

# WOMEN'S NETWORK

A DIVISION OF THE COLUMBIA CHAMBER OF COMMERCE

# News from Women's Network

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Boone Hospital Center presents:

## Professionalism in a Dot.Com World

How does one put forth and maintain a professional image in today's world? And just what does a professional image look like? What does it entail? Is it the same for a banker and an advertising rep? How does professionalism influence your interaction with customers and clients? And finally, can you just relax with your peers?



Professionalism is a wide topic; at the Women's Network meeting, we will address professionalism as it relates to:

- Customer and client interaction
- Corporate culture
- Age and generations
- Networking and social events
- Introductions
- Language and Conversation
- Peer interaction



Paula Pace is the author of *GPS for Success – a short guide to Social Leadership*. Paula will be giving away a couple of books during this presentation. She will be interviewed on the Tom Bradley show the morning of November 18 visiting about her presentation and new book.

Paula Pace, M.S.  
Professional trainer, speaker,  
consultant and author

Everyone has one or two (or more) social and professional experiences that didn't turn out quite the way they would have wished. Bring those experiences along with comments and questions. You will leave with greater insight to professionalism in today's world.

### Thursday, November 18, 2010

11:30 a.m. – 1:00 p.m.

Peachtree Catering and Banquet Center

\$15 for members, \$18 for guests, save \$3 by pre-registering online

Registration Deadline: Tuesday, November 16

To register: visit [www.ColumbiaMOChamber.com/WomensNetwork](http://www.ColumbiaMOChamber.com/WomensNetwork)  
call (573) 874-1132; email [kstull@ColumbiaMoChamber.com](mailto:kstull@ColumbiaMoChamber.com)

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Heather Hargrove  
Melanie Karrick  
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Amy McNulty  
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**Committee Co-Chairs**

*Business Leaders Forum*  
Angela Holloway  
Tana Benner

*Changing the Odds*  
Barb King  
Christina Walker

*Membership Development*  
Shelly DeVore  
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*Marketing & Communications*  
Laura Harris  
Kate Stull

*Monthly Program*  
Jessica Macy  
Carrie Spicer

*Special Events*  
Amanda Burfield  
Debra Montague

*Budget and Finance*  
Michelle Mountjoy  
Shatenita Horton

## Letter from Women's Network President

### Going where the wind blows



I think we, as women, are inherent planners. At least all the women in my life have that dominant trait. I am sure there are exceptions but in most cases, when it comes to planning a vacation, who is the one doing all the research and making reservations? Who spends the whole trip checking off the itinerary or worrying about what has to happen next to keep the family sufficiently entertained? That would be us ladies. To the gentlemen reading this, we'll assume you are one of the exceptions or you will get a glimpse into the fact there is more to going on a vacation than packing and traveling.

I was completely unaware of this fact until quite recently. It was a trip to Germany when I noticed it for the first time. My parents took my paternal grandparents back to Germany for their 50th wedding anniversary. I was able to tag along. I spent the whole trip watching my mother as she perfectly executed a multi-day trip in a foreign country, herding my oblivious father and somewhat difficult, narrow-minded, demanding grandparents around four countries. It was a masterpiece in action. Everyone thanked mom for all she did on the trip but they had no real idea what went into those 10 days. Yet at the end, although exhausted and exasperated, there was a quiet sense of success in my mother's eyes.

During our recent trip to China, I watched my mother truly enjoy herself on a vacation - for she was just another tourist on this one. I dedicate this article to those of you who planned and executed flawless family vacations this past summer. Despite the fact we CAN plan everything perfectly, may we all be afforded the opportunity to one day, enjoy the adventure and go where the wind blows. Until then, happy planning ladies!

May our adventure continue...

President, Women's Network  
MU College of Veterinary Medicine

## New Beginnings From a Rich History

### Kate Stull, new Director of Women's Network



Women's Network has a rich 30-year history. My history with this wonderful organization, however, has exceeded my expectations in just three short years. Starting out, I had no idea what Women's Network could do for me, but its spirit quickly captured my heart through the caring people, amazing leadership opportunities, and the ability to help others succeed.

As the new Director of Women's Network, I'm proud and excited to be able to share my time, experiences and thoughts with you. More importantly, I look forward to the opportunities, ideas and new challenges you will bring to the organization in order to continue its growth and undeniable strength within the Chamber. Please feel free to call or e-mail me with questions or ideas. Together we can continue paving the way toward a positive future for professional women in this community with Women's Network.

## Member Profile

by Connie McClellan, Winter-Dent & Company

**Who:** Sally Powell

**Title:** Owner, Sally C. Powell, DDS



Sally Powell, owner of Sally C. Powell, DDS LLC, was raised in Cape Girardeau, Mo. In 1997, she received her bachelor's degree in biology from MU and in 2001 received her Doctor of Dental Surgery degree from University of Missouri–Kansas City.

After graduation in 2001, Sally became an associate dentist for Dr. Gunilla

Murphy. In 2006, she purchased Dr. Murphy's practice and in February 2010 moved the practice to The Village of Cherry Hill. In 2010, Sally Powell, DDS was nominated for the Chamber's Small Business of the Year. Even though she did not win, Sally was honored to have been a contender.

In addition to being a member of the Columbia Chamber of Commerce and Women's Network, Sally is also a member of The Crossing where she is involved in the New Mom's Ministry. She is also a member of the Columbia Dental Society and Columbia Mothers of Multiples, and is a regular volunteer at her children's school, Ridgeway Elementary. As often as possible, she donates dental services to children in need from several community organizations including Rainbow House, Soul House, Granny's House, and Kings Daughters Dental Aid Program.

Sally enjoys spending time with her husband Russell, and twin seven-year-old daughters, Hannah and Sarah. As a family, they enjoy camping, skiing, boating and hiking. Sally's favorite relaxation activity is reading a good book.

Sally is passionate about her job because, at the end of every day, she knows she has helped someone have a better life. If you're looking for a dentist, give Sally a call!! She welcomes the opportunity to help any (or all) Women's Network members to have a better life (and smile.)

## This Month's Member Milestones

Send in your milestone to share with other Women's Network members! You deserve to see your name in print.

- **Louise Beasley** is celebrating her 2-year anniversary with KMOS-TV Missouri PBS.
- **Jessica Bolander, DDS** is the new Associate Dentist at the Plaza Dental Group. Jessica recently moved here from Travis Air Force Base, CA.
- **Cara Christianson** is the New Membership Director for the Club at Old Hawthorne. Congratulations, Cara!

Email your submission (or one for a friend) to [laura.harris@landmarkbank.com](mailto:laura.harris@landmarkbank.com).

## WELCOME, NEW MEMBERS!

### Emily Kuschel

MBS Textbook Exchange, Inc.  
2711 W Ash St | PO Box 637 | Columbia MO 65205-0637  
(573) 445-2243 | [ekuschel@mbsbooks.com](mailto:ekuschel@mbsbooks.com)

### Chris Marks

Sonshine Graphics  
2100 Broadway Ste. 100 | Columbia MO 65201-6082  
(573) 441-0707 | [sonshinegraphics@yahoo.com](mailto:sonshinegraphics@yahoo.com)

### Donna Monticelli

William Woods University  
3100 Falling Leaf Ct Ste 100 | Columbia MO 65201-3575  
(573) 449-8170 | [donna.monticelli@williamwoods.edu](mailto:donna.monticelli@williamwoods.edu)

### Kathy Lou Neale

Edward Jones - Neale  
1000 W Nifong Bldg 3 Ste 210 | Columbia MO 65203-5615  
(573) 442-9590 | [Kathylou.neale@edwardjones.com](mailto:Kathylou.neale@edwardjones.com)

### Kasey Ryan

Columbia Country Club  
2210 N Country Club Dr | Columbia MO 65201-6388  
(573) 449-4115 | [kryan@eaglegolf.com](mailto:kryan@eaglegolf.com)

*Nice Girls Don't Get The Corner Office: 101 Unconscious Mistakes that Women Make That Sabotage Their Careers*

By Lois P. Frankel

Since being a "Nice Girl" seems like the right thing to do, the title of this book may turn you off, but when I read this, I was ready to make a move and ready to understand what was holding me back. This book was the perfect quick read before an important interview. The thing I loved most about *Nice Girls* is the self-assessment that evaluates what areas of your personality and situation are your strongest and which are your weakest.

It then directs you to particular chapters that help you make specific improvements to your weakest skills and fine tune your strongest ones. In these short chapters, there were precise steps to take and recommendations for other resources that would give further guidance.

Some of the areas that I focused on were Being Overly Concerned About Offending, Putting the Needs of Others Before My Own, and Denying Your Power... there were several others but since another was Sharing Too Much Personal Information, I'll stop here. In addition to addressing specific issues from the self-assessment, *Nice Girls* also recommended steps to help you make the career leap you're looking for, like Creating Word on the Street, Recognizing Resistance, Defining Your Brand, and Visualization.

My favorite quote from *Nice Girls* sums up the entire book pretty well: "People aren't promoted because they work hard, it happens because of character and confidence in their ability."



by Jennifer Thoma  
Boone County  
National Bank

For centuries massage therapy has been used to promote relaxation and reduce stress. However, in recent years, research is showing massage to be beneficial to the human mind and body not only to reduce stress, but in a multitude of other ways, such as:

- Releasing endorphins - the body's natural painkiller that prevent nerve cells from releasing pain signals caused from chronic illness, injury or surgery. Studies show that massage releases endorphins thereby helping to stimulate immune system cells that can target illnesses as serious as cancer, or conditions as common as wrinkles. Research has also shown that massage reduces norepinephrine and cortisol (stress hormones).
- Increasing circulation, allowing the body to pump more oxygen and vital nutrients into tissues and organs.
- Stimulating the flow of lymph, the body's natural defense system, which helps to fight toxins. For example, in breast cancer patients, massage has been shown to increase the cells that fight cancer.
- Increasing the circulation of blood and lymph systems thereby improving the condition of the skin.
- Relaxing and softening injured and overused muscles, as well as reducing recovery from strenuous workouts.
- Reducing spasms and cramping.
- Increasing joint flexibility.
- Reducing post-surgery adhesions and edema such as reducing and realigning scar tissue after healing has occurred.
- Improving range-of-motion and decreasing discomfort for patients with low back pain.
- Relieving pain for migraine sufferers thereby decreasing the need for medication.
- Providing exercise and stretching for atrophied muscles.
- Allowing for shorter labor for expectant mothers, as well as lessening
  - a.) The need for medication
  - b.) Depression and anxiety
  - c.) Hospital stays

I'm happy to relay in this 21st century, massage therapists are finally gaining the respect they deserve. Although this hasn't always been the case, in my opinion, they have "arrived." Of course, it practically goes without saying, it's important to use only reputable, certified therapists, but fortunately these days they are very easy to find via yellow pages or online.

## Celebrating Our 30th Anniversary in Style

This year marks the 30th year Women's Network has been serving Chamber members — starting with professional women and today also welcoming male members — and making a positive difference within the community. To celebrate having come so far for so long, Women's Network is inviting its 500 members to celebrate in style at the annual holiday party on Thursday, December 9 in the Stephens College Ballroom. Stemmed from last year's successful holiday theme, this year we'll be highlighting our "30 Favorite Things," one donated gift for each year Women's Network has had the privilege of serving others.

Women's Network is asking you to begin thinking about your favorite things, and to please consider donating an item or two to the holiday party — it can be one or even a few things. Here are some questions to ask yourself as inspiration for your potential gift:

- What was popular during the year you became a part of Women's Network?
- With what item would you want to be remembered by 30 years from now?
- What item or items represent the journey you've taken while being a member of Women's Network?

If you have ideas or if you just want to chat about an idea, please contact the co-chairs of the Special Events committee:

Deb Montauge – [sales@a1partyfun.com](mailto:sales@a1partyfun.com)

Amanda Burfield – [aburfield@stephens.edu](mailto:aburfield@stephens.edu)

**Changing the Odds (CTO)** is a dedicated and giving committee designed to help women who are looking for ways to improve their job prospects. Whether these women have never held a job, left the job market for a period of time, or had recent changes in their career goals; each of the two seminars put on by CTO volunteers equip those women with the skills and tools needed to take the next step in their career journey.

The seminars are free to participants and present various topics such as identifying personal strengths, tips on resume writing and interviewing skills, goal setting, and dressing for success. The guest speakers, who are members of Women's Network, have included individuals with human resource/personnel backgrounds, lawyers, motivational speakers, office managers and business owners. More recently, past participants have come back to share their story of how a CTO seminar positively impacted them.

If you are interested in joining this great committee and want to make a difference in other women's lives, please attend one of our monthly meetings held every fourth Wednesday at 8:00 a.m. at the Chamber. Or contact Barb King, [barb@visionworks.com](mailto:barb@visionworks.com) or Christina Walker, [cwalker@colinsgrp.com](mailto:cwalker@colinsgrp.com) for more information.

## Leadership Series a Success... again!

Experience the final two sessions in November

Every year the Special Events committee of Women's Network presents members and Chamber members with a Leadership Series, a series of intensive classes designed to inform and inspire participants with topics that are relevant to every day or professional life. This year, there are four interesting sessions covering the personal and professional improvement of social, mental, physical and financial life. Having been a success for four years, this year's Leadership Series has not disappointed participants or presenters such as Michele Spry.

"As a co-presenter for the first Leadership session on Social Improvement, Kellie Ann Christie and I wanted to engage the wonderful group of women so we brought in Wally Pfeffer, Lynda Baumgartner and Peggy Kirkpatrick to enrich the discussion," said Spry, president of Midway Electric. "They brought a wealth of knowledge and heart-felt interest to this piece that tied into both our personal and professional character. We couldn't have asked for a better turn out and I loved the personal interaction with this group!"

Two sessions remain in November, and registrations for both are open to Chamber (\$28/ea.) and Women's Network (\$25/ea.) members. Price also includes dinner at the Columbia Country Club.

### The next sessions will be:

November 2 - Physical Improvement (Registration deadline is Friday, Oct. 29)

November 9 - Financial Improvement (Registration deadline is Friday, Nov. 5)



### Thank you to our sponsors:

The Women's Network Leadership Series would not be possible without the generous support of its sponsors:

Presenting Sponsor – A+ Healthcare

Gold Sponsors – William Woods University, Delta Systems Group

Location Sponsor – Columbia Country Club

Notebooks & Supplies Sponsor – Smart Business Products



*Don't wait another minute for your adventure to begin!*

Experience Women's Network is under way and you'll want to be a part of it! What's next? Call or email Kate Stull (874-1132 or [kstull@ColumbiaMOChamber.com](mailto:kstull@ColumbiaMOChamber.com)) and get started! Don't waste another day.

Why XWN? The program will allow you to get to know Women's Network better, meet new people, get more involved and enrich yourself both personally and professionally! And, upon completion, you and your business will be recognized in the newsletter and a graduation ceremony at the monthly luncheon.

Been around Women's Network a while, but still want to participate? Of course! For our more seasoned members who have met the program requirements, let Kate know by November 15 and you, too, can become a graduate of the program.



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**MONTHLY CALENDAR**

**Tuesday, November 2**

Marketing and Communications @ 12:00 p.m. at the Chamber

**Wednesday, November 3**

Special Events @ 12:00 p.m. at the Chamber

**Tuesday, November 9**

Membership Development @ 12:00 p.m. at the Chamber

**Wednesday, November 10**

Monthly Program @ 12:00 p.m. at the Chamber

**Thursday, November 18**

Monthly Luncheon @ 11:30 a.m. at Peachtree Catering and Banquet Center

**Wednesday, November 17**

Business Leaders Forum @ 12:00 p.m. at the Chamber

**Wednesday, November 24**

Changing the Odds @ 8:00 a.m. at the Chamber

**So You Know...**

The **Business Leaders Forum Committee** will meet Wednesday, November 17 at noon at the Walton Building. The topic will be **Getting The Most Out of Your Chamber Membership**. Suzanne Rothwell, membership director with the Columbia Chamber of Commerce will lead the panel discussion. Panelist will include: **Mary Ropp with The Bank of Missouri, Erik Morse with Midwest Computech, Michelle Spry with Midway Electric.**

Lunch will be provided, please rsvp to [angela@kerrybramon.com](mailto:angela@kerrybramon.com).

