

# chapter PULSE

EXECUTIVE WOMEN INTERNATIONAL®

An Individual Chapter Publication

Chartered in 1987

Chattanooga Chapter

February 2008

2007-2008

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VISIT: EWICHATTANOOGA.ORG

## EWI® February Chapter Meeting

**Date:** Tuesday, February 12, 2008  
5:30 p.m. – Meet, Greet, and Networking  
6:00 p.m. - Dinner

**Where:** Walden Club  
Republic Centre, 633 Chestnut Street

**Parking:** FREE parking

**Speaker:** Steve Lewis, Managing Partner, LBMC Chattanooga  
Doug Bullard, Partner, LBMC Chattanooga

**Topic:** "Tax Law Update and Tax Planning Tips"



**Raffle:** Donated Items

**Announcements:** Firm news, birthdays, anniversaries, etc.

## IN THIS ISSUE

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IN THE NEWS.....

CHATTANOOGA CLOSET FACTORY  
MIKE COLLINS & ASSOCIATES, INC.

WAYS & MEANS REMINDERS

MEMBERSHIP CONTEST AND  
RETENTION INCENTIVE PROGRAM

INTRODUCING – KAREN HANSHAW,  
REPRESENTATIVE FOR DIVERSIFIED  
COMPANIES

RE-INTRODUCING – SANDY WRIGHT,  
REPRESENTATIVE FOR FLETCHER  
BRIGHT COMPANY, REALTORS

CHAPTER WEB SITE

LCAM EXPERIENCE BY JODY  
HERMANN, BARGE WAGGONER  
SUMNER & CANNON, INC.

DATES TO REMEMBER!

CHATTANOOGA CHAPTER  
PRESIDENT'S MESSAGE



Remember your secret pal!  
It's going to be  
*Valentine's Day* soon!

## Membership Contest

We are at an exciting point in our history; we have 58 active member firms. Membership recruiting is a team effort. Please review the list of vacant classifications that was sent to all members on January 25<sup>th</sup>. The EWI member with the most leads by the end of the day on January 29<sup>th</sup> wins a \$25 gift card to Olive Garden. The EWI member with the most potential members in attendance at the membership meeting on February 12<sup>th</sup> will also win a \$25 gift card to the Olive Garden. Both gift cards will be awarded at the meeting on February 12<sup>th</sup>.

Let's do it again! Chattanooga added more members firms in 2007 than any other chapter. Here is a list of chapters who added 10 or more member firms in 2007:

Birmingham	12
Calgary	11
Chattanooga	18
Dallas	10
Denver	13
Detroit-Windsor	15
Honolulu	10
Houston	15
Minneapolis	14
Spokane	11
Tacoma	12

Let's keep the momentum up for 2008!

### In the news---

The Chattanooga Area Chamber of Commerce announced two of our EWI firms as finalist for the Small Business Award for 2008.

**Congratulations to Chattanooga Closet Company and Mike Collins & Associates, Inc.** The Luncheon is held in conjunction with the Chamber's Chattanooga Business EXPO on February 20. The EXPO is free and for tickets to the Small Business Awards Luncheon call 763-4366.

### Ways & Means Reminders...

We still have Pecan Halves and Pieces. They are \$7.50 per pound this year. Remember our pecans are this year's crop, 16 oz. bags, halves only are left! Very Important Request!!

We are attempting to wrap up our Pecan fundraiser. I need all money turned in for pecan sales no later than Friday, February 1 or return any unsold pecans. Thank you for all your help with this fundraiser!!

### Also:

**Remember your old cell phones and ink cartridges for the next meeting.** Ways and Means will ship them to the recycling center for our members. Our chapter is then presented with a check for recycling these items.

### Retention Incentive Program

Carolyn Summerlin, Corporation Membership Director reminds us that the Membership Campaign that began October 1, 2007 will end on May 31, 2008 and asks that everyone participate. The Chapter Retention Incentive for 2008 is "*All Chapters who retain 95% or more of their member firms at renewal will receive a Professional Development Library – an EWI CD case containing eight CDS from our teleseminars.*"

## Introducing you to.....

Meet Karen Hanshaw.

Karen has been married for nine years to husband Brent, and just recently became a grandmother to twin girls. She enjoys baking, watching movies and spending leisure time at the lake in the summertime.

Karen has worked with Diversified Companies, LLC for over five years and is well versed in all aspects of her business from printing, to mailing, to on-demand and specialties.



We are thrilled to have Karen as the Chattanooga representative for Diversified Companies, LLC.

## Re-Introducing you to.....



Meet Sandy Wright. Sandy is a charter member -1986. She joined EWI because her sister asked her too and she has loved it ever since.

She has been married to her husband, Tom, for 43 years in April. They have 2 sons, Todd and Jeff and a daughter-in-law Kellie (Jeff's wife). Sandy and Tom are members of Christ United Methodist Church. She loves spending as much time as possible at their 2<sup>nd</sup> home on the lake in Harrison.

When asked why members should use Fletcher Bright Company, Realtors, she stated "Fletcher Bright is one of the oldest Companies in Chattanooga, started in 1927, and the most respected because of the local owner, Fletcher Bright. The company is not a franchise, no part-time agents, and all agents are honest and ethical. "She also stated the best compliment she has ever received is, "95% of her business is repeat customers and referrals."

We are privileged to have Sandy's leadership and support as a representative for Fletcher Bright Company, Realtors.

## Chapter Web Site

Photos are posted on the chapter web sit at:  
<http://www.ewichattanooga.org/index.php?mode=album>. Check them out and see if you're there.

In this year of hurry and scurry, members consider in emails whether "Reply all" is necessary for your email response. "Reply" may be all that's needed.

Call or email (nharrison@lstanleylaw.com) Nancy Harrison of Law Offices of Lloyd Stanley with your ideas or for assistance, user name and password access to member's only access to site.

Thanks GeekLabs for hosting our site!

## What are you looking for??????

Nancy Harrison is calling all scraps! Scrap fabric that is—cotton, silk, prints or solids. Her most recent quilt project is in dire need of yellow & orange silks (an old scarf or blouse), but anything would be appreciated. Please email:  
nharrison@stanleylaw.com

## LCAM Sponsorship Recipient Summarizes Her Experience

At this year's 60th Annual LCAM, I confirmed my already suspecting mind of the phenomenal organization that EWI is.

My efforts and passion for involvement were matched by 506 other attendees. Women from all over the country traveled to Houston, Texas to share and celebrate a common vision. We laughed and cried our way through the weekend, and although it is difficult to describe what a truly fabulous event his was, I will described the leadership impact the conference had on me personally.

The weekend was filled with education sessions, entertainment and corporate meetings, but the message remained the same throughout, which was to foster principle-centered leadership using research, best practices, behavioral models, and advocate support. The behavioral model I found to be most helpful is "People will expand or shrink to fit the size of your listening". Other concepts that challenged me in my own thinking were the following:

.BE→ DO→ HAVE

.People live up or down to our expectations.

.Define your personal leadership style.

As a leader of EWI and my firm (Barge Waggoner Sumner and Cannon, Inc.), I found the lessons of leadership to be extremely valuable. For professional women new to leadership or seasoned leaders, I highly recommend the LCAM experience. To no surprise, plans are well underway for LCAM 2008, and I am looking forward to seeing all of you in Palm Springs, California for another exceptional experience.

Jody Hermann  
Barge Waggoner Sumner & Cannon, Inc.



Front Row: Lynda Childress, Melody Boggess, Kathie Fulgham, Tonya English, Nancy Harrison  
Back Row: Pam Grant, Carolyn Stringer, Catherine Cox, Margaret Browning, Jody Herman and Barbara, Verhine. Not pictured: Denise Reed

## Dates to Remember



**Orientation Luncheon** will be held on Tuesday, February 19, 2008 at The Tallan Cellar at noon until 1:00 p.m. All members and prospective members are invited.

The Professional Development **Teleseminar** taking place on February 21 at 7:00 pm ET will address the theme of "**Powerful Words for Women.**"

## RESOLUTIONS

New Year's Resolutions; losing weight, getting fit, going back to school, saving money. We make them and then we break them. But, if we use some of the tips our speaker in January, Emily Thomsen, gave us, we might be able to stick to those resolutions. More importantly, make lifestyle changes to improve our lives rather than resolutions.

I am looking forward to our February speakers, Steve Lewis and Doug Bullard of Lattimore Black Morgan and Cain, PC, to give us all guidance on our finances and taxes. I begin every year as I am sure a lot of us do, thinking I will save some more this year. Maybe with the implementation of the tips we receive from our speakers, we can actually succeed.

We are so fortunate to be the representatives of our firms in EWI. Our programs consist of great speakers that we benefit from both professionally and personally. If there is a subject you would like for us to have a speaker on, please contact Kelly McCoy, Programs Director, or myself. Help me, as your President, for our Chapter to fulfill the three "Cs" of EWI; Connections, Careers & Community.

Cordially,

Tanya English, Chattanooga Chapter EWI  
Representing Miller & Martin PLLC

### **SHARE THE NEWS!**

Send submissions for the Chapter Pulse to:  
Contact: Zelma Pack  
E-mail: [zelma@eldassociates.com](mailto:zelma@eldassociates.com)

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