring abduction survivor Elizabeth Smart. [Register](#)

What have I done for you lately? I often ask myself this question as it relates to my fellow "networkers." When I speak to someone who needs a place to hold an event, or who is looking for a new hair stylist, CPA or Attorney, the first thing that comes to my mind is, "who do I know in Network that would meet this need?"

Network is much more than a social club. Each month I see more members taking advantage of networking with each other by exchanging business cards and sharing ideas and information through conversation.

Men seem to find networking easy. They are wired to ask for someone's business on the golf course. Women, not so much. We seem to be social first.

Here are some modified excerpts from **INC.** magazine, to make our networking meetings more meaningful. Connections open doors, doors to money, markets, qualified managers and employees.

I. Pick your venue.

Network is the perfect place to feel comfortable, and to know our members want to meet you, and learn about you.

2. Know your "elevator pitch."

You are not here to make a sale, so you don't need to close the deal. You do need to let people know who you are and what you do in a way that makes them want to hear more.

3. Ask questions.

By asking questions you'll engage the person and really get to know what they do. Still not comfortable? Pretend you are interviewing people for an article about an event; get the "who, what, and why." Make the task less personal.

5. Speak to lots of people.

To network well, have a brief conversation with one person and move on to the next. Make it a game: How many business cards can you collect in one hour? Work with a friend: the one with the most gets a free lunch.

6. Get ready to give.

Don't come to Network with the goal of getting something. Give something first. The benefit of helping may only be realized six months from now.

7. Follow up afterwards.

If you want to get to know someone better, follow up! This is the step most commonly skipped. A phone call, an email or a connection on LinkedIn will let them know that you are serious.

8. Take the pressure off.

You aren't establishing a long-term relationship yet. You are just opening the door to a possible relationship. Focus on connecting now don't think to far ahead.

All of these ideas serve one purpose, to take the focus off you—nerve-wracking!—and put it on the other people—interesting! Look past the crowd of strangers and see the individuals, some of whom can help you and some of whom you can help.
Let's NETWORK in 2013!!

Pat

Member News and Links

Network Scholarships and Awards: The board is accepting applications for our scholarship award the member grant. If you or someone you know would like to apply, please [CONTACT](#) our Awards Chair, Cathy Phillips. Or [PRINT](#) the application.

Dues are Due: It's that time of the year again. For membership dues information, [CONTACT](#) Membership Chair, Tana McHale.

Quarterly Network Event

Network is offering you more ways to get to know members, promote your company and showcase your business. Make plans to attend the quarterly evening Network event. "Coffee and Conversation" will be held on Tuesday, March 19th at 5:30PM at [Iron Bank Coffee](#) at Broadway and 11st. Bring your cards, samples and flyers to share! [Questions?](#)



Mary E. Heisey
Newsletter Editor
Mobile: 706-575-7452
E-mail: maryheisey@yahoo.com

www.networkforprofessionalwomen.com

Do You Know?

Sunny Rinker, Mary Kay Representative and Network Member

Introduces, "TimeWise Repair™ Volu-Firm™ Set"

Based on a 12 week clinical study, these significant changes were seen:

- 86% of women had a noticeable decrease in the appearance of average wrinkle length
- 81% of women had a noticeable decrease in the average wrinkle width

I've been using it since December 2012 and I love it! Call me to learn about these an other exciting Mary Kay products. Network Members, receive a free facial! [Sunny Rinker](#) 706-329-0274

Want to be featured in "Do You Know?" [Contact Us](#)

