

# WBOM November Newsletter



## Please Welcome Our November New Members:

Rosemary Ponto - A Single Rose Florist

## Happy Birthday to the November Babies:

Kathleen Neuhoff - 11/2

Evie Kirkwood - 11/14

Janet Horvath - 11/30

## Congratulations to the November Business Anniversaries:

Kathleen Krebs - Fetchers K9 Academy (11/1)

Laura Wilson - Mary Kay Cosmetics (11/1/99)

Sue Ickes - First State Bank (11/13/00)

Brooklyn Fell - All About Honey moons (11/27/07)

## Happy November WBOM Anniversary to These Members:

Evie Kirkwood - 11/08

Linda Lenox - 11/07

Hope Nutting - 11/06

Cathy Robertson - 11/08

Nancy Sinnott - 11/04

## November Fall Greetings!

### Be Ye Thankful!

Thankful for... Night Lights\*Recliners\*Good Movies\*Gentle Rains\*A Warm Bath\*Clean Sheets\*The First Winter Snowfall\*The Smell of Freshly Baked Bread\*An Unexpected Laugh\*Candlelight\*Plants that Thrive on Neglect\*An Answered Prayer\* Good Health\*Time to Sleep Late\*A Job\*Family Photos\*Chocolate\*Hugs\*Sincere Compliments\*A Juicy Apple\*Good Friends - We are thankful for YOU!

### A Word from our President

Dear Members,

As a next step in our process of making your luncheon experience a pleasant one, your Board has decided to move to a pre-paid reservation process. We are in the process of changing our website to accommodate this. In the next few weeks, take the opportunity to visit [www.paypal.com](http://www.paypal.com) to set up a username and password if you'd like to be able to pay with a PayPal account and don't already have one. If you do not want to pay via a PayPal account, PayPal will still allow you to pay with your credit card. If you have any questions, please let us know!

Thank You,

Judy Jankowski

### October Meeting

In October, we welcomed Genelle King, founder of King Communication Resources, who spoke to us about networking etiquette. For those of you that would like to contact Genelle, here is her contact information: P.O. Box 8005 South Bend, IN 46660 574-277-9085 [gdking5@comcast.net](mailto:gdking5@comcast.net)

### November Meeting

Our November 10th meeting was well attended and we all enjoyed that melt-in-your-mouth lunch! We welcomed Kara McClure, manager of Learning and Organizational Development in the Office of Human Resources at the University of Notre Dame, who spoke to us about "Reading Others: A Key Business Skill".

Kara introduced us to four personality styles ("Conscientious", "Doer", "Stabilizer", and "Influencer"), in which, we learned about the patterns and behaviors that tend to characterize people in each category. We then learned we can use this information

to assess which category our prospective customers fall into so we can quickly adapt our speech and behaviors to relate to their preferred style. Having the skills to discern and adapt one's approach to the style of the client or prospective client is a key to business success. Our ability to develop rapport quickly and to maintain customer relationships over time is a critical "must do" if we intend to be successful. If you'd like more information about this topic or if you'd like to get the handouts that accompanied her presentation, you can contact Kara at [Kara.J.McClure.11@nd.edu](mailto:Kara.J.McClure.11@nd.edu) or call her at 574-631-8378.

### **WBOM Holiday After Hours**

Let the holidays begin with our Holiday After Hours on December 2nd from 5:30 p.m. to 7:30 p.m. at the Carriage House! (Remember, there will be no regular meeting in December.) The cost will be \$10.00 per person to attend. This is a great opportunity to introduce a friend or colleague to WBOM! Feel free to invite your significant other too!

Also, we ask everyone who attends to bring an unwrapped gift for our not-for-profits, St. Margaret's House and the YWCA. Here are some gift ideas for both organizations:

- \* Diapers: Sizes 4, 5, and 6
- \* Coats for women (large sizes) and teens
- \* Snow boots
- \* Christmas gifts for women, teens, and children of all ages
- \* Toiletries, feminine hygiene products
- \* Blankets, towels, and sheets
- \* Robes, slippers, pajamas

For more gift ideas, please visit their respective websites at [www.stmargarethouse.org](http://www.stmargarethouse.org) or [www.ywca.org/stjosephcounty](http://www.ywca.org/stjosephcounty)

### **Mark Your Calendars**

Looking ahead to some special events of note:

\* St. Margaret's House Winter Walk is February 21, 2010. We are already putting together a team, so mark the date!

\* Also, social media education is back at the January 12th meeting! You won't want to miss it!

### **Member Updates**

\* It is with regret that we say goodbye to Kristin White, Bushels of Fun founder. She and her kids will be joining her husband out of the country after the first of the year. Kristin, you are welcome back here any time and safe travels!

\* We wish Kathy Strukel a speedy recovery; she broke her arm while in Florida and had surgery. She is home again in Indiana and on the mend.

\* We also wish a speedy recover to Betty Frame. Betty had foot surgery in October and is still hobbling around.

\* And a "Get Well Soon" goes out to everyone with the

"flu" or whatever this bug is that is knocking so many flat on their backs. Please take care of yourselves and your families. We need you all in our lives!

#### **Welcome WBOM's November Newest Member**

We are excited to welcome Rosemary Ponto to our WBOM family! Rosemary is the owner of A Single Rose Florist in South Bend. She has been in business for over 25 years and at the same location on Hill Street for 20 years! A Single Rose Florist is a full service florist and offers delivery service. You can email her at [asingleroseflorist@sbcglobal.net](mailto:asingleroseflorist@sbcglobal.net) or call 574-289-7673.

You're receiving this email because you are a women business owner.

---

Our mailing address is:  
WBOM  
PO Box 4251  
South Bend, IN 46634

[Add us to your address book](#)

Copyright (C) 2009 WBOM All rights reserved.

[Forward](#) this email to a friend  
[Update your profile](#)