



# Network News

For Professional and Executive Women



June 2013

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ENHANCING WOMEN'S LIVES THROUGH COOPERATION, UNDERSTANDING AND GIVING

## Special points of interest:

- Happy Birthday  
Hyon Chu Jarmon
- Happy Birthday  
Mary Bode
- Happy Birthday  
Mary Jane Galer
- Happy Birthday  
Cathy Phillips
- Happy Birthday  
Barbara Dakin

## Luncheon Guest Speaker

Sharon Borger, President and CEO of Easter Seals of West Georgia, will be our Guest Speaker at the luncheon on Friday June 28th. Sharon has held the position since 1994, when she transitioned from a career as a Pre-School Teacher and Health Care Educator.

Easter Seals was the first organization to raise money to help children who are crippled or mentally disabled. In the spring of 1934, the organization launched its first Easter "seals" campaign to raise money for its services. To show their support, donors placed the seals on envelopes and letters. The Cleveland Plain Dealer cartoonist J.H. Donahey designed the first seal. Donahey based the design on a concept of simplicity because those served by the charity asked "simply for the right to live a normal life."



Sharon J. Borger—President/CEO of Easter Seals West Georgia, Inc.

Easter Seals offers help, hope and answers to more than a million children and adults living with autism and other disabilities or special needs and their families each year.

Sharon's passion for helping the most vulnerable in our community is what has made her so successful in this vital leadership role.

Sharon Borger is a wife, mother of two and a professional woman who is serving our community. Come hear her speak at our monthly luncheon [REGISTER](#) today! For more information about Easter Seals [Click Here](#).

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## Member Spotlight

In the "Spotlight" this month is Network member and Mary KAY Representative, Cheryl Tate. Cheryl will show members new products and business opportunities from the most successful direct sales company in the world, Mary KAY. Check out Mary KAY's new "Finishing Spray." Set your look for the day, even in the toughest summer heat! It's great for all skin types. If you are looking for a new skin care regimen or just some fresh ideas to brighten up you routine for the summer, contact Cheryl Tate. [Contact](#)



## From Our President



Pat Whipple — President

### NEGOTIATING YOUR NEW SALARY

At some point in our lives, we find ourselves starting a new job or career. If you have been through this process you may know how nerve-racking it is to negotiate your salary. You want to ask for what you are worth, but you may be afraid of making too many demands. Almost half of people seeking new jobs find negotiating a salary the toughest part of making the change. Since pay raises and bonuses build from the base salary, it's crucial to be prepared to ask for the best compensation package possible from the start.

So what should you do? Start off by being open minded and creative. You can negotiate more than just starting wages. Sometimes an employers' hands

are tied regarding actual salary figures, but that doesn't mean you can't pursue more favorable terms about other important aspects of your package. Here are some examples:

- Vacation Time, Sick Days & Flexibility
- The date of your next salary review.
- Overtime & Hours of Work
- Company Car, Expense Accounts, Bonuses, etc.
- Benefits (health, retirement, disability, stock options, education assistance)
- Relocation Reimbursement & Commuting Costs

If you are what the employer is looking for, they are going to do

what they can to make an offer that works for both of you. They are making an investment in you and your skills, so give yourself the credit you deserve and fight for what you want!

As an employer told me early in my career when I asked for my first raise, **".....it's not our fault you didn't do a very good job of negotiating your salary!"**

Needless to say, I had to learn the hard way. And no, I did not get that raise. I never had to be reminded of that again!

Bring your own ideas to the negotiating table. I feel that your future employer will expect negotiations during this process, and will probably respect the fact that you know your own worth!

*Pat*

### Upcoming Events

- Network Luncheon  
Friday June 28th at Green Island Country Club.  
Networking begins at 11:30AM. Lunch and program to follow.  
Bring a guest!

Please be sure to register for the luncheon, to ensure that our Network event is successful for everyone! [Register](#)

## Member News and Links

**Jean Richardson attended the 2013 First Lady Luncheon** on May 15, 2013 honoring First Lady Michelle Obama at the Washington Hilton International Ballroom, Washington, D.C. It was presented by The Congressional Club. Distinguished guests included First Lady Michelle Obama, Mrs. Jane Roberts, Mrs. Mary Breyer, Mrs. Debbie Boehner, Mrs. Lilibet Hagel, Mrs. Landra Reid, Mrs. Teresa Heinz Kerry, and Dr. Sharon Malone. Attendees were entertained by Trisha Yearwood and special Guest Speaker, Paula Dean. Jean described this as a "storybook event."

Nominate yourself or a member! Are you planning to further your education? Network awards a grant each year to a member to further her education. Apply today, or contact Awards Chair [Cathy Phillips](#)



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## Do You Know?

### Network Member Mary Jane Galer

Mary Jane Galer is a well-respected Columbus resident noted for her many achievements as an educator, librarian, representative in the Georgia State Legislature (1977-1989), advocate for women's rights, author, and member of numerous civic and professional organizations. Each year The Mary Jane Galer award is presented to a Networker who best exemplifies a contribution to the political process, through volunteerism or running for office. Make sure you get to know your fellow Networker Mary Jane.