



the Sunrise Report

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ABWA Sunrise Chapter
Sarasota, Florida

A Chapter of the
American Business
Women's Association

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Fundraiser April 27, 2013

SpringBling 19th ANNUAL RUNWAY PARTY

Our fundraiser is almost here! Just two and a half weeks until the big night! When we all come together, we make this a great event. Please remember the items that we need to make this event a success!

- Invite, invite, and invite some more! Invite friends, colleagues, family, now is the time!
- Collect items for our silent auction and raffle items from local businesses.
- If you are placing an ad, please make sure that we have your ad by Friday in order to get the Program in to the printer on time.
- Remember to ask for donations from those that can't make it, or live out of the area. No amount is too small, every dollar counts!

Thank you for all you do to make this a great event!

2013 Spring Bling Committee Chairs

Event Chair	Angela Sauro Davis	angelasaurodavis@gmail.com	321-0455
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Regional Conference — Safety Harbor, Florida



“There’s much more to ABWA than just a networking organization for women.”
- Lisa Donahue

Wow, walking in the doors at Regional Conference at Safety Harbor sure brought back memories of my first ABWA Conference in Memphis. The first person I see is Carolyn Parks from Atlanta, who greets me with a welcoming smile and hug! Then I see more smiling faces with welcoming hugs. It certainly doesn’t seem like 6 months have passed since I have seen some of these ladies!

First day had wonderful information provided by Rene Street. She delivered a great presentation on SBMEF and various scholarship programs that are available through ABWA and I learned that we have some different alternatives for our applicants. I am so excited that we are able to provide more opportunities for scholarship awards!

Serious business followed with information on new member attrition. District I is the largest district. Average Chapter size in District I is 26 so we are doing well with 37 active members. New member attrition in District I was 61% for 2012. We discussed solutions for this and this was the basic theme

throughout the weekend, being infused into the other speakers programs, to use their work to help ABWA. I feel this should be a focus area for us as we build and make our chapter stronger.

Branding was next on the list, and how ABWA has branding guidelines that must be followed. It is a look, a feel, and a commitment to delivering a consistent experience, each and every time to members and perspective members. There are guidelines to follow with each chapter’s websites, and ABWA national website has now listed all the chapters’ websites that have met the criteria.

I am **so pleased** to tell you that ABWA SUNRISE website is listed! We are one of 68 from over 400 chapters! What a fabulous job done by Donna Spencer and Angela Davis. Thank you ladies for your hard work and due diligence to fol-



low the guidelines specifically! I might also mention that there are only 8 chapters in FL that are listed and we are the ONLY chapter listed for Sarasota!! Woo Hoo!! GREAT JOB!! I am looking forward to Striving for Best Practices, and making that a reality! So many of the people I met are so excited for us on our journey, offering help for us to attain that goal.

Yours in ABWA,
DIANE STEWART



(l to r) ABWA Sunrise President Dr. Diane Stewart, Programs Chair Jane Barr, and District I Vice President Lois Margolin

Nominee for National Top Ten Woman of the Year, Dr. Diane Stewart



We are proud to have Dr. Diane Stewart represent our Sunrise chapter as our Top Ten Nominee. Not only has Diane met the criteria to qualify as a Top Ten candidate, but she has also been a very active member of ABWA since 2005, beginning in Pennsylvania and after relocating to Florida. She is currently serving as our President, served as our Vice President 2010-2011 and 2011-2012, held various roles on the fundraising committee as well as doing her member duties of bringing guests and contributions to our fundraisers. She is an enthusiastic promoter of ABWA, and does all she can to promote our chapter as well as the ABWA National organization. Sarasota Chiro-

practor Dr. Diane Stewart is a holistic Sarasota Chiropractor who uses a 6-step protocol, also known as the Brimhall 6 Steps to Wellness, to achieve health and wellness. This approach addresses structural imbalance, electromagnetic radiation, nutritional deficiencies, allergies and sensitivities, emotional issues, and toxicity. She is also helping patients address stress and the effects it has on health. She uses numerous low force and no force techniques for gentle chiropractic care. She also uses other new and innovative procedures such as 'Cold'

Laser, as seen on Dr Oz, couples/ family integration, energy balance footbaths, sound and light therapy. Dr. Stewart is especially excited about the Erchonia cold laser to treat injuries and disorders. "I have seen these lasers strengthen reflexes and muscles, increase range of motion and reduce pain. I have used it successfully to reduce inflammation, pain, and swelling and help in healing burn victims and post surgical recovery. The state of the art Lasers from Erchonia and the Energy Balancing Ion Therapy enhance all my treatments significantly.' She calls her technique Lyte 2 Touch, since she uses laser light and light force adjusting techniques.

Each year, ten members of the Association are recognized nationally for exceptional achievements in the areas of ABWA contribution, community engagement and professional development. The Top Ten Business Women of ABWA Award is one of the Association's most prestigious awards. Women who achieve this award serve as important role models for all working women. Each chapter of ABWA nominates an outstanding member from their chapter to be considered among these achievers.

Following are the qualifying criteria for Top Ten Nominee

- The member must be a female and currently employed (part or full-time).
- The member must have been a member in good standing for at least three consecutive years as of May 15, 2013.
- The member must have a primary affiliation with the sponsoring league for at least one year as of May 15, 2013.
- The member must have served on the National Board of Directors and/or on the national/ regional conference team and/or served as an officer, committee chair, league advisor for her sponsoring league in the past three years (2010-2013).
- The member must have sponsored at least three members in the past three years (2010-2013).
- The member must have earned at least one Apex Award as of May 15, 2013.
- The member must have attended at least one national ABWA event (Regional Conference and/or the National Women's Leadership Conference) in the past three years (2010-2013).
- The member must submit her application to the league's President or Top Ten Nominating Committee Chair for final review and signature.

Respect Yourself by Jane Barr, Kinnexion



"Respect yourself and others will respect you." -

Confucius

My client, a really bright woman, felt overwhelmed and stressed by her new job. She was the manager yet felt defensive because she was younger than anyone on her team. There was a lot more detail in her new job, and she was afraid of letting people down. At the end of the day, there was so

much left undone that she was taking her job home and not having time for her young son. Bottom line: She was afraid she was really messing up. What if all I ever said to you was, "You are a screw up --- you never get it right --- you could do it better"? Would you want to hang around with me? I'm guessing you would not. Yet many people think nothing of speaking this way to them-

selves. If you don't tolerate criticism from others, why accept it from yourself? My suggestion: Shift your attention to what you are doing well and what you are accomplishing. Keep a daily journal of your accomplishments, both big and small. At the end of your week, look back over your accomplishments and celebrate. You deserve it!

Jane Barr, founder of Kinnexion, specializes in coaching women to be valued and recognized for your full potential so you can have a career or business that is fun, fulfilling and financially rewarding.



The mission of the American Business Women's Association is to bring together businesswomen of diverse occupations and to provide opportunities for them to help themselves and others grow personally and professionally through leadership, education, networking support and national recognition.

Visit us online!

Local Chapter

abwasunrise.org

National Organization

abwa.org



www.facebook.com/ABWASunriseChapter

Proud Code of Conduct

1. All members will serve as goodwill ambassadors for the American Business Women's Association.
2. Members will not allow their personal beliefs and convictions to interfere with the representation of ABWAs mission.
3. Members will always treat their member colleagues, guests, vendors and sponsors with honesty, respect, fairness, integrity, responsibility, kindness, and in good faith.
4. Members will maintain compliance with ABWA National, Chapter and Express Network Bylaws.
5. Members will not use their personal power to advance their personal interests.
6. Members will strive for excellence in their professions by maintaining and enhancing their own business knowledge and skills, and by encouraging the professional development of other members.

On Your Own Terms—The Effects of Gender on Negotiation

Does the absence of “y” chromosomes somehow make women weaker negotiators? There is no scientific research supporting a biological culprit. So, why do we continue to talk about perceived gender imbalances at the negotiation table? Research indicates that men and women generally approach negotiation with dramatically different mindsets. Here are a few proven tactics which have increased confidence levels and helped women to improve their negotiation outcomes:

- Before you start any negotiation, create a plan that describes what you want and why.
- If possible, support your position with objective criteria/values obtained from independent sources. Learn as much as possible about your negotiation partner's position and interests. Do your homework!
- Assess the value of your position through the eyes of your negotiation partner. What are the consequences if one of you walks away from the negotiation?
- Adopt a collaborative approach. Set the stage for you and your negotiation partner to work together to solve a problem. You don't have to be aggressive or “tough”.
- Seize daily opportunities to negotiate – don't wait for the big stuff. Negotiate who will cook dinner tonight, who will pick up mom for her doctor's appointment, etc. Practice! Practice! Practice!

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Thank you to Dedra Castle for speaking at our March meeting and for writing this article!