



## Congratulations!

### *It's What's Inside That Counts:*

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...and various odds 'n ends here and there.



**Our mission at ABWA**  
is to bring together women of diverse occupations and to provide opportunities for them to help themselves and others grow personally and professionally through leadership, education, networking support, and national recognition.

### To everyone who helped make the District IV Spring Conference such a resounding success!

To begin with, that includes **Kelle Fantasia** and her marvelous crew of Committee Chairs: **Iva Frantz, Joyce Springuel, Brenda Spies, Jeanne Duval, Darlene Craven, Christina Gorman, Gina Rooney, and Cathy Nagorka**. So many people helped on those committees that we can't name them all. And then there are all of you who attended the conference.



It was indeed a resounding success, in every way. First and foremost, a good time was had by all. Second, none of the crew lost their sanity along the way (that we know of, anyway). And we made money! This was our fundraiser for the year, so that's important.

*(The July issue will have much more about the conference.)*



### Prez's Mezzage from Darlene Craven

**Hi, all! Whew!**

We made it through the District IV Spring Conference and I survived my ABWA Love Hangover from all the sisterhood and camaraderie that such a gathering engenders! From all comments, we can proclaim it a resounding success and thank you all so much for working together to put on this great event! For those of you who were there, Susan would love to hear your story, your reaction and your takeaways. For those of you who weren't able to attend, read all about it in this and upcoming issues.

While the conference featured many highlights, the most noteworthy one, at least from Maryland Capital's perspective, is that we placed IN THE TOP

FIVE in the Newsletter Judging Contest!!! As the Chair of that committee, I was busting with pride at the Saturday luncheon and it was hard to keep that excitement under wraps until the triumphant moment!

Other highlights included a Tribute to the National Prez (our own Casey Coven) during the Saturday dinner at the Maryland Inn, that precluded an interesting and probably rambunctious Pub Crawl. Also, I'll look forward to reading all about the Trolley Tour as well.

As for final figures, Kelle and Gina, are busy crunching the numbers. We'll make an announcement at the June 9 general meeting about our "take." I know I heard lots of excited squeals from the lucky winners of those fabulous "What a Girl

Wants" baskets so it's looking good.

If you haven't been to a meeting in awhile, you'll want to come to the June meeting as we're honored to welcome Steve Black, one of Brian Tracy's top presenters, to talk about Relationship Selling Strategies. For the July meeting, we're going Retro – Stand by for more details.

As we approach the new year (August 1), I encourage you to join a committee to step up your ABWA experience. To continue our Best Practices chapter, we need everyone to participate so let's keep that "working-together-for-success" momentum going! ♦

*Darlene Craven,*  
MDCap President

## Monthly Speakers

June

**Steve Black**

### "Business Building Workshop"

Steve is a senior Trainer with Brian Tracy, one of America's leading authorities on the development of human potential and personal effectiveness and he has been training people on business and motivation for over 25 years. Steve has spent years traveling the country, teaching thousands of top professionals how to increase their income with the help of Brian Tracy's material.



*If you always do  
what interests you, at  
least one person is  
pleased.*

Katharine  
Hepburn



This interactive workshop will be both entertaining and informative. Some of the areas it will touch on are:

- Time management
- Prospecting and getting referrals
- Uncovering clients' needs and wants.
- How to network more effectively
- Overcoming objections
- The importance of being a *Giver*

Steve will also share some information about an upcoming rare opportunity to spend the day live with Brian Tracy in our area.

[www.theproductivitypeople.com/steveblack.htm](http://www.theproductivitypeople.com/steveblack.htm)

July

There will be no speaker in June to allow time to install our new board.

### 5-Minute Speakers

June — There will be no speaker to allow Steve Black more time.

July — The Member Recognition Celebration and installing the new board will take the place of a speaker.



## There Are Still A Few Of You...

...who are still envelopes. We have a lot more blue heads than we did just a few months ago, but we need more. We don't need for us, we need them for *you*. There is so much great stuff for you on there!

And it's especially valuable now. The WIN site lets you stay connected to all the wonderful ABWA sisters you met at the conference. And there will be pictures posted there, so you can remember all the fun you had. Or get current with that went on there.

So come on! Log onto the WIN site now! ♦

## JUNE 14TH: FLAG DAY

We don't usually delve into history in this newsletter, but we're going to that just a little this issue. Everybody knows next month — July — is the birthday of our country. And true, we did declare our independence in that month. But of course, that isn't where it started. You may know the story: George Washington asked Philadelphia seamstress Betsy Ross to create a flag to symbolize the still-embryonic nation.

This was the nation's first flag, but it was not the colonies' first flag. That was the famous Gadsden "Don't Tread On Me" flag, only the original one did not say that. That flag was designed by Benjamin Franklin and has a fascinating history. You really should go to [this site](#) to read a little of it. It's great.



We are free, for the most part, because of other people's efforts. Freedom is not free, not everyone has it. It's just most of us reading this weren't/aren't the ones who paid for it.

Well, this flag is where it started. Just take a moment to remember that. You don't have to do anything, just remember. ♦



## Our New Board

While mid-term elections are commonplace in the electoral system in general, they are rare for ABWA. But with our wonderful sitting president – Darlene Craven – probably departing the area soon, we have a new slate of officers to install at our July meeting.

Much of it was a reshuffling the existing board, but some of the officers are not only new to the board, but new to ABWA. Vice-President **Meg Black** will be our new President and **Kathy Malliton** becomes Vice-President. We welcome **Miriam Altman** back to the active role we are used to her having with us by stepping into the role of VP of Professional Development. **Chris Gorman** is our new VP of Technology, and brand new member **Sandra Yarbrough** takes her place as Assistant Treasurer.

**Karen Symos**, who has been Co-Recording Secretary, is now VP of Membership. **Kelle Fantasia** and **Joyce Springuel** remain as Corresponding Secretary and Treasurer, respectively, and new member **Hedy Nelson** takes on the position of Recording Secretary, ensuring that she will always be right up to speed on the goings-on of the chapter.

So, here is our 2010–2012 board:



**Meg Black** – President

**Kathy Malliton** – Vice President

**Karen Symos** – VP Membership

**Marian Altman** – VP Professional Development

**Kelle Fantasia** – Corresponding Secretary

**Joyce Springuel** – Treasurer

**Sandra Yarbrough** – Assistant Treasurer

**Hedy Nelson** – Recording Secretary

**Chris Gorman** – VP Technology



*The fruits of the labor of our wonderful Program Committee.*



*The Maryland Capital was well represented at the conference!*

## WHAT ARE YOU DOING?

Did you just move into a new house? Get a new job? Land a huge account? We love to know about it so we can congratulate you and celebrate with you.

Or is it something not quite as enjoyable. Sick relative, including yourself? Lost a job or account? We'd like to send our thoughts or prayers (depending on which you believe in) to you. You don't have to give us the specifics if you'd rather not, just let us know you'd like our support.

Send the information – and any comments you might have about the newsletter to editor **Susan Scher** at 410-935-6517 or [sjscher@inotherwordsgroup.com](mailto:sjscher@inotherwordsgroup.com) or Assistant Editor **Miriam Altman** at 443-799-4705 or [MAltman@FoontAltman.com](mailto:MAltman@FoontAltman.com)



## From Our National Prez

May is here already!!! We are heading into the last of the District Conferences.

May is a critical month as it's time to elect our chapter leaders. We need to reflect upon the year to figure out what were the good things we did and what were the lessons learned. Evaluating the past is essential in crafting a successful plan for the next ABWA year. A crucial step in this process is to plan at least one joint board meeting between the outgoing board and the incoming board. At a minimum, this joint meeting should incorporate the following activities:

1. Review of Lessons Learned: Why we did it and what we learned from it
2. Best Practice Binder: Break it down and have a representative from each board work together to complete a section,
3. Budgeting: Plan the next chapter year's budget as a team.
4. Business Plan: What needs to change in that plan.

(see **National** on page 5)



## Extra! Extra! by Darlene Craven, Prez

### NEWSLETTER NOW GOES TO A WHOLE NEW LEVEL!

Well, the District IV Spring Conference is a happy memory now, but there's a very happy group of newsletter editors still celebrating our placing in the TOP 5 of the newsletter contest held in conjunction with the Leadership Conference.

Seventeen chapters from around the district submitted samples of their newsletters to the esteemed panel of judges. Those judges, who donated their time and goosebumps, were **Eleanor Nelson** (Coach on Call, in North Beach), **Heather D'Urso** (Editor in Chief of *Taste of the Bay* magazine), and **Jerri Anne Hopkins** (graphic artist and owner of Words & Pictures, Inc.). Though the room where they carried out their given tasks of assessing points for content and format was set to a freeze-out-the-occupants temperature, they were able to keep enough brain cells cooking to distinguish five chapters: **our own, Berkshire Charter Chapter, Lancaster Area Express Network, River City Express Network, and the Oxon Hill Chapter.**

It's been a number of years since our efforts to keep the chapter informed and entertained have paid off, so this is HUGE! And major props to our esteemed newsletter editor, **Susan Scher**, who works so hard every month to give us good stuff in an eye-appealing format.

The next hurdle is at the National Convention, where our *Beacon* will be pitted against the top five winners from the other five ABWA districts. Stiff competition, that. I'll keep tabs on our progress from the convention and let you know the results as soon as I have them.

All in all, it was a great contest and we so appreciate the judges' taking time out of their day to serve. ❖



National Board Rides the Wave



## National (con'd from pg 5)

The outgoing board has the experience to assist the new board with the planning for the upcoming year. It allows for a smooth transition.

This is also the time of year when our groups should be planning ways to help their members pay to attend the National Leadership Conference in Chattanooga. There is still time to do the installment plan. Remember the goal is 1 (yourself) + 2 (friends) + 1 First timer. If your group has not sent someone to a conference, this is a perfect opportunity to ensure they have a very memorable experience. With nearly 5 months left until National Conference, there is still time to organize fundraisers and help members wishing to attend get to Chattanooga. As all of the plans are being completed for the event from the National Team, it's a great time to make sure that you and fellow members are claiming a seat for our Celebration in Chattanooga, TN, October 28-30.

Crafting a successful plan for your chapter isn't the only important thing to focus on right now. Crafting a successful plan for achieving your goals is also essential. How do you do that? Start by finding a moose. Massie the Moose on WIN, that is. WIN has an abundance of resources waiting to aid members in their efforts to better themselves and others. In addition to learning how to use WIN, you'll have the ability to connect with members from all over the country. Take the new Resumes that Get Interviews courses out for a test drive. We continue to set a fast pace among all professional associations. Our new mantra may be "Catch us if you Can."

WIN is available twenty-four hours a day, seven days a week, you can work on your resume, post pictures, pull information out of the Library, and take all your courses in your bathrobe. Make sure you and your chapter members are taking advantage of all it has to offer.

I look forward to seeing all of you in Chattanooga, TN, Oct. 28-30. Take advantage of the wonderful opportunities attending a National Conference can offer each one of you.

Yours in Service,



2009-2010 National President



*Meg Black accepts our Newsletter Award from Nation VP Lynne Drowne Street. (Honest, that's what Meg is holding.)*

*I was the first woman  
to burn my bra - it  
took the fire  
department four  
days to put  
it out.*

Dolly Parton



**We were appreciated.** A conference attendee from the Camelot Chapter wants us to know how much:

Dear Dorothy,

I just wanted to let you and the other ladies of your chapter know that you did a great job with the Spring Conference in Annapolis last weekend. Four of us attended from Camelot Chapter in Harrisburg, PA and we all had a great time. The seminars and speakers were very informative and I think we all came away with much to think about and bring back to our chapter members. We especially enjoyed the Trolley Tour. As three of us were in Annapolis for the first time, it was a very informative and enjoyable evening.

Thank you again - Camelot has sponsored or co-sponsored three Spring Conferences in the past, so we know how much work goes in to making it a success. Please convey our appreciation to everyone on your team.

**Donna Nissel, Camelot Chapter, Harrisburg, PA.**



*Never doubt that a  
small group of  
thoughtful citizens  
can change the world.  
Indeed, it is the only  
thing that  
ever has.*



Margaret Mead

## June Meet 'n Greet

It's time for another evening of champagne tasting and cheese nibbling with your ABWA sisters. No business, just fun and relaxing. You've earned it after that conference. Or it's a great way to get back in touch if you've been in the background for a few months. And these are great events for prospective members, too, so bring guests.



On **June 15<sup>th</sup>, 6 - 8 pm**, we will be at **The Wineaux Shop** at 162 Main Street in Annapolis. There will be champagne tasting and appetizers (That's got to be good, right?). The event is free, but we do have to know how many are coming. So please be sure to RSVP to Karen Symos – [kesymos@officesuitesplus.com](mailto:kesymos@officesuitesplus.com) or 410-972-4600 – by June 11<sup>th</sup> or with any questions.

These are such pleasant evenings, especially while the weather's so nice, not yet into the dog days. So, we'll see you there!



Each month, we turn a spotlight on an active member chosen at random from the attendees at each monthly meeting.

Our May spotlight shines on brand new member  
**Melissa Gray.**

## Member Spotlight



### June: **Melissa Gray**

Melissa's mother, Jeanne Duval, brought her to a meeting in 2008 and she was so impressed with the energy, love she felt, and with the unending personal and professional support she saw, that she joined us that November.

Professionally, she started working with her parents' remodeling/home improvement company since high school helping her mom with the ledgers, back when that was done with pencils and paper. After high school, she worked as a pharmacy technician. She gave that up to earn a degree in Business Management and came back home – so

to speak – to work. She looks forwards to continuing to use ABWA to grow herself as a person and a businesswoman so she is ready, with her co-manager, to take over ownership of the River Crest Design Build, Inc. when her parents retire.

Melissa and Joe, her husband of 11 years, live in Edgewater, where they are raising two daughters, Julia (8) and Kasey (6). As so many of you know, family and business is a very full plate, and she works hard at maintaining a good balance. Part of the way she does that is my entertaining friends and family for things like backyard cook-outs in the summer and especially for Redskin games. ♦





# The July Meeting

## is Going Retro!



is going to be the **cat's pajamas**. Oh m'God! **Like, totally cool.** Our wonderful membership committee will do a lot to make it lots of fun, but we need your help, too. We need you to choose a decade and dress the part. Choose fashions from the **50s, 60s, 70s,** or the **80s**. You know those polyester pantsuits that you can blackmail someone with now? Here's your chance to give them one more run. Or those hats with a veil, the shirtwaist with the zipper up the side, the boyfriend's sweater... Pull them out of the closet. If you don't have anything, hit the **Goodwills** and **Salvation Armys**. They're a treasure trove of vintage clothing. Or check out this **website**. It has some ideas that may help you. Hey, if nothing else, roll up your jeans and pull your hair back in a ponytail.

### AND

There's going to be a **Trivia Contest**, too!

So, dress up and *study up*.

But don't miss it. It's going to be the bee's knees. Really groovy, man.



#### CHAPTER OFFICERS

##### President:

Darlene Craven, cgcw49@gmail.com

##### Vice President:

Meg Black, meg.black@comcast.net

##### VP Professional Development:

Kathy Malliton, kmalliton@cmaltd.org

##### V P Membership:

Alicia Daywalt, aliciadaywalt@lamvp.com

##### V P Technology:

Patty Blakeney, blblakeney@comcast.net

##### Treasurer:

Joyce Springuel, joyce@thebalancingact4u.com

##### Assistant Treasurer:

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##### Recording Secretaries:

Claire Hodgkin, claire.hodgkin@prudentialcarruthers.com  
and Karen Symos, kesymos@officesuitesplus.com

##### Corresponding Secretaries:

Kelle Fantasia, kjfantasia@aol.com  
and Debbie Whitaker, dwhitaker@ymail.com

##### Chapter Advisor:

Casey Coven, caseycoven@aol.com

#### CHAIRS AND COMMITTEE LEADERS

##### Program Chair:

Kathy Malliton

##### Newsletter Chair:

Miriam Altman, MAltman@FoontAltman.com

##### Newsletter Editor:

Susan Scher, sjscher@inotherwordsgroup.com

##### Publicity Chair:

Brenda Spies, BSpies@bankannapolis.com

##### 5-Minute Speaker Coordinator:

Karen Symos, kesymos@officesuitesplus.com

##### 50-50 Divas:

Melissa Gray, Sue Hager, Sharon Neighoff

##### Celebrations Diva:

Glorious Heath, gheath@essexbank.com

##### Surprise Gift Diva:

Jeanne Duval, jeanne@rivercrest.com

##### Ambassador:

Sue Hager, dshager@yahoo.com

##### Web Advertising Diva: Patty Blakeney

##### Woman of the Year Chair: Kelle Fantasia

*Because it is during the day, during the week, this may not be accessible to everyone, but it promises to be a valuable event to those who can make it.*



## **WomenFest**

**Strong~Savvy~Sage**

**Wednesday, June 16, 2010 10:00 AM**

Glenwood Community Center

2400 Route 97, Cooksville

Event is free.

WomenFest – a wellness event for women. Join us for this fun, interactive day that focuses on health, wellness, fashion & beauty. Designed to inspire women to live more balanced, healthy, and fulfilled lives! Pre-register by 6/9/10 to reserve a gourmet box lunch. Suggested lunch donation for attendees over 60 is \$3.00. All others, lunch is \$6.00. For complete schedule of the day's events visit [www.howardcountying.org](http://www.howardcountying.org) click on WomenFest. For further information call 410-313-5443 or email [glenwoodsc@howardcountymd.gov](mailto:glenwoodsc@howardcountymd.gov).

*The MWHC web site is worth checking out, in any event. Look at other events there, too.*



*Darlene after announcing the Top 5 Newsletter winners.*

## **There IS no I in team!**

**by Kathy Malliton**

After participating in the hosting of my first ever District Conference, I got a real sense of this saying that we have all heard before. I had been involved from the first planning meeting that was held so early last year it was difficult to get serious about all that needed to be done. As time marched on, little by little, it got handled. It certainly does take a team – of ladies – to pull off such a tremendous event. I really enjoyed watching everyone pull together with one common goal: To have the best district conference and to show off our lovely city of Annapolis. We did just that! I was amazed and proud to see when something was needed, someone always stepped up to make sure it was taken care of.

The day of the conference, I felt a real sense of pride. Everyone and everything looked wonderful. From the newest members to seasoned veterans, everyone did their part. I particularly enjoyed the friendship after all was said and done. With a great sigh of relief, we were glad it was over and proud of what we had accomplished. ❖

***Great Job, Maryland Capital Chapter!***



*"All the other women in the office are suing you for sexual harassment. Since you haven't sexually harassed me, I'm suing you for discrimination."*



*Here's Kathy (with the funny halo) in a group of attendees. And no, it's not your eyes, there are two men in the picture.*





## To Your Health

Drinking enough water – and very few of us do – is probably the single most effective thing most of us can do to improve our overall health. There are all kinds of debates about tap water vs bottled, distilled vs spring. And if that's not confusing enough, now it seems that if you're drinking it from the wrong bottle, you may be doing more harm than good. (It's always something, isn't it?)



The new buzzword is BPA, or bisphenol A. It is in many, many plastic items, it is very bad for you, and it can leach into the liquid in the bottle. When they say it is very bad for you, they mean it looks like it might cause breast cancer – like maybe Sheryl Crowe's\* – and Canada and several European countries have banned baby bottles containing it.∞

Those little plastic bottles you buy water in may post the greatest risk because they breakdown so easily, especially if you reuse them. Many Nalgene and Nalgene-type bottles are safe, but not all. Turn yours over and look at the recycle triangle. If it has a 1 or 2 in it, you're probably safe. That is to say, we have not yet found it to be hazardous to our health.

If it has a 7, there will be some letters, as well. If they say other or BPA-free,

on the bottom or anywhere on the bottle, you're good to go.

There are a lot of stainless steel and porcelain-lined bottles, which are usually safe, too. True, those bottles can be a bit pricey, but it's a one-time buy. And these BPAs are *bad* chemicals for your body.

If you absolutely must drink from those little plastic bottles, *do not leave them in the car!* Heat breaks down the plastic much faster‡, and even on a cold day, the inside of your car can get hot if you're parked in the sun. If you get a cold bottle from a vending machine, keep in mind you do not know how hot it got in transit. So, try to avoid vending machines, too. Along the same lines, don't put hot liquids into plastic bottles.

It sure does seem like staying healthy is a hassle, doesn't it? But you know, there are so many pollutants we can't control in our environments, let's control the ones we can, huh? ♦



\* [www.snopes.com/medical/toxins/plasticbottles](http://www.snopes.com/medical/toxins/plasticbottles)

‡ [www.enn.com](http://www.enn.com) ∞ [http://www.hc-sc.gc.ca/ahc-asc/media/nr-cp/\\_2008/2008\\_167-eng.php](http://www.hc-sc.gc.ca/ahc-asc/media/nr-cp/_2008/2008_167-eng.php)

∞ [http://www.hc-sc.gc.ca/ahc-asc/media/nr-cp/\\_2008/2008\\_167-eng.php](http://www.hc-sc.gc.ca/ahc-asc/media/nr-cp/_2008/2008_167-eng.php)

*Silent gratitude isn't  
very much use to  
anyone.*



Gertrude B.  
Stein

## ABWA PROUD CODE OF CONDUCT

1. All members will serve as goodwill ambassadors for the American Business Women's Association
2. Members will not allow their personal beliefs and convictions to interfere with the representation of ABWA's mission.
3. Member will always treat their member colleagues, guests, vendors, and sponsors with honesty, respect, fairness, integrity, responsibility, kindness, and in good faith.
4. Members will maintain compliance with ABWA National, Chapter, and Express Network Bylaws.
5. Member will not use their personal power to advance their personal interests.
6. Member will strive for excellence in their professions by maintaining and enhancing their own business knowledge and skills, and by encouraging the professional development of other members.

# To the Amazing Conference Committee of District IV

by Kelle Fantasia



*Happy Birthday*

this month to:

3 – **Pat Troy** ('80)

15 – **Linda Mathieu** ('87)



WOW, what a journey we have been sharing over the last ten months! Planning, arranging, sorting, discussing and brainstorming to get to this day! It has been like assembling a beautiful necklace, one pearl and one knot at a time. Yes, my title is “Chair” but there is no way this could have been accomplished without the tireless efforts and giving of everyone that has worked on this project.

Just a few words to this great crew: **Gina Rooney**, our wonderful Ways and Means Chair, the enthusiasm, organization and drive of your team, **Glorious Heath, Meg Black, Dorothy Franchak, Tilla Miller, Claire Hodgkin, Casey Coven and Marianne Rizzo**, is a true testament to the meaning of the word, “Pizzaz”! Thanks also to **Dorothy Franchak** for organizing the Haunted Pub Crawl and **Claire Hodgkin** for the Historic Trolley Tour, so that all of our attendees had the opportunity to see a bit of our lovely, historic town. **Cathy Nagorka**, our fabulous Programs Chair, and teammate **Karen Symos**, your hustle, design, creativity and attention to detail is unsurpassed! **Brenda Spies**, Registrations Chair and her energetic team, **Alicia Daywalt, Nancy Hensley, Sharon Neighoff** and **Melissa Gray**, thanks for all the wonderful goodies in our bags and our lovely registration table.



Additional thanks to **Brenda**, who sent out all the local press releases. **Toby Page** our Logistics Chair who stepped up and took charge when the going got tough, and her team, **Robin Necci, Kathy Malliton** and **Lisa Fienman**. Newsletter Chair **Darlene Craven**, thanks for securing such great judges for our event. **Christina Gorman**, Exhibits Chair, thanks for making our Exhibits such a fun place to shop and get together. **Iva Frantz**, conference Secretary who worked so tirelessly to keep all of our notes, meetings and activities straight. **Patty Blakeney**, chapter Vice President of Technology who tirelessly sent out all the email blasts, set up all the optional events reservations, tracked all the responses and posted all the conference documents on the chapter website. **Joyce Springuel**, Treasurer extraordinaire, who kept tabs on all the monies and made us aware of our budget and spending. Kudos to **Kerri Craven**, from national, for being such an amazing coordinator and the Sheraton for being such a fabulous facility to work with. Thanks to **Susan Scher** who kept all the announcements current in the chapter newsletter and to **Alicia Daywalt** for being the “Official Diva Photographer” for the District IV conference.

So, as we tie the last knot and close the clasp on our necklace, I would just like to say how proud I am to have been a part of creating this amazing string of pearls. I am sure its luster will shine on for years.

Smooches and squeezes~

*Kelle*



## WE NEED YOUR HELP!

or

*Was It Good For You?*

We've got **Kelle's** article, **Kathy Malliton** (pg 6) gives us her perspective, we even have a note from someone from another chapter (pg 5). *We need to hear from more of you!*

Please, put your thoughts down and send them to us (contact info pg 4).

People really do want to read them.

