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# DUBUQUE *wln*

DESIGNED TO PROMOTE AND SUPPORT WOMEN IN BUSINESS AND THEIR PROFESSIONAL PRACTICES.

## A LETTER FROM THE WLN PRESIDENT Focus on a Healthy Heart

February is American Heart Month. It's a time to we focus on keeping our heart healthy through positive lifestyles. It's a chance to celebrate the people we love on Valentine's Day. This month we should also take a moment to reflect on our passions in the workplace. George Burns, one of my favorite comedians said, "I'd rather be failure at something I love than a success at something I hate."

According the recent Gallup Poll a vast majority of the American workforce are not passionate about what they do. Lack of passion causes disengagement, which causes low morale, low productivity and high turnover. As a leader it becomes essential to inspire passion in those we serve. People are willing to follow leaders who have a strong focus and desire. If you want people to catch your enthusiasm you need to give them more than facts. You want to share stories behind your excitement. Share stories about your vision and how your team will fit into that vision. As a leader you will want to take time to explain the action steps for achieving goals. Also, allow your team's input into the process to help build connection.

The next question becomes this – are passionate employees born or can they be developed? Throughout my experience as a counselor and staff development specialist, I believe people can become passionate if their leader follows these basic motivation strategies:

1. Give people challenges and growth opportunities.

2. Build friendships and a sense of community in the workplace.
3. Highlight the core values of the company and finding people who share those values.
4. Help employees find a purpose or including them in a cause bigger than themselves.
5. Communicate often given positive and also productive, specific feedback.

As leaders we need to take time to learn what motivates our employees, and this will build a culture of passion. We also need to fuel our passion by surrounding ourselves with inspiring and uplifting people. A great opportunity to do that is coming up on March 2nd at WLN's Ladies Night Out with the Saints. Get the cowbells ready and do something that will get you fired up about being a part of this great organization. Do what makes your heart happy!

Happy Valentine's Day,  
*Lisa M. Schayer*  
Lisa



## MEET A MEMBER:

Stephonie Schmitz

Owner, Graphic Designer & Photographer

SAO Dzynz, Inc.

saodzynz@gmail.com



### 1. Tell us about your family and social life.

I live in Dubuque with my husband Curtis, and our two-year old daughter Marley. We love to travel and spend our time outside hiking, playing at parks, and a new family favorite is anything with water (swimming, boating, water parks, etc). I love to play volleyball, and generally play on 3-5 teams depending on the season. I have been on the board for for the American Advertising Awards as the Co-Director for the past four years. My husband and I are also mentors for an amazing young man with Mentor Dubuque (formerly Big Brothers Big Sisters). We keep busy!

### 2. Where do you work and what do you do there?

I own SAO Dzynz, Inc. as a Graphic Designer and

Photographer. I base my business on complete custom design work and specialize in corporate identity/branding and wedding invitation packages. Photography has always been a passion of mine, I love to capture moments in time. I primarily shoot landscapes and wildlife, but also book the occasional portrait session. I have clients both locally and nationally, and very much enjoy the eclectic mix of projects I have the opportunity to create.

### 3. What is your favorite tip/trick when networking?

Besides keeping great eye contact and being an attentive listener, a firm handshake really does go a long way. I am also a believer in following up after an introduction with a simple email or call, indicating it was a pleasure to connect. This is a solid first step in forming quality and long lasting relationships.

### 4. In honor of the winter weather - what is the best vacation you have been on?

We have been blessed with the opportunity to travel. We have been to many spectacular places, but I would have to say that Moorea, French Polynesia is my favorite. My husband and I were married there four years ago (our marriage certificate is in French) and we have made great friends with some of the most amazing people. I highly recommend visiting this gem if you ever get the opportunity!

## REGISTER NOW LADIES NIGHT OUT WITH THE SAINTS

Date: March 2, 2017

Time: 6 p.m. – 9 p.m.

Location: Mystique Ice Center

Cost: \$10 for Members

**The fee includes your ticket and two drinks.**

**RSVP:** Noon, Friday, February 24

## SAVE THE DATE MONTHLY LUNCHEON

Date: March 28, 2017

Time: 11:30 – 1:00

Presenter: Connie Hodge

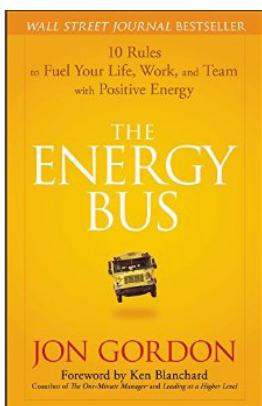
Location: Hotel Julien

Menu: TBD

Cost: \$15 Members, \$20 Guests

**RSVP:** Noon, Friday, March 24

## WLN CONNECTIONS



Join WLN's connections director, Justine Bemis as she explores seven weeks of the Energy Bus by Jon Gordon. As a WLN member you have the option to attend all seven, or as many that work with your schedule. You will learn how to gain more energy and the 10 secrets to a successful life. Take full advantage of your WLN membership and become part of this great group.

The group will meet every Thursday starting February 23 - April 6, from 7:30 a.m.-9 a.m. at American Trust Downtown.

[Click here to register today!](#)

## Welcome New Members:

Jessica Rowles - Platinum Supplemental Insurance  
Crystal Francois - Platinum Supplemental Insurance

Stephonie Schmitz - SAO Dzynz, Inc.  
Erin Withrow - Telegraph Herald



## **Invite Someone You Know to Join WLN Today!**

“The richest people in the world look for and build  
**NETWORKS.**

Everyone else looks for work.”

~Robert Kiyosaki

Share your passion for WLN with a friend or colleague by encouraging them to be part of the Women's Leadership Network today. Provide them with the opportunity to take advantage of all the great benefits you receive as a WLN Member, while at the same time building your own personal network to share best practices.

### **It is easy to do!**

1. Beginning **January 1**, both new and existing members can join or renew their WLN membership through March 1, 2017 for just \$75.
2. Corporate memberships consist of 5 participants at the rate of \$350 (\$70 per member) or 10 participants at the rate of \$600 (\$60 per member), so if you have a group of 3 to 4, or 8 to 9, it's a great reason to recruit an additional member or two!

#### **Thank you to our 2016 Corporate Memberships:**

- ***A.Y. McDonald Manufacturing Company***
  - ***American Trust & Saving Bank***
  - ***Dupaco Community Credit Union***
  - ***East Central Intergovernmental***
  - ***Honkamp Krueger & Company***
3. When referring a friend or colleague to WLN, have the person(s) you are referring select the '***Referred by a Current WLN Member***' button on the WLN registration page and make sure they reference your first and last name.
  4. You will receive one entry in our drawing that will take place at the March Luncheon for each person you refer who becomes a WLN Member from January 1, 2017 - March 1, 2017. **Five lucky winners will receive great prizes and you do not need to be present to win!**
  5. We will also recognize the individual with the most referrals from January 1, 2017 - March 1, 2017 at our annual Women of Achievement Awards Dinner.

It is that simple to make a difference in a friend or colleague's career by showing them how to start their own WLN journey today.

For answers to any questions you may have about referring a member or our Corporate and All-Inclusive membership packages, please contact Membership Director, Diana Miller at [diana.miller@kunkel-inc.com](mailto:diana.miller@kunkel-inc.com).

**Thank you for your continued support!**

[www.DubuqueWLN.org](http://www.DubuqueWLN.org)

## - MEMBERSHIP RENEWAL -

Renewal time for WLN was January 1, 2017.  
Haven't renewed yet? [Click Here.](#)

Check online for NEW membership options from all inclusive to Corporate Packages

Please contact Diana Miller Membership Director, with any questions: [diana.miller@kunkel-inc.com](mailto:diana.miller@kunkel-inc.com)

## LUNCHEON BOOTH SPOTLIGHTS

Showcase your business or volunteer opportunities at a monthly luncheon. Open dates are available!  
There will be a max of 2 booths per luncheon and are on a first call first served basis.

Please send your booth request to Katie Kenne at: [kkenne@DubuqueFightingSaints.com](mailto:kkenne@DubuqueFightingSaints.com)



## CONNECT WITH US:

### Contact a Board Member or Follow Us Online

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WOMEN'S LEADERSHIP NETWORK