

Laura Bray

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To: laurabray@braycommunications.com
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News Brief **September 2008**

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| **Welcome New Members** ** Leanne King, EmploYou, LLC **Janet Judd, Instructional Alchemy **Cortney Gill, Paramount Mortgage Funding **Laurie Burke, Verity National Group **Nancy Nobles Price, Global Fuzion Strategies --- **Upcoming Events** **September 10-**Lunch Connection, 11:30am, Swede's **September 19-** Membership Meeting, 11:30am, Petroleum Club **October 7-** Cocktail |

Connection, 5:30pm, Coco

[Click here](#) for a full calendar of events.

RSVP to info@nawbosa.org for all events.

South Texas Business Fund
SWBC
Zeitgeist Wellness Group

September Membership Meeting

THE POWER OF ONE - Transforming Good to Great. Each one of us has the power to make a difference . . . by the imprint made on one life, by our one vote and by helping one business owner grow their business.

Do you want to get your company noticed and increase sales? We all do. Join us in September when leading sales and marketing expert Erik Darmstetter will share how to identify your Unique Selling Proposition, ways to market your company, and how to ask for and get the sale!

Erik Darmstetter is CEO of Salesby5, a company he founded in 2002. The company's focus is dramatic increases in sales for companies. The SalesBy5 team's strengths include marketing, sales coaching, creative design, internal and external branding, idea generation and team building.

Erik has served on the board of directors for the San Antonio Sports Foundation, five NCAA Final Four local organizing committees, is a Young Entrepreneurs Organization past president, as well as past board member with City Year, SME, YEO/EO, and the Rotary Club of San Antonio.

When: Friday, September 19, 11:30am-1:00pm

Where: Petroleum Club (8620 N. New Braunfels, 7th floor)

Cost: \$25 for members/corporate partners, \$30 for guests, \$35 all walk-ins.

If you would like to join with the leaders of NAWBO-SA in making donations of shoes to Dress for Success and eyeglasses to the Lions Club, bring a pair of gently used or new shoes (pumps in black, brown or blue are recommended) and a pair of glasses (prescription or sunglasses) to the meeting.

RSVP online at <http://http://www.nawbosa.org/EventsCalendarMonth.asp?Action=Month>. No shows will be billed. Please contact Laura Bray at 210-408-1699 or info@nawbosa.org with any questions.

Other NAWBO-SA Events and News

LUNCH CONNECTION:

The next Lunch Connection is Wednesday, September 10 at Swede's (2211 NW Military Hwy, at the corner of West Ave) from 11:30am-1:00pm. Meet and greet fellow business owners and corporate partners; share information about your products and services over lunch! Be sure to bring lots of business cards. RSVPs are required; attendance is limited to 30. Register today by sending an email to info@nawbosa.org. Cost is \$15.00 and includes entree, ice tea, water and gratuity. You'll pay at the restaurant.

COCKTAIL CONNECTION:

The next Cocktail Connection is Tuesday, October 7 at Coco (18402 US Hwy 281 N, in the Legacy Shopping Center; 491-4480, www.sa-coco.com) from 5:30-7:00pm. Join us for a facilitated networking opportunity, NAWBO-SA's Cocktail Connection. The price (to be announced) is payable at the door (cash and credit cards only please), and includes a drink ticket (several martini choices and non-alcoholic beverages also available), hors d'oeuvres, tax, and gratuity. This event is regularly scheduled at Coco on the first Tuesday of every month. To RSVP, visit the NAWBO-SA website, send an email to info@nawbosa.org, or call 408-1699.

INTRODUCTION TO GOVERNMENT CONTRACTING:

The new "Introduction to Government Contracting" class will begin on Monday, September 15, with a series of six classes held every other week. The classes will be held in the Fintan Technologies training room at 2929 Mossrock from 11:30 a.m. to 1:00 p.m. You will learn about certifications, the CCR, Fed Biz Ops, how to market to the government, the terminology, teaming and, most importantly, if this is something you want to do. There are a few openings left for the class. Materials fee is \$80. If you would like an application, please e-mail Michele Bussone at mbussone@sbcglobal.net.

UNIVERSITY SPONSOR SECURED FOR AN INCOME OF HER OWN:

NAWBO-SA is happy to announce that Our Lady of the Lake University is once again the University Sponsor for An Income of Her Own (AIOHO). The university will host the all-day conference and the first "Entrepreneurial Connection" on November 13, 2008. You can be a part of this exciting teen mentoring program that touches the lives of young women and motivates them to view their future in a different way. Attend our organizing committee meeting hosted by Beth Coyle at Coyle Engineering, Inc.

Date: Wednesday, September 3
Time: 4 p.m. to 6 p.m.
Location: Coyle Engineering, Inc.
9120 Dietz Elkhorn Road
Fair Oaks Ranch, TX 78015

We are also in the process of securing the Title Sponsor for 2008-2009 and sponsors for the two Entrepreneurial Connections. If you are interested, please contact Heather Felty at 210-495-3600 or hsfelty@fintantech.com.

CALL FOR 2009 ENTREPRENEURIAL SPIRIT AWARDS NOMINATIONS:

Nominations are being accepted from August 15 to October 15 for the 2009 Entrepreneurial Spirit Awards (ESA)! The ESA event will be held in conjunction with Women's History Month on the evening of March 19, 2009 at the Omni Hotel. The ESA gala will honor outstanding women business owners in six categories: Benefactor, Innovator, Inspirational, Mentor, Rising Star and Visionary.

There are 55,000 women business owners in San Antonio, so we are looking for your special nominations! Nomination forms will be available at the August and September NAWBO-SA meetings and online at www.nawbosa.org. For additional information about the 2009 Entrepreneurial Spirit Awards, visit NAWBO-SA's website (www.nawbosa.org), or contact Diane Simpson, 2009 ESA Chair, at esa@nawbosa.org.

MEMBER VOLUNTEER OPPORTUNITIES:

Interested in the opportunity to meet other women business owners and talk about how NAWBO-SA has helped your own business? We have the following events that can

help you do just that and more...

** South Texas Industrial and Construction Show: Volunteers are needed to help staff the NAWBO booth at this event, scheduled for September 23-24 at the Freeman Coliseum (see details below). Contact Kathy Swanson at kathy.swanson@samarketer.com.

SPONSOR A MONTHLY PROGRAM:

NAWBO-SA Members may sponsor a scheduled program at a regular monthly meeting for \$250, paid to NAWBO-SA prior the meeting date.

The Monthly Program Sponsorships includes:

- ** Advance promotion of the sponsor prior to the meeting, including meeting e-mail announcements, posting the company on the website under "Calendar of Events", and highlighting the sponsor company in the NAWBO-SA newsbrief (if time allows).
- ** Showcasing sponsor company the day of the meeting through:
 - ** Breakfast for 2 people
 - ** Sponsor company name and spokesperson listed on the Meeting Agenda
 - ** Sponsor company brochures on the "NAWBO Information Table"

For more information e-mail programs@nawbosa.org

NEW MEMBERS-ONLY SECTION FOR LOCAL WEBSITE:

The new website now has more to offer you. Your member login and password gives you access to the Member Directory and your own Member Profile page. Send an e-mail to info@nawbsa.org if you need your id/password.

Business Directory: Please visit www.nawbosa.org and check your listing in the Business Directory (fourth item in the top navigation bar) for accuracy. You are eligible to appear in up to three categories. You can make changes to your profile by logging in. Note that NAWBO -SA will consider adding new categories to support membership; however, they must be fairly generic and potentially applicable to more than just one business. If you'd like us to consider adding a category, please include your suggestion in your e-mail to info@nawbosa.org.

Member Profile: As a benefit of membership, you have a Member Profile page which will be accessible to all members from the Member Directory. Log into the site to update your profile or to add a photo or logo.

Other Events of Interest

UTSA SMALL BUSINESS DEVELOPMENT CENTER'S "SUPPLIER VENDOR NETWORK CONTRACTORS BREAKFAST":

UTSA will be holding a "Supplier Vendor Network Contractor's Breakfast" on Wednesday, September 10, 2008 at the Pico de Gallo restaurant (111 S. Leona). The topic of the meeting is "Doing Business with the City of San Antonio", and the guest speaker is Pat Tovar, PTAC Manager. Contracting representatives from the City of San Antonio Purchasing Department and Clark Hunt Construction will also be present. For

more information, call 210-458-2458.

SOUTH TEXAS INDUSTRIAL AND CONSTRUCTION SHOW:

The 26th South Texas Industrial and Construction Show will be held at the Freeman Coliseum on September 23-24 from 10:00am-3:00pm. NAWBO-SA will have a booth (see volunteer opportunities above). For more information, email ralph@smc-events.com

SOUTH TEXAS WOMEN'S BUSINESS CENTER PLACITAS LUNCH SERIES:

The STWBC recognizes the importance of small business success during slow economic times and is hosting Gloria Andrade Merrell, CEO and President of Andrade Consultants, to talk about "Tough Times? Small Business! How to Plan During Economic Hardships." The lecture will be held on Thursday, September 18, 2008 from 11:30 a.m. to 1:00 p.m. at the San Antonio Central Public Library Auditorium (600 Soledad). For more information, or to register, visit www.stwbc.com or call 210-207-0112.

THE TEXAS CONFERENCE FOR WOMEN:

Get ready to begin "The Next Chapter of You" at the ninth annual Texas Conference for Women. The conference will be held on October 16, 2008 at the George R. Brown Convention Center in Houston and will be hosted by Governor Rick Perry and First Lady Anita Perry. More than 75 renowned speakers will share inspirational stories and lead seminars on the issues that matter most to women, including health, personal finance, business and entrepreneurship, career resources, work-life balance, media and more. For more information or to register for the conference, visit www.TXConferenceForWomen.org

SMALL BUSINESS ADMINISTRATION (SBA) TRAINING:

The local office of the Small Business Administration offers a variety of classes every month. Upcoming classes include: "Access to Capital" (September 10), "SCORE Pre-Business Workshop" (September 11), "Financial Recordkeeping" (September 16) and "SCORE Business Plan Workshop" (September 25). For information, call their office at 210-403-5900, or visit their web site at: <http://www.sba.gov/tx/sanantonio/>

SMALL BUSINESS DEVELOPMENT CENTER (SBDC) TRAINING:

The UTSA Small Business Development Center offers integrated, low-cost training and free counseling services to meet the needs of small business owners in San Antonio and surrounding counties. They offer a variety of classes including "Keeping the Books" (September 11), "Basics of Importing" (September 18) and "Basics of Exporting" (September 19). For more details, call 210-458-2047, or visit their website at <http://sasbdc.iedtexas.org/>.

THE PRINCIPAL FINANCIAL GROUP'S WOMEN IN BUSINESS AUGUST TELECLASS:

The Principal Financial Group is offering a free series of teleclasses given by high-profile women in business. This month's topic is "Why Every Business Owner Should

Plan for the Unexpected". The seminar is Tuesday, September 30, at noon. Register at www.principal.com/teleclass

SOUTH TEXAS WOMEN'S BUSINESS CENTER (STWBC) TRAINING:

The STWBC is committed to the success of small business and often hosts and participates in special workshops or seminars that provide the type of information and guidance that so many small business owners want. Upcoming classes include "Basic Human Resource Laws for Small Business" (September 9), "Market Plans, Resumes and Government Contracts" (September 16) and "The Complete Web Package: What to Know before Starting a Website" (September 25). For more information, visit www.stwbc.com or call 210-207-0112.

CITY OF SAN ANTONIO'S ECONOMIC DEVELOPMENT DEPARTMENT TRAINING:

The City of San Antonio's Economic Development Department's Small Business Unit offers a variety of classes every month. An upcoming class is "Prime Contractor Connection" (September 23). For more information, visit <http://www.sanantonio.gov/edd>

WBEA 12TH ANNUAL GOLF CLASSIC SILENT AUCTION:

Join the Women's Business Enterprise Alliance (WBEA) on Monday, October 13, 2008 in Houston for the 12th Annual Golf Classic Silent Auction. This event provides an out of the box opportunity for professional exposure and networking for both corporate and women business enterprises. Proceeds from the event benefit the WBEA Scholarship Fund. Contact Melissa Price at mprice@wbea-texas.org for questions on how your organization can get involved. Or, for more information visit <http://guest.event.com/i.aspx?1Q,P1,2C305D95-15F6-421C-89E1-A7B19997CAC9>

Member/Partner Events/News

MICROSOFT OUTLOOK AND TIME MANAGEMENT CLASS:

Having trouble leaving work on time? Help is on the way! NAWBO members Shana Prichard, an organizing expert and owner of realign, llc, and Ricci Fitzpatrick, a technology consultant, have combined their expertise in technology and organization/time management to bring you courses in "Using the Outlook Calendar Effectively" and "Using Outlook Tasks, E-Mail and Contacts Effectively." For more information, visit http://www.fintantechologies.com/Organize_With_Outlook.php

MEMBER/CORPORATE PARTNER RECOGNITION:

Congratulations to the following members and corporate partners for being recognized with an award:

****Kathy MacNaughton, CFRE for receiving the International Special Events Society (ISES), San Antonio Chapter Lifetime Achievement Award.**

****Altair Technology was awarded the contract to build the comprehensive web portal for Port San Antonio. Recently, the website received the Hermes Gold Award in the category, "Website Overall." The prestigious Hermes Creative Awards is an international competition for creative professionals involved in the concept, writing and design of traditional materials and programs and emerging technologies. To see the website, go to www.PortSanAntonio.us**

DO YOU HAVE EVENTS TO PROMOTE?

Members can promote events, open houses, special promotions, etc. Announcements should be no longer than 100 words and are due by the last day of the month (for the next month's issue). You will find member and partner events listed under "Special Events" within the "News and Events" section of the website. Send your announcements to info@nawbosa.org. Call Chapter Administrator Laura Bray (210-408-1699) with any questions.

NAWBO-SA's email newsletter contains information on upcoming NAWBO meetings and other news and events of interest to women business owners. If you wish to be removed from this mailing list, please send a message to info@nawbosa.org.

**A "GOLD" Healthy Chapter
Winner, 2007 Guardian/NAWBO Diversity Award
[Find out more about NAWBO-SA](#)**

Please feel free to forward this newsletter, and encourage recipients to join NAWBO-SA. Details on membership dues are available on the NAWBO web site at www.nawbosa.org

We welcome your feedback on this newsletter. Please send your comments to Laura Bray at <mailto:info@nawbosa.org>

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