

the Connector

April 2004

A Newsletter for Members of the Professional Business Women's Association

Vol. 04/Issue 4

networking notes

PBWA: Wednesday, April 7, 2004, noon to 1:30 pm

April Regular Monthly Membership Meeting

The Purple Iris at Hartwood

1409 Winchester Ave., Martinsburg, WV.

Lunch Cost \$12.00/Payable to PBWA

PBWA: Wednesday, April 14, 2004, 12 to 1 pm

Martinsburg Lunch Networking Meeting

Please contact Susan Dudics-Dean for status and place

susandudicsdean@yahoo.com • 304-263-3296

PBWA: Wednesday April 21, 2004, 8:30 am

Breakfast Networking Meeting in Inwood

Daily Grind, Inwood

PBWA: Thursday April 15, 2004, 8:30 to 9:30 am

Shepherdstown Breakfast Networking Meeting

The Sweet Shop Bakery on German St., Shepherdstown

PBWA: Wednesday, May 5, 2004, noon to 1:30 pm

May Regular Monthly Membership Meeting

The Purple Iris at Hartwood

1409 Winchester Ave., Martinsburg, WV.

Meal Cost \$12.00/Payable to PBWA

LOCAL CPA RECEIVES AWARD

by Kelly Parsons

On Saturday, February 21st Jim Nichols and his daughter, **Kelly Parsons**, from Nichols DeHaven & Associates CPAs, PLLC in Charles Town attended West Financial Group's annual awards banquet at the The Mayflower Hotel in Washington D.C. Jim was recognized as a top new associate and was awarded a trip to a Leader's Conference held in Orlando, Florida in July! West Financial Group was founded by a Bethesda, Maryland group headed by Alex West. Jim Nichols said that his firm teamed up with West in January of this year, "with the goal of assisting our clients in every aspect of their financial lives and to provide financial independence and peace of mind to our clients". By aligning with West, Nichols DeHaven can provide insurance protection products and investment products and services for individuals, businesses and their employees.

NEWS FROM THE VILLAGE SPA

The Village Spa at Locust Grove is now offering Lymphatic Massage. This is a very gentle full body massage that encourages the circulation of the Lymphatic System. This system is directly connected to your immune system, and helps you to be healthier. Lymphatic Massage addresses numerous health issues-- most importantly breast cancer.

Next month I plan on submitting an article on Lymphatic Massage to help you understand this work more fully. Or give me a call at 262-6699 if you have any questions. ---Meg Hughes

CONGRATULATIONS

Vickie Elliott recently received a promotion to Assistant Vice President of Administration at Farmers and Mechanics Mutual Insurance of West Virginia. Vickie has been with the company since 1983.

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Professional Business Women's Association

P.O. Box 2586 Martinsburg, WV 25402

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NEWS FROM PLATINUM PR

Sandy Sponaugle, owner of Platinum PR recently conducted a training class on 'Guerrilla Publicity', which was held at Frederick Community College. This one-day class empowered the [adult] participants to create and implement their own publicity campaign. The students received customized instruction and left the class with a draft publicity plan, press release and even practiced pitching their idea. "We certainly covered a lot of material in a one day class," explained one of the students. "This class has given me the direction and information I needed to promote my company."

Sandy is also working with the Jefferson County Chapter of the American Red Cross to plan their 5th Annual Fashion Show. The Fashion Show will be held on Sunday, May 23rd at the Clarion Inn and Conference Center in Shepherdstown, WV from 2 to 4 pm. The event will showcase fashions from R. Lewis Clothier, The Mirror Boutique, and Peace Frogs. If you are interested in purchasing tickets or would like more information, please contact Sandy Sponaugle at 304-876-8321.

Eden Design and Platinum PR have partnered once again to provide marketing and graphic design services to a local 'virtual auction house' - Tannerman's Trading Company, which is located in Martinsburg. This client was a direct result of attending the Eastern Panhandle Entrepreneurial Forum in January . . . proof that tradeshow do work!!

WASHINGTON HERITAGE TRAIL NEWS NOW AT www.washingtonheritagetrail.org

You now can view trail news on the web! The 112 mile nationally designated scenic byway goes through Jefferson, Berkeley and Morgan counties following routes taken by President George Washington.

Maura Brackett, a member of the Board of Directors of the Trail, reports that the web page identifies history & heritage, self-guided tours, recreation and entertainment, cultural events & festivals, and visitor services along the Trail and is a great resource for family and friends interested in what's going on in the Eastern Panhandle.

JOAN KOELLE SNIPES CONDUCTS NEW WORKSHOP

Author and speaker **Joan Koelle Snipes** of Shepherdstown is conducting Bible workshops around the country. The topic of her newest workshop is "Teaching the Bible to Children."

This 2 1/2 hour workshop is aimed at parents, current and prospective Sunday School teachers, grandparents, aunts, and uncles. The purpose is to give them a wide array of ideas on how to help children become biblically literate. Joan discusses how to use her book, "That Ye May Teach the Children," as well as storytelling, Bible picture books, teaching tools, such as a Bible time-line and illustrations, specific ideas for working with very young children, expanding on the Ten Commandments and Beatitudes, Bible related games, Bible related music, and the importance of Sunday School attendance. People will leave this workshop with all kinds of ideas on how they can better understand the Bible themselves and how they can spark a love for the Scriptures in the children they know.

Joan Koelle Snipes is a long-time Sunday School teacher, author, and consultant for www.biblewise.com. Upcoming workshops are scheduled in State College, PA, Scottsdale, AZ, Mt. Lebanon, PA, and Haddonfield, NJ. In June, Joan will speak at an annual Bible Study Seminar at the Asilomar Conference Center in Pacific Grove, CA on the topic of Abraham.

DISTINCTIVE TOUCH INTERIORS ANNOUNCES NEW STAFF MEMBER

Renee Ayala Jones, IDS of Distinctive Touch Interiors, LLC, is proud to announce the newest staff member to the firm. Amanda Close is an Interior Design student and will have the responsibilities of Administrative & Design Assistant.

As a Member of The Interior Design Society, Distinctive Touch Interiors, Specialist in Residential and Small Office Design & Decorating, offers fabrics, custom window treatments, furniture, lighting, wallcoverings, painting & faux painting services and color consultations. We offer two locations, Eastern Panhandle and Denver, Colorado. For more information call 304-754-9525.

PBWA RETREAT COMMITTEE

To help celebrate the 10 Year Anniversary of PBWA, it has been suggested that we plan a retreat--a one-day or even a weekend excursion with just the girls. To move this idea forward, we need 2 groups--one for the one-day retreat and another for the longer excursion--to plan & prepare for these outings. If you would you like to help plan a one-day retreat, please call Karen Coyne at 229-3100. To help plan the weekend excursion, please e-mail Jen Rolston at 304-728-2508.

SHAMELESS SELF-PROMOTION

Would your business make a good site for a PBWA meeting or an evening social? Do you have fun or useful products or services that would make a good door prize? Do you have a story to tell--perhaps how you overcame your fear of public speaking, how you built your client base from scratch, or improved your networking skills? Don't keep your business or your stories secret--share them with us! Ask a management council member about hosting an event, submit a door prize for a monthly meeting, submit your stories for publication in *The Connector*, or all of the above.

JEFFERSON COUNTY COMMISSION CANDIDATE JIM SURKAMP ADDRESSES PBWA

(I'm contacted me about attending a PBWA meeting to meet and chat with members but as this goes against PBWA policy I encouraged him to write a blurb which I am publishing here. He is interested in speaking with local business owners and if you would like to speak to him please contact him through the web site below--Jen Rolston)

I am running for the County Commission as a friend to hi-tech and small businesses. I am working now for the creation of two "JustJefferson" cable television channels for government information and educational content. We need better ways to share knowledge and build community. Enjoy the 1,000 images of Jefferson county at <http://justjefferson.net>. For polling place maps, Voter Registration Forms, Candidate Get-Together info, and bio, visit our campaign website at <http://jimsurkamp.net>. With over 14,000 lots OK'd for construction, our County is worth saving. Give me your ideas and I will act on them. - Jim Surkamp

PROFESSIONAL BUSINESS WOMEN'S ASSOCIATION INCOME AND EXPENSES

January 1, 2003- December 31, 2003

Start Balance	\$ 164.67
Income:	
Renewal Dues	\$ 2,070.00
New Dues	\$ 720.00
Meetings	\$ 4,211.00
Business Expo:	
Exhibits	\$ 1,295.00
Display	\$ 80.00
Total Income	\$ 8,376.00
Expenses:	
Meetings	\$ 4,692.38
Meeting supplies	\$ 401.74
Newsletter postage	\$ 185.00
Membership postage	\$ 162.15
Directory printing	\$ 209.88
Directory postage	\$ 65.70
Website maintenance	\$ 539.00
Expo:	
Postcards	\$ 187.62
Printing	\$ 42.40
Room/tables	\$ 527.25
Food	\$ 901.41
Ad- Spirit of Jeff	\$ 93.75
Mailbox rental	\$ 38.00
New checks	\$ 18.95
Total Expenses	\$8,065.23
NET INCOME	\$ 310.77
Ending Balance	\$ 475.44
2004 Dues Received:	
Renewals	\$ 835
New	\$ 455
Total 2004 Dues:	\$ 1,290.00
12/31/03 Bank Balance	\$ 1,765.44

PBWA members: Last year Su Carroll won gold medals at the Vet Senior Olympics. Below is a plea from her for financial assistance to represent WV in the games in Fresno. Anyone able to donate, please send funds directly to Su at the address below. Thanks, Chris Lundberg

HELP!

For 18 years, veterans 55 years and older who are receiving care at the VAMC have been fully sponsored to attend the VA's Golden Age Games. Sort of a Senior Olympics for disabled veterans. Last year, because of budget cuts, veterans had to pay part of the cost of the trip. They held bake and other sales. Some "begged" for help. Taking vans to the Games held in Maine helped keep costs low, but the veterans still had to chip in \$150 each.

This year, the Games will be held in Fresno, and there's no way the veterans can drive that far. So, they will have to chip in more. The VA is a government agency, and thus, cannot solicit funds... but...I CAN!!

If you would like to help a veteran attend the Games, please send a check made out to "VA/GOLDEN AGE GAMES" to Su Carroll at P.O. Box 1112, Martinsburg, WV 25402. Anything from two cents to two million cents would be most gratefully received.

Thanks for any consideration you share.

PBWA

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P.O. Box 2586 Martinsburg, WV 25402

Connecting with The Connector

To have your news items included in the next issue of *The Connector*, enclose them in the body of an e-mail or a Microsoft Word attachment and send by the **twentieth of the month** to Jen Rolston at jen@edendesignco.com

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Management Council

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