

April 2009



Message from the President

Is everybody taking note of your first impressions of people you meet? I find myself trying to analyze people before they say anything. Wasn't Steve Dorfman's presentation great? Another super program from our Committee. And wasn't it great to get out in Virginia, even though some of the Maryland folks got a little lost.

On April 2nd we will be having an orientation on EWI for our newest members and not so new and prospective members. Please invite your friends and colleagues that you think might like to know more about EWI and possibly become members. Julia has a great program planned.

On April 8th we have the privilege of hearing Jak Plihal give a presentation on "Discover Your Unique Brand of Core Leadership: Your Path to Effortless Power". Another terrific evening at the SunTrust Building. We will be starting promptly at 6 and having our dinner during Mr. Plihal's speech, so be sure to be on time. We voted to charge guests \$50 for this meeting.

For those of you who missed the business meeting in March, we voted to not have a regular meeting in July, but we will be partnering with the Columbia Lighthouse for the Blind to do an advocacy program. More details will be coming in the near future.

One last item, don't forget those less fortunate than us. Please continue to bring canned goods or non-perishable items for the food pantry.

See you at the April meeting.

Best regards,
Nancy Dinse
The Loeffler Group

CALENDAR OF EVENTS

Chapter Dates to Remember

April 2, 2009

Member Orientation
Verizon Offices

April 8, 2009

Special 90 Minute Workshop

Jak Plihal
SunTrust

[see page 2 for details]

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May 5, 2009

EWI Professional Development
Teleseminar

Dr. Jennifer Wild

*"Emotional Intelligence & the
Importance of Community"*

EWI Corporate Conferences

April 25-27, 2009

Leaders Summit
San Francisco, CA
Academy of Leadership Alumni only

September 24-26, 2009

LCAM 2009
Louisville, KY



April 8, 2009

Special 90 Minute Workshop

**Discover
Your Unique Brand of Core Leadership:
Your Path to Effortless Power**

***Presented by*
Jak Plihal
Founder of Being Solutions**

**SunTrust Bank
1445 New York Avenue, NW, 9th Floor
Washington, DC**

**6:00 pm (program will begin promptly)
Registration Fee: \$40 – Members; \$50 – Non-members
*[includes dinner]***

Reservations Required – Guests Encouraged
Please RSVP no later than Friday, April 3, 2009
to *Loesje Trogli*
via phone: 202-419-8508 or 703-241-2212
or e-mail: *Loesje Trogli Itrogli@cq.com*

Metro Station: McPherson Square [Blue/Orange Line]

CHAPTER STANDING RULES: Cancellation made within 72 hours of the meeting date, those who do not RSVP or “no shows” will be charged the meeting fee. Members with outstanding meeting fees must bring their account current to attend future meetings. Prepayment of meeting fees is appreciated and welcomed.

About Jak Plihal

Jak is a consultant and coach for clients in start-up and corporate environments including information-technology, consulting, energy, healthcare, non-profit, and financial services. His background includes breakthrough results in sales, management, marketing, collaboration, industrial-design, e-commerce, Internet infrastructure and international business development.

A decade of ontological practice is the key foundation to Plihal’s approach. He has been personally trained by the best consultants and coaches in the world including Hans Phillips, Avram Davis, and Sarano Kelly, and is a graduate of an International Coach Federation certified coaching program. He also holds a Bachelor of Arts in political science from the University of Maryland.

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 - Six Sigma Yellow Belt Certification the DMAIC Process-Production (for manufacturing companies) presented by Juran Institute
 - Six Sigma Yellow Belt Certification The DMAIC Process – Transactional (for service-oriented businesses) presented by Juran Institute

Professional Development Teleseminars are offered by professional speakers within our EWI organization and outside our organization. Mark your calendars for the upcoming teleseminar featuring Jenny Wild of DC Member Firm Alternate Perspectives.

Tuesday, May 5, 2009 – Dr. Jennifer Wild – “Emotional Intelligence & the Importance of Community”

We offer three to four teleseminars during the year. Also available on our website are postings from past teleseminars along with the Professional Development Bookstore where you can purchase books from our speakers.

Visit the Corporate website at: ewiconnect.com and click under Careers and Community to see what courses fit your schedule. Contact Renea Callery if you have any questions, reneaewi@gmail.com or 313.962.6338.

Community

Please remember to bring non-perishable food items to Chapter Meetings to support the Pantry.



Columbia Lighthouse for the Blind will host its 50th Camp Lighthouse for children who are blind and visually impaired. This camp relies heavily on volunteer counselors to give one-on-one support to the campers. Volunteers assist campers with recreational activities such as swimming, arts & crafts, computer instruction, and field trips. **This year Camp Lighthouse will be held at Catholic University from June 22 – June 26, Monday – Friday, 8:45 AM – 3:15 PM.**

Columbia Lighthouse for the Blind's volunteer camp counselors must be at least 16 years of age by the start of camp; adult volunteers are welcome. This volunteer opportunity is truly rewarding and fun. We also provide community service hours to our student volunteers. An orientation for all volunteers is provided.

If you or someone you know would like to learn more about becoming a CLB volunteer, please contact Jocelyn Hunter at 202-454-6422 for a volunteer application.



The *Verizon Foundation* is sponsoring its third annual "Shower for the Shelter" collection drive March 30 - April 10. Last year, employees collected more than \$400,000 worth of essential household and personal items to help local domestic violence shelters provide services to survivors and families that they support. Items needed for the drive include (but are not limited to) shampoo, conditioner, body wash, soap, cosmetics, lotion, deodorant, toothpaste, toothbrushes, paper towels, diapers, baby wipes, diaper-rash ointment, powdered formula, baby bottles, wash cloths, towels, first-aid medications, adhesive bandages, tissues and toilet paper. Please note: we can only accept NEW/UNOPENED items.

All items donated will be distributed to local beneficiary public school(s) or non-profit organization(s) through [District Alliance for Safe Housing](#).

Domestic violence remains the single largest cause of injury to women between the ages of 15 and 44 in the United States – more than muggings, car accidents, and rapes combined. The Shower for the Shelter drive is an easy way that individual employees can help to ease the trauma of domestic violence.

Confronting the national epidemic of domestic violence and working to prevent it is one of the Verizon Foundation's targeted social issues with a companywide focus. Karen Kuhn will be happy to accept any donations at the April 8th meeting. Please contact Karen at 202.515.2408 for further information.

Membership News and Incentives

Each representative who recruits a new member firm during the period October 1, 2008 thru May 31, 2009 will receive a EWI eco-friendly shopping bag with the new EWI logo. There is no limit, but make sure your name appears on the new member application. Each recruiter's name will be entered into a drawing for a 2009 LCAM registration. Three separate drawings will be held based on which division the Chapter is in (Eastern, Central or Western). The top recruiter will also win a 2009 LCAM registration. Each Chapter that has at least one more member firm as of June 1, 2009 than it had on October 1, 2008 will receive a free registration for an EWI Online course. Each Chapter that retains 95% of their member firms at renewal will receive EWI eco-friendly shopping bags for each member.

So go out and "Bag a new Member for EWI". We are all the best people to sell EWI and I know that you all will go out and **RECRUIT** new members, help to **RETAIN** the members we have and together we will all **GROW EWI**.

Membership Postings

The following firm(s) has been approved for posting by the Chapter Board of Directors. Objections must be submitted in writing by the member firm Executive stating the nature of the objection. Any objections must be received within 10 days of this notice by Julia Kennedy, Membership Director.

Firm: Hidden Treasure Appraisals
 Business Description: Specializing in 18th, 19th and 20th Century American and English furniture, glass, ceramics, silver, fine arts.
 etc. Appraisals for insurance, estates, and donations.
 Major: Business Service - General
 Minor: Appraising Service
www.hiddentreasureappraisals.com
 Rep.: Sarah McCullom

Firm: C. Liston Communications
 Business Description: Graphic Designer/web designer & marketing
 Major: Marketing
 Minor: Consultants
 Rep.: Claire Liston
www.cliston.com

Firm: Amselle Brent Sawyers Accounting LLC
 Business Description: Outsource bookkeeping and accounting services to primarily nonprofit organization and government contractors in Northern Virginia and D.C.
 Major: Accounting
 Minor: Accounting Service & Consulting
 Rep. Christina Sawyers, CPA
amsellebrentsawyers.com

Firm: SMLive
 Business Description: Business broadband evolved. SMLive enables broadband providers to evolve beyond web hosting and online directories, while leveraging existing assets, to grow SMB market share.
 Major: Information Services
 Minor: Information Systems
 Rep. Beth Pinson
www.smlive.com

Firm: Women on Course
 Business Description: Organization and events designed for women interested in golf
 Major: Association - Service
 Minor: Sports Promotion
 Rep.: Ann Farkas
www.womenoncourse.com

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Member Firms**24/7 Technologies****A Thyme to Taste****Alternate Perspectives, Inc.****American Clinical Lab Association (ACLA)****Austin-Weston Center****Best Messenger****Columbia Lighthouse for the Blind****Congressional Quarterly****FMC Corporation****Goodyear Tire & Rubber Company****H Street Ventures****Karin's Custom Designs****Metro Floors****Monarch Title****Music Express Worldwide Limousine****Pepsi Bottling Group****SunTrust Bank****Susan I. Wranik Associates****The Loeffler Group****USAA****Verizon****Wachovia Securities****Wisdom & Williams****York Flowers****EXECUTIVE WOMEN INTERNATIONAL®**

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