

## Letter from President



Ladies, I want to share what an inspiration you all are to so many. Our chapter's excitement is contagious throughout Executive Women International (ewi). I was thrilled to find out we had 12 visitors in our January meeting, that is awesome! It's thrilling to get emails from EWI Corporate and find out who from our Chapter is

speaking on a teleconference about something our chapter is doing.

Ms. Debra Gates with Kayser-Roth Corporation, Sergeant-at-Arms, works diligently to make sure everyone has a meal for our monthly meetings. I hope we can all make an effort to help our dollars work harder for our Chapter. Please make sure you let Debra know you plan to attend or cancel in a timely manner for our monthly meetings. Debra's Board position duties are to make sure our meal count is accurate for every meeting. This is extremely difficult if people do not R.S.V.P., R.S.V.P. late, or just show up at the monthly meeting expecting a meal. We want to R.S.V.P. Debra via email no later than noon the Friday before our monthly second Tuesday dinner meeting. Let's rally to help Debra, as she works to serve EWI Chattanooga.

We are excited to have Melissa Gratias with a new member firm, MBG Organizing, present the benefits of organization for our February 10, 2009, meeting. The more organized we are the more productively we'll be able to work. Thanks for the kick start, Melissa. We're starting the year with planning and organizing. March's meeting will be a not-to-miss meeting. If you ever wondered what EWI is all about or where we've come from, March's meeting will be the one to attend. We have some exciting stuff planned!

At your service,  
Denise Reed

### **The Concierge Level, LLC**

An office business center since 1995, also known as shared offices, providing integral, comprehensive concierge services for business and personal needs.

## LOCAL BOARD

**Denise Reed**, President  
The Concierge Level, LLC,  
Chattanooga

**Lynda Childress**,  
Vice President/President Elect  
Luken Holdings, Inc., Chattanooga

**Karen Hannifin**, Secretary  
TN Valley Federal Credit Union,  
Chattanooga

**Heather Burrell**, Treasurer  
MCA Mike Collins & Associates,  
Chattanooga

**Debra Gates**, Sgt-At-Arms  
Kayser-Roth Corporation, Chattanooga

**Stacey Wheeler**, Membership Director,  
The Chattanooga Hotel, Chattanooga

**Kelly McCoy**, Program Director,  
Citadel Broadcasting Corporation,  
Chattanooga

**Jody Hermann**, Ways & Means  
Director,  
Barge, Waggoner, Sumner & Cannon,  
Inc., Chattanooga

**Zelma Pack**, Publication Director  
ELD Associates, LLC, Chattanooga

**Tanya English**, Advisor  
Miller & Martin PLLC, Chattanooga

## IN THIS ISSUE

Presidents Newsletter	1
Meeting Notice	2
Welcome	2
50/50 Fridays	2
Introducing....	3
Money & Finance Tips	3
Dates to Note	3
Re-Introducing	4
Firm News	4
Website Trivia	5
Lucille Johnson Perkins Award Info	5
For Your Reading	6

### ewi December Chapter Meeting

**Date:** Tuesday, February 10, 2009  
5:30 p.m. – Meet, Greet, and Networking  
6:00 p.m. - Dinner

**Where:** The Chattanooga Hotel & Conference Center  
Rose Room  
1201 Broad Street

**Parking:** Free Street Parking  
Parking Garage- \$3.00



**Speaker:** Dr. Melissa Gratias



**Topic:** “ Everything you’ve always wanted to ask a Professional Organizer - but were afraid to know... “

**Other Business:** Firm news, birthdays, anniversaries,

**Raffle:** Donated Items



# WELCOME

## New Members Introduced in January

- .Alstom - Barbara Carter
- .Blue Cross Blue Shield of TN – Denia Morris
- .Bankcard Solutions - Erika Halter
- .Heartland - Kathy Bolton
- .Johnston Group -Charolette Vickers
- .Lamar Alexander’s office – Kelly Brexler
- .OCI - Tammy Loper
- .RiverCity Consulting -Joyce Harlin
- .Qore - Sharon Braden
- .Dimension Design - Christine Stephens
- .Northwestern Mutual Financial Network – Joanne Denise replacing Suzanne Bidek

### 50/50 Fridays Citadel Broadcasting... Famous for Getting Results !!!

50/50 Fridays is a way to purchase \$50 in gift certificates to some of Chattanooga's finest restaurants and businesses for only \$25! Log on promptly at 9am each Friday morning to get the deals but get there early cuz they always sell out fast! The link is [www.kz106.com](http://www.kz106.com) and the upcoming deals are:

- 2/6 Hooters
- 2/13 Tranquil Escapes Spa
- 2/20 Pigeon Forge
- 2/27 RAW Sushi Bar

## Apology from Publication

**Director** (a very important part of Ruth's profile was inadvertently omitted last month.)

**Introducing.....** *By Barbara Verhine*



**Ruth Oehmig**

But Ruth wants everyone to know that the most significant thing in her life is the fact that she is the mother of two very fine young men—Sven and Bjorn—and now to her unending delight, the grandmother of five precious little girls ranging in age from 3 years old to five months, starting at the top June (3); Hanna (3); Tilda (2); Sofie (1); and Isabella (5 months). The grandchildren call her “Ooch” or “Oochie” which is a family nickname from her childhood. Her grandchildren live on the South Carolina coast and Ruth says that she will find any excuse to make the seven-hour drive to go see them. She says that it is a grand thing being the grandmother to these girls. Ruth also loves cooking and entertaining and enjoys working in her yard.

When Ruth was asked why she joined EWI, she responded that West Oehmig, Chairman and CEO of TVTA (her 1st cousin, by the way) encouraged her to join. He talked about the networking value of the organization but mostly about the outstanding women in EWI with whom he had worked and gotten to know over the years. When she was invited to be a guest at a monthly meeting and met many of the women West had spoken about, she immediately decided to join. She was impressed with how everyone was genuinely, friendly open and welcoming toward her and her company, TVTA. She has been even more impressed by the fact that the outstanding women of EWI truly come through over and over again for the members on a professional, but more importantly, on a personal level. Ruth says, “The work EWI does is exceptional and all the women give so much...I am humbled by their hard work and commitment.”

### From 52 Money & Finance Tips Presented by TVFCU

#### **K** 52 TIPS® MONEY/FINANCE The Two Wrong Ways to Pay Down Your Credit Card Debt

Do not use a Home Equity Line of Credit (HELOC) or a loan from your 401(k) to pay off your credit card debt. Your credit card debt is "unsecured" - if you default on paying this debt, the credit card issuer can't take possession of any asset of yours as a way of getting their money. A HELOC, on the other hand, is a secured loan, meaning there is collateral on the loan. If you default, the lender can take possession of the collateral as a way to get paid. The collateral on a HELOC is your home. The lender has every right to force you to sell the home to pay off the debt. So if you use a HELOC to pay off your credit card debt you are putting your home at risk.

### DATES TO NOTE

**February 17, 2009**  
Chapter Board Meeting

**March 3, 2009**  
Membership Recruitment/Best Practices Teleseminar, starting at 1:00 pm ET

**March 18, 2009**  
2009 Business Expo at the Trade & Conventional Center at no charge, EWI will have a booth to promote membership.

**April 23-25, 2009**  
Leaders Summit in San Francisco. Only available for Academy Alumni.

**September 24-25, 2009**  
LCAM – Louisville, KY

## Re-Introducing..... *By Karen Hanshaw*



**Zelma Pack**

Zelma Pack is the Receptionist/Administrative Assistant for **ELD Associates LLC**. ELD stands for Elizabeth Lupton Davenport and the Associates are family members. Zelma and 3 others manage the family assets such as investments and properties. Zelma checks all account balances each morning, pays entity invoices and assists in keeping everything running smoothly for the family.

Zelma has been an EWI member since 1994 through First Tennessee bank. She retired from First Tennessee with 32 years of service, and then became employed at ELD 10 years ago. Before accepting employment, she asked if she could still be an EWI member, which they were happy to say yes. Zelma has served almost every office or committee in EWI except Treasurer. She loves EWI because it is a way she can give back to the community..."it's a sharing and caring group". Zelma has made life long friends with the EWI ladies.

Zelma and Bill have been married for 34 years, they live in Hixson. She says "Bill is the best thing that ever happened to her". Combined, they have two sons Chuck and Gregg (Bill adopted them in 1975) who live in Chattanooga and one daughter Alyson who lives in Suwanee, a suburb of Atlanta. They also have two granddaughters Katie and Claire.

One thing you may not know about Zelma is that she and her husband are certified scuba divers. She loves to travel with Bill, go out to dinner with friends and play board games.

Thank you Zelma for all you do for EWI!!!

## Firm News

Barge, Wagner has moved to Warehouse Row. The new address is:  
1110 Market Street, Suite 200  
Chattanooga, TN 37402  
Same phone & Fax



**Can you identify this 6 pack of past presidents????**

## Remember your secret pal

Keep the mystery going.  
Enjoy!!!!!!!!!!!!



Please email Jan McAfee at [janlmcafee@comcast.net](mailto:janlmcafee@comcast.net) for secret pal information.



WIN WIN WIN

### WEBSITE TRIVIA CONTEST

On the EWI Chattanooga website, ([www.ewichattanooga.org](http://www.ewichattanooga.org)), go to the members site and find the name of a new member firm and email [hburrell@mcollins.com](mailto:hburrell@mcollins.com) the name of the firm representative and their firm name. I will give you a clue, some of these new member firms may be represented by fruit faces (for those of you that don't know you will have to check out the website.) Please encourage new members to update their profiles it is always great to put a real face with a name. On behalf of the website committee I would like to welcome all new member firms! If you have a question on how to update your profile do not hesitate to contact either myself or Nancy Harrison at [nharrison@lstanleylaw.com](mailto:nharrison@lstanleylaw.com).

*Heather*

### Membership Campaign Incentive Review.....

I just received one of the ewi shopping bags that corporate is giving to recruiters of new members! It is fantastic! It's blue and has the EWI logo and a square base. Also, Bi-Lo, an EWI member firm, gives a credit of five cents for every recycled bag you bring when you shop.

So recruit some new members, make sure your name is on the bottom of their membership application, and corporate will send you one of these awesome bags too!

Nancy Harrison  
Law Offices of Lloyd Stanley

## Lucille Johnson Perkins Award

### For Outstanding Member Firm

**Nominations due by April 15, 2009!**



CONNECTIONS CAREERS COMMUNITY

#### Requirements:

- + *Connections — Promoting Member Firms*
- + *Careers — Enhancing Personal and Professional Development*
- + *Community — Encouraging Community Involvement*

In 1938, Lucille Johnson Perkins recognized the importance and potential of an association of key women working with their executives to promote their firms and improve their community.

In September 2009 the Lucille Johnson Perkins Award will recognize one outstanding member firm as our first honoree. Each Chapter is permitted "one" nomination (Download Form 53).



## Meanings of Body Language in Meetings

If you are a leader, it is important to understand how to recognize those body language indicators. It is equally important to know how to handle it when you see them. Here are some common body language indications that focus is being lost in meetings and some suggestions as to what you can do about it.

### **Body Language:** Eye Rolls

**What it Means:** Disbelief of what is being shared

**What to do:** Speak informatively without opinion or ambiguity stating what facts you have to support the idea. Instead of saying, "We've made several changes and are ready to move forward," say, "The third quarter will be different than the first two because now we have the software, tech support, and marketing plan to measure our results."

### **Body Language:** Nodding Off

**What it Means:** Fatigue or Boredom

**What to do:** Stand up. Keep the meeting going but ask others to stand briefly to stretch. If the meeting has endured over an hour, allow for a short break. This offers a chance to walk around or just get a quick snack or beverage to boost energy.

### **Body Language:** Silence or All Heads Facing Down

**What it Means:** Disinterest

**What to do:** Make the topic relevant by asking open-ended questions, such as, "How do we make sure they bring that knowledge back to the job?"

### **Body Language:** Checking Watches

**What it Means:** Wandering thoughts or feeling meeting is too long.

**What to do:** Announce the time remaining based on the topic's agenda. If there is not an agenda (although effective meetings have one), announce the time remaining for the meeting using numbers not in increments of 5. For example, instead of saying, "We have about 10 more minutes remaining." Say, "We have 11 more minutes before we conclude."

The average meeting lasts one hour and forty minutes. I am sure you have had some that last even longer! Since so much time is spent in meetings, make the most of the meetings you have. Make adjustments when your team is fading or unfocused. Better a focused 30-minute meeting than a wasteful 2-hour meeting.

Source: Talklisten.com Newsletter. Volume 8, 2008. Author Vincent Ivan Phipps. Retrieved August 2008.

Thanks GeekLabs for hosting our website!



### **Guess Who Answer:**

Past Presidents-

Front Row left to right- Nancy Templeton (1987 & 1997), Karen Hannifin (1992 & 2006), Carolyn Stringer (1992), Catherine Cox (1991), Frances Cannon (1998), and Linda Harris (2000) at LCAM in Atlanta, GA in 1998.

### **ewi**

#### **Corporate Office**

515 South 700 East, Suite 2A  
Salt Lake City, UT 84102-2801  
Phone (801) 355-2800  
Fax (801) 355-2852

#### **Contact Information**

Email: [ewi@executivewomen.org](mailto:ewi@executivewomen.org)

Chapter Website:

[www.ewichattanooga.org](http://www.ewichattanooga.org)

### **SHARE THE NEWS!**

Send submissions for the Chapter Pulse to:

Contact: Zelma Pack

E-mail: [zelma@eldassociates.com](mailto:zelma@eldassociates.com)