



FOR
PROFESSIONAL &
EXECUTIVE
WOMEN

UPBEAT

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Issue 7

July 2010 Featured Speaker Diane Parker Sinkule

Our program this month features Diane Parker Sinkule, who is the Executive Director of **Hope Harbour**, the Columbus alliance for Battered Women.

Diane is a Licensed Professional Counselor. Before moving to her current position, she was on staff of the Pastoral Institute where she worked with individuals and couples on counseling concerns; she has received specialized training in money management and career assessment. While at P.I., she served as Coordinator for Columbus Cares, a community suicide prevention program. She was chair of the Valley Collaborative for Suicide Prevention and started a suicide support group that meets at Pastoral Institute. Diane has presented workshops on local, state, and national levels.



She has worked as a professional feedback consultant and executive coach. She is certified as a consultant for *Lominger*, *Voices*, and *RightPath* organization and executive development assessments.

She enjoys being involved in community activities. In 1999, she worked with the Pastoral Institute's Center for Servant Leadership and organized the volunteer program, **Hands on Columbus**, serving as the director for three years. She served on the Boards of Christmas in April and House of Heroes. She is active in her church's ministry programs and has served as Benevolence Chair. Diane is a graduate of the 2000 class of Leadership Columbus.

Diane grew up in Columbus and has a MS degree in Community Counseling from Columbus State University. She received her undergraduate degree from Huntingdon College.

She is the mother of three grown children and has four grandchildren. Please make your reservations and invite a guest to see Diane!

dsinkule@hopeharbour.org



Hello Ladies,

I would like to start out talking with you about being organized. Are you one of those people who says, "What do you mean? I am organized!" or are you one who really needs help?

Why don't we think about cleaning up and cashing in? Let's think about that for a moment. We can start with setting goals for ourselves.

- **Your Goal:** To empty the house of junk in one weekend, no matter what.
- **How:** The best yard sale. Ever.
- **Time:** 2 days (plus prep time)

Possible? Totally! Here's your guide to getting rid of all those duplicates, triplicates and other stuff you never use.

By now you're probably thinking, "Jean has got to be kidding." *No, I'm not kidding.* Over the years, I have learned that we can do anything we put our minds to. This is not impossible. I have two yard sales a year and I have done really well.

Getting Started

Go through your house and decide what you want to sell. Don't forget furniture, games, kitchenware, and kids' sports equipment and toys. Non-holiday, warm weekends from April to September are good sale days...everyone's usually in town. Set the date and then advertise!

Tell everybody at work, church and anyone else who would benefit. In other words, talk it up. You can buy an ad in your local news paper to run on the Friday before your sale. Don't forget to include time, location and things that will draw people to you, like the types of items ('Lots of Furniture!' 'Kid's Mecca Toys!'). Your

President's Message

Jean Richardson

line "must sell everything!" as well as desirable brand names such as Pottery Barn or John Deere machinery or quality items like a Treadmill will help draw people to your sale. People are always looking for a great deal at a low cost.

Make sure you follow the legal requirements necessary before you start, like getting a permit and confirm that it's okay to hang signs on telephone poles or in your neighborhood. Some cities will not require a permit.

Make your posters. You may want to use waterproof poster board with a thick black Sharpie. On Fridays, you may want to place them just before major intersections within a mile or two of your house where a lot of people will see them.

I have heard the biggest mistake people make is not putting enough signs, not writing in large letters, and not using dark letters so that cars

speeding by at 40 mph can read them, according to Robin Reynolds, a professional organizer. Make sure you drive around the morning of the sale to make sure the signs are still up.



Let's Talk Pricing

First of all, drop any bright ideas of getting rich quick on individual items. (It's not going to happen). Your goal is to move many items for a little bit of money.

Think Bulks

Your customers are only going to have around \$30 to \$50 cash in their pockets. You want them each to walk away with six things! Don't hesitate to make a deal, but at the same time, don't let people take advantage of you because they will try.

Did you know that most items move at a fraction of the original price? It's true. "Price items so they'll sell, but make sure they're high enough to give yourself room to bargain," says Robyn Reynolds, a professional organizer in Los Angeles. "Don't worry about it-after a few hours, you will be ready to drop prices if you need to in order for it to move if needed."

Pricing Tricky Items

The golden rule is if you don't know the value, don't guess. Here are three ways to quickly find out:

- **EBay:** Go to advance search and check "completed listing." Look for prices on identical or similar items.
- **Craigslist.com:** Search Craigslist across the country for a sense of comparison prices. Be careful, some people may undervalue items to sell them.
- **Thrift and consignment stores:** Make a list of items you're not sure about and head to your local cheap thrift store. My vote: Rather than scanning the store, just take your list to the owner and ask. These people can price things in their sleep. Remember that some of the thrift store owners could be your customer at your sale, so get your prices beforehand.

Handling Cash

Get lots of ones, fives, and a roll of quarters. You're going to be making lots of change. Don't accept large bills. Try to keep small items at a price that will not require you to get big bills. Wear something with deep pockets like an apron so you look like you're in charge and to prevent theft.

Protect Your Home

While most yard seller's show up looking for good deals, some have ulterior motives. To stop thieves from stealing, limit the valuables you put out, and if you're using your garage for the sale, make sure you've got plenty of family members around. (My husband is thinking to himself of course, saying, "Not again!"). He has always been around to give me support when I need help. Be wise, its money in our pockets.



Beware of the Early Birds

They will show up before the sale even starts. We're talking (6-7:30 A.M.). These are the pros who know what they want. These dreaded creatures will buy from you to resell, such as old jewelry or vintage kitchen appliances and want to look quickly and leave.

Have Fun

People like to buy from people who are happy, friendly and having a good time.

Now that you know what to do, go for it!

See you next month,

Jean



July Michelle Justice—Justice Accounting
August Pat Whipple—Merrill Lynch
September Lanitra Menefee—Menefee Agency
October Babbs Douglas—Feeding the Valley Food Drive

We look forward to learning more about our members.

Remember to bring a small prize for our drawing!

Mary Jane Galer Political Participation Award



The Mary Jane Galer Political Participation Award is presented annually to the Networker who best exemplifies participation in the political process through service on local, state, or national governmental boards or commissions, who has advocated for issues affecting women in the

workplace, or other issues of interest to her through her awareness or through her job. She may also have run for office. There is no time limit as to when the service may have occurred. The deadline to submit a nomination is September 30.

Please contact Mary Bode with your nomination. (706) 225-3534 mbode@columbusga.org

BIRTHDAYS



July

| | |
|----------------|----|
| Mary Bode | 9 |
| Cathy Phillips | 9 |
| Barbara Dakin | 19 |
| Pegi Taylor | 21 |



| | |
|-----------------|----|
| Jimmie Barnett | 2 |
| Fern Lassiter | 2 |
| Darlene Ballard | 4 |
| Lanitra Menefee | 4 |
| Susan Henderson | 7 |
| Betty Stephens | 9 |
| Jennifer Miller | 15 |
| Mary Stewart | 21 |
| Karen Smith | 23 |

2010 LUNCH DATES

Lunch Reservations are Required

Lunch meetings are held on the fourth Friday of each month at Green Island Country Club (except December). Lunch is served at 11:45 AM. Come early and enjoy networking beginning at 11:30 AM.

Prospective members are encouraged to attend two lunch meetings prior to applying for membership. See a Board Member or the Registration table at a luncheon to obtain an application and find out more about the qualifications for membership.

You may RSVP and register guests on our website: www.NetworkForProfessionalWomen.com

If you cannot locate your password, contact Kathy Reeves at:
Kathy.reeves@springharborccrc.org

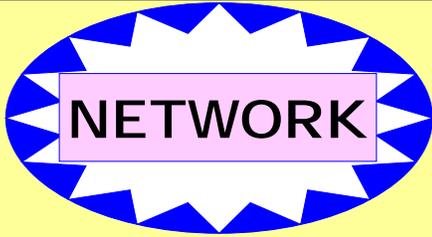
Mark your calendars
 now for the
 2010 Network Lunch Dates

| | |
|-----------|----|
| July | 23 |
| August | 27 |
| September | 24 |
| October | 22 |
| November | 19 |

Do you have news?

This newsletter is for all members of Network. It is for sharing news of job promotions, job openings, calendar events, seminars, special awards, etc.

To get your news in Network *Upbeat*, send your articles to Pat Whipple
patricia_whipple@ml.com or
 call (706) 494-5336



MEMBER NEWS

NETWORKER OF THE YEAR AWARD

The Networker of the Year Award is presented annually at the Network Annual Meeting to an outstanding member of Network for Professional and Executive Women. Nominees should be a Network member in good standing who has made outstanding contributions to the organization; promoted the purpose of the chapter within the workplace; and been involved in the community. The deadline for nomination is September 30 of each year.

Please contact Mary Bode to nominate your Networker of the Year. (706) 225-3534
mbode@columbusga.org

LUNCH AND LEARN

Pat Whipple, with Merrill Lynch, will be hosting a lunch and learn at Green Island Country Club on Thursday, July 29.

The topic will be: ***Taking Control of Your Retirement: How to Manage the Risk of Income Shortfall.***

Lunch will be provided. If you are interested in attending, please RSVP directly to Pat at (706) 494-5336



NEW BOOK NOW AVAILABLE

One of our Network members, Darlene Ballard, has her new book available, ***Learn to Dance in the Rain.***



Darlene will autograph books at the July luncheon. She is very inspirational to all of us! Check out her website at:

www.darleneballard.com
E-Mail: darleneballard@aol.com



Conference

Butterflies and Pearls Inc. (Hair Care Solutions for Multi-Cultural Hair) will be hosting a conference at Occasions Event Center Behind the Huddle House on Victory Dr. on Aug 15. Interested parties should contact Lanitra Menefee for more details at (706) 566-4097 or mrsmenefee@yahoo.com

POLITICAL FORUM

There will be a Political Forum at CSU's Cunningham Center on August 26 at 6:30 p.m. Local, State and Federal candidates will be participating. We encourage you to check out the candidates and learn more about their views.



Contact Lanitra Menefee for more information: (706) 566-4097 or email her at mrsmenefee@yahoo.com

MORE NETWORK NEWS

Board of Directors

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Jean Richardson (706) 644-2806
CB&T

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CB&T

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Cathy Phillips(706) 687-1240
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Kathy Reeves (706) 576-6007
Spring Harbor

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Menefee Agency

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Communicorp

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Colette Greer (706) 577-8908
Columbus Hospice

WWW

Nancy Williams (706) 571-1482
Columbus Regional
Kathy Reeves (706)-576-6007
Spring Harbor

Newsletter Editor

Pat Whipple (706) 494-5336
Merrill Lynch

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Susan Henderson (706) 569-3063
CSU
Nancy Graham (706) 323-4620
Organizer Unlimited

Community Relations

Tiny Washington (706) 225-4013
Columbus Consolidated Government

Directory

Karen Smith (706) 660-6103
Columbus Regional

2010 BOARD MEETING DATES:

July 13

August 10

September 14

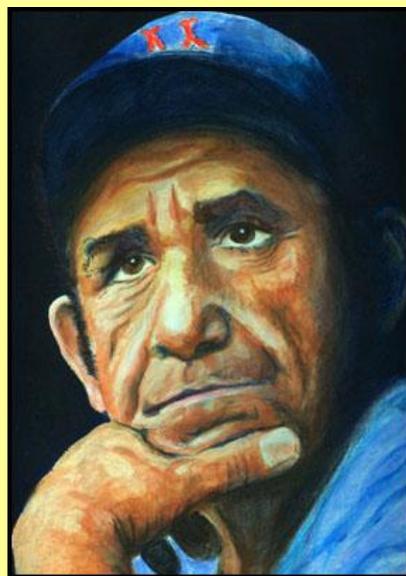
October 12

November 9

Yogi Bera Wisdom(isms)

As you are contemplating the second half of 2010,
think about these words of wisdom by Yogi Bera.

- If you don't know where you're going, you might not get there.
- When you come to the fork in the road—TAKE IT.
- If the world were perfect, it wouldn't be.
- The future ain't what it used to be.
- Little things are big.
- 90% of the time, it's half mental.
- If you ask me a question I don't know, I'm not going to answer.
- Always go to other peoples funerals, otherwise they won't go to yours.



Make is a great second half of 2010!!