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DUBUQUE

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

A LETTER FROM THE WLN PRESIDENT

The Trick to Networking

Let's face it. Networking isn't easy. For some, it's like having to take a required class in college that you had no interest in, but had to complete in order to graduate. Most often now your career requires you to network and in today's marketplace you must be more active than ever before. The more you procrastinate, the more you will find yourself disconnected from the opportunities that may advance you professionally and the ability to meet the right people. If you are strategic and view networking as opportunity, it can serve as a powerful professional development tool.

Success comes from learning how to do things that you don't like doing. Networking requires a lot of commitment and requires active behavior. You need to be prepared to deliver value when called upon. It's not a good time to be asleep at the wheel.

When networking, go with a purpose. Remind yourself why you are there. It's time consuming so make sure you aren't wasting a second. Set goals to speak to three new people or learn at least two new pieces of information.

Use inside contacts, yet have some independence. If you know a few key people, ask them to help you by making some introductions. It will make the start of the conversation less awkward and save you the time of trying to find people who you don't know. However, don't fall into a trap of sticking with large groups of friends who you already know. It will decrease the chances of you meeting new ones. If you are at a meal, challenge yourself to sit next to someone you don't already know.

Quantity is a turnoff. Handing business cards out like you're dealing poker can be a turn off. Networking isn't always about quantity. Quantity networkers are forgettable. Build relationships built on quality by focusing on the individual and being engaged in their stories, don't make it just about you. Be yourself. When being yourself, you are the most effective at communication and establishing a positive first impression.

Please join us for our February evening networking event on Tuesday February 23rd at the Holiday Inn. We pride ourselves on these events because we work hard to make it the most comfortable networking experience for everyone. We have a lot of new faces so stop by and make some new friends.

I look forward to seeing you.

Kim Budde

President, Dubuque Women's Leadership Network



A New and Improved dubuquewln.org!

Please take time to explore our new website. The content remains generally the same, but we were able to simplify the information and pages. If you recall from an earlier communication, registration for luncheons, networking events and conferences will all take place via the website. Additionally, WLN enrollment and renewals will all happen through the website as well. We appreciate your patience with our old website, patience in inevitable errors as we work through the new website, and support in our attempt to go green and accepting all payments online. We hope you enjoy it!

MEET A MEMBER:

Madi Jantsch

Industrial Recruiter

Express Employment Professionals

Madelyn.Jantsch@expresspros.com



1. Tell us about your family and social life.

I have been with my wonderful companion Curt for six years. In our spare time, we love to travel, cook and play disc golf! I have lived in Dubuque most of my life and recently had the opportunity to join the Dubuque Chamber of Commerce as an Ambassador. I'm extremely proud to be an advocate for our innovative community.

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

I've been employed at Express Employment

Professionals for a year and a half as an Industrial Recruiter. We assist job seekers and employers by matching the right person with the right job. Primarily, I interview industrial candidates and place them in long term, evaluation-to-hire positions. Express Employment Professionals also works with professional job seekers and employers. It is gratifying to work with so many different people and help change their lives!

3. What did you enjoy most about January's luncheon? If you could do anything without failing, what would it be?

First and foremost, Lisa's energy is amazing—such a motivating and engaging speaker! I really appreciate this question because it helps identify desires that are normally overlooked solely because of the fear of failure. If I could do anything, I would bring happiness and peace to every living thing. I also have a fantasy of moving far away and living off the land—but fear I would miss my favorite television shows and good wine.

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

I have been fortunate enough to go on a few great road trips—but my all-time favorite trip was camping in Moab, Utah! As a group of 6, we spent a few nights in Arches National Park, surrounded by an out-of-this-world red rock landscape. All of my best trips have involved un-plugging and connecting with friends around a fire, under the stars!

REGISTER NOW FEBRUARY NETWORKING

Date: February 23, 2016

Time: 4:30 p.m. – 6:00 p.m.

Location: Holiday Inn - Blue Moon Room (lower level)

Menu: Heavy Hors d'oeuvres & Cocktails

Cost: \$10 Members & Guests

RSVP: Noon, Friday, February 19

[Click Here to register today!](#)

SAVE THE DATE MARCH LUNCHEON

Date: March 22, 2016

Time: 11:30 – 1:00

Topic Title: Lead Yourself First...With Stress Relief
Stress Relief/Ergonomics in the Workplace

Presenter: Deb May

Location: Hotel Julien

Menu: TBD

Cost: \$15 Members, \$20 Guests

RSVP: Noon, Friday, March 18

[Click Here to register today!](#)

JANUARY LUNCHEON RECAP

Lisa Schaefer led our January luncheon with laughs and inspiring thoughts. She encouraged us to ask ourselves the hard questions. Are we living our dreams, or someone else's? She challenged us to find a way to shine where we currently are until we are where we want to be. If you missed the January luncheon, ask yourself these few questions:

What would you do if you couldn't fail?

Who are your dream crushers?

What is stopping you?

And remember - You have to be determined to go through the failure to get to the success!

Thank you, Lisa!



Welcome New Members:

Lisa Mescher - Dupaco Community Credit Union

Samantha Fluhr - Ranbo Oil

Madi Jantsch - Express Employment Professionals

Samantha Boyes - John Deere Dubuque Works



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 **November 1**, both new and existing members can join or renew their WLN membership through December 31, 2016 for just \$75.
2. Corporate memberships consist of 5 participants at the rate of \$350 (\$70 per member), so if you have a group of 3 or 4, it's a great reason to recruit an additional member or two!
Thank you to our current Corporate Memberships, American Trust & Saving Bank and Dupaco Community Credit Union.
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 November 1, 2015 - March 15, 2016. **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 November 1, 2015 to March 15, 2016 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, Jennifer Mond at jmond@pltnm.com.

Thank you for your continued support!

www.DubuqueWLN.org

- MEMBERSHIP RENEWAL -

Renewal time for WLN was January 1, 2016.
Haven't renewed yet? [Click Here.](#)

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

Please contact Jennifer Mond, Membership Director, with any questions: Jennifer.Mond@cesco.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



CONNECT WITH US:

Contact a Board Member or Follow Us Online

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