

**2008-2009
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President's Message by Pam Hillary, WLN President



Pam Hillary

Make your Life Count

Benjamin Franklin had an “abundance mentality.” He once wrote, “I would rather have it said ‘he lived usefully’ than ‘he died rich.’” He believed in doing good to society. He did not hoard his ideas, but shared them, and everyone benefited. He saw the world in terms of how many people he could help. He also believed that being useful was its own reward.

Maybe it's a “getting older” thing (I prefer to say ‘more experienced’), but as time moves on, my perspective on having a fulfilling life has changed. And I wonder, am I making myself ‘useful?’ This is the time of year that has us thinking about changes, resolutions and goals. I wonder if these three items may look different if we embraced an ‘abundance mentality’ and tried to make ourselves useful.

I want to live a life that counts. To me, that means time and energy spent on things that are useful and bring joy to me and to others. I have to determine what it means to have a life that counts, and so do you.

There are three areas of my life that I focus on to ensure my ‘usefulness.’

1. Relationships. Everything is about relationships. They help define our character, values and interests. When we are interacting, we are sharing energy, emotions, ideas and values. Some relationships lift us up; others drain us. So select relationships that work for both you and

the other person. Learn to get along with yourself, make an effort to form relationships and follow the ‘platinum rule’.....do unto others as they would have you do to them.

2. Decisions. Good decisions reap benefits, while bad decisions haunt us. We can all think of the major decisions we have made in our life, and how those decisions have made a difference in how our life is turning out.

3. Experiences. Our lives are truly molded by the experiences we have had and will have. They can be wonderful or they can be tragic. We have to evaluate the experiences, learn from mistakes and victories and grow in wisdom. We have to manage emotion. Sharing the lessons you have learned from your experiences can have a profound effect on those around you.

The bottom line is this: if you are not doing something to make yourself useful, it doesn't matter how long you live. If you are doing something with your life, then it doesn't matter how short your life may be. A life is measured by ‘usefulness.’ If you are giving, loving, serving, helping, encouraging and adding value to others, then you're living a life that counts!!

Upcoming Event

Tuesday, February 24, 2009

11:30 a.m. – 1 p.m.

Topic: Reflexology

**Location: NICC Town Clock Center for
Professional Development**

January Luncheon: Listening Skills for Leaders

When members of WLN discuss the must-have qualities for leadership, good listening skills is always on the list. This is a bad news—good news scenario. The bad news is that most of us are not good listeners. Most times, we are selectively listening and waiting for our turn to talk (if we can avoid the temptation to interrupt!). The good news is that with some effort, listening skills can be improved. When you become a better listener, the positive effects will ripple through both your professional and personal lives.

Therefore, WLN has invited Ronald Toebaas from Galena, IL. Ronn conducts fun and informative communication and managerial skills training. During our January 27 luncheon, he will start by defining leadership and tying it to the ability to attract followers. Then he will tie that into listening skills. He will define listening as a powerful tool for leaders to use in coaching, mentoring, feedback opportunities and team development.

This topic applies to everyone, and it will help you improve both your professional and personal relationships. So please join us for our January luncheon.

Date: Tuesday, January 27, 2009

Time: 11:30 - noon: Registration, Networking and Lunch
Noon - 1:00: Program

Where: Bricktown Brewery,
3rd Floor Crystal Room
299 Main Street, Downtown DBQ
Parking: A large metered lot is available behind Bricktown on 3rd and Locust

Menu: Turkey BLT wraps, veggie wraps, chicken tortellini soup, tomato basil soup, assorted cheesecakes, water, coffee and iced tea

Cost: Member price: \$10.00
Non-member/Guest: \$15.00

RSVP: Email January@dubuquewln.org by Friday, January 23rd. Because the final number is due to the facility by that day, we ask that you honor our RSVP date.

"Cheers to
a new year
and another
chance for
us to get it
right."

- Oprah Winfrey

New Year's Resolutions Offerings from the WLN Board

1. "Be proactive about your financial future rather than reactive. Take the time to plan for your financial future and set specific attainable goals to get you there." *Jenny Daughetee, WLN president-elect and partner at Honkamp Krueger & Co., P.C.*

2. "Take some time to update your resume with your career accomplishments from the past year, especially while they are still fresh in your head." *Carrie Cannon, WLN secretary and team lead/account manager at Sedona Staffing*

3. "Take a look at your client communications. Review and freshen up your customer form letters, the home page on your Web site and even your voicemail system." *Nicole Gantz, WLN communications director and director of marketing at Honkamp Krueger & Co., P.C.*

4. "As you look to the New Year, create a professional development plan that will enhance your leadership ability. Enroll in a class or attend a conference." *Wendy Wheelock, WLN past-president and executive director at NICC Town*

Clock Center for Professional Development

5. "One question: What brings you joy? Think about your answer and then DO IT! Take care of yourself so you can be great with others." *Pam Hillary, WLN president and owner of Kneading Minds*

6. "Look at repetitive meetings/programs that you run or are involved in throughout the year. See if they need any changes or something to freshen them up. Do they still have meaning and are they still accomplishing what you set out to do or have they become stale and routine?" *Jennifer Steines, WLN member at large and relationship manager/vice president for U.S. Bank*

7. "Take time to let my best referral sources know how much I appreciate them and the ones that I have not heard from in the last year. Make a point of setting an appointment to see what we need to do to earn their trust and respect again." *Viva Betzner, WLN co-programming director and com-*

munity services representative, Home Instead Senior Care

8. "Set-up a budget of for 2009. Consider tracking your income/expenses in a software like Quicken® or QuickBooks® to set-up your budget and make it easier to gather tax information at year-end." *Crissy Thoms, WLN treasurer and owner of Thoms and Company*

9. "Make time periodically to talk with your insurance advisor to review your personal or business insurance needs. Look at it as an insurance checkup to help eliminate gaps in your insurance coverage and make certain all of your coverage limits are adequate." *Sandi Swift, WLN membership director and specialty programs account executive at The Friedman Group*

10. "Turn off your cell phone for your drive to and from work. This is your time and it can wait until you get to the office or home." *Marcie Rowan, WLN co-programming director and program manager at NICC Town Clock Center for Professional Development*

Meet someone new!

Meet A Board Member

Each month Leader will spotlight a director from the WLN board. The goal is for you to be introduced to a board member to get to know her better. The hope is that you will feel comfortable enough to seek them out at events. They look forward to meeting you!

Wendy Wheelock



1. What is your position on the board? How did you come to be on the board? I am past president. I became active in WLN because I believe in the mission. I started working on a committee and then was asked to run for a board position.

2. Where do you work and what is your position? I work at Northeast Iowa Community College, where I am the Executive Director responsible for working with employers to create training opportunities to enhance employee skill development that also increases the business' bottom line.

3. Tell us about your family life. I have two incredible girls, Amanda and Lauren. Amanda attends St. Ambrose and is studying

Occupational Therapy. Lauren is attending the U of I and is pre-med.

4. What do you like to do for fun? I spend time with family and friends. My new fun goal is to take a caribbean vacation once a year.

5. How would you describe a great leader? That is a loaded question! A great leader knows how to adjust to change and has the ability to read those around them. A great leader takes risks and encourages their followers to be creative and build their capacity to also take calculated risks. By communicating a vision that motivates, and inspires followers, a great leader is able to transform his or her organization. The leader also needs to be able to laugh with followers and at oneself.

6. What words of wisdom do you have for WLN members? If you want to be great, you have to want it and you have to believe in yourself.

Meet A Member

Kim Pins



1. Tell us about your family. Where did you grow up? I've lived in Dubuque my entire life. My husband's name is Don. We have three children, Brian and his wife Tiffany live in Ohio; Kaitlyn in Eldridge, IA.; and Rachel, is currently a freshman at Wartburg College in Waverly, IA. We keep busy with family events and in my spare time I enjoy quilting, reading, card making and scrapbooking.

2. Where do you work and what is your position? I've been with Fidelity Bank & Trust for five years. I'm a teller supervisor and I work with new accounts and a variety of other

branch duties. I truly enjoy working with and getting to know our customers. Helping our customers find the right accounts that fit their needs is really important to me.

3. What did you enjoy most about the December holiday luncheon? I enjoyed the speakers at the December meeting. Both had great advice regarding holiday parties. I loved the humor and it's always good to review party etiquette!

4. Why did you join WLN? I joined WLN to meet and get to know women in the community.

5. Who do you admire? I have great admiration for my Mom. She has a great work ethic and always a wonderful positive attitude toward life. She's a very giving person and always active in some way.

"Youth is when you're allowed to stay up late on New Year's Eve. Middle age is when you're forced to."

- Bill Vaughn

Celebrating the holidays

December Holiday Luncheon

On December 16, 2008, over 50 WLN members celebrated the holidays with a wonderful luncheon in the River Room at the Grand River Center.

Our first guest speaker, **Jan Powers**, owner of The Powers of Communication, discussed social etiquette during the holidays using real life examples. Her presentation was fun and interactive and each story had a great lesson for all of us on how to conduct ourselves at work and personal parties.

Our second guest was **James Cushman** from Park Farm Winery. He shared some samples of his wines and let us all know that we should drink the wines we enjoy and not worry so much about what wine goes with what food. Finally, each guest

enjoyed a holiday present from the WLN board, a wine corkscrew and a bottle stopper. The WLN board thanks our guests for joining us, thanks our speakers for their great advice and thanks the Grand River Center for hosting a lovely holiday party!



"May all your troubles last as long as your New Year's resolutions."

- Joey Adams

Congratulations, Jenny!

Jenny Daughetee, WLN's president-elect, was recently named a partner at Honkamp Krueger & Co., P.C. Congratulations, Jenny, on this huge career accomplishment and for demonstrating true leadership!

Welcome our new members

Tracy Goedken
A Sweet Scent

Dawn Sheffer
Rite Hite Corporation

Mary Kay Schauer
A Sweet Scent

Jenny Schrobilgen
ECIA

Share your news! E-mail new positions, promotions, engagements, weddings, baby news, etc. to info@dubuquewln.org.

**SAVE
THE
DATE:**

**Women of Achievement Awards, Tuesday, April 28, 2009,
Grand River Center, Dubuque. Look for details in
February's newsletter.**