



Chesapeake Professional Women's Network, Inc.
Building Relationships. Growing Businesses.

Newsletter

JUNE 2009

WELCOME ..

to the all new E-Newsletter! We welcome your input and ask that you send any feedback to the editor at renee@hrsolutionsllc.com

Want the hard copy?? Just hit PRINT!

This Month - Travel for Cheap!

CPWN Member News

Publisher
The Chesapeake Professional Women's Network

Assistant Publisher
Renee McNally

Editor
The CPWN Newsletter Committee

CPWN
PO Box 654
Bel Air, MD 21014
410-297-9722

SPEAKER

Detective Kail—FBI Cyber Squad—on ID Theft

Detective Sergeant Matthew W. Kail has 14 years of law enforcement experience, 11 years with the Maryland State Police. He served as a Patrol Trooper at the Glen Burnie Barrack, Anne Arundel County, before moving to the Criminal Investigation Division where he has been assigned to the Federal Bureau of Investigation, Baltimore Division, Cyber Squad. D/Sgt. Kail is responsible for investigating child pornography, identity theft, credit card fraud, fraud related to intellectual property rights, and computer intrusions. D/Sgt. Kail received a Bachelor's degree in Management Studies/Criminal Justice from University of Maryland University College.

SPONSOR

Rayma McRoberts— Weyrich, Cronin & Sorra, Chartered

Want to know a secret?

We don't have to tell you that running a business is difficult, especially in these tough economic times. At Weyrich, Cronin & Sorra we stay on top of the never-ending changes in tax legislation and accounting procedures that affect our business, but more importantly, we stay on top of the changes that can affect **your** business.

Providing expert advice all year long and offering services beyond tax preparation and financial statements, giving you the guidance necessary to make the best decisions for your business. And that means you will avoid costly surprises at tax time, have more time to focus on growing your business, and you'll have fewer financial headaches.

Our commitment to excellent service, with a distinct focus on timeliness and responsiveness is why many business owners are turning to us to be their trusted advisor.

So, what's the secret?

Accounting help isn't something you need only at tax time. We can do more for you, and are more affordable than you probably imagined. Now that **you** know the secret, isn't it time to give us a call?

Weyrich, Cronin & Sorra, Chartered ~
Certified Public Accountants & Financial Consultants
139 North Main Street, Suite 201 ~ Bel Air, Maryland 21014
410-838-2237 ~ www.wcsca.com

Try Bartering for Your Vacation

BOARD OF DIRECTORS

President

Lorrie Schenning
Peoples Bank

lschenning@peoplesbanknet.com

Vice President

Jennifer Lewis
SafeNet

Jennifer.lewis@safenet-inc.com

Treasurer

Mary Ann Bogarty
PNC Bank

maryann.bogarty@pnc.com

Secretary

Renee McNally
HR Solutionsllc.

renee@hrsolutionsllc.com

Immediate Past President

Laura Henninger

Henninger & Henninger

laura@henningerslaw.com

Board Members At Large

Nancy Laudenslager

Patty Desiderio

Kim Schmidt

Sandy Glock

Melissa Barnickel

Ann Davidson

EVENT CHECK IN

For record keeping purposes, please remember to check in at all events, even if you have pre-paid.

With the [economy](#) being bad, there is a way to get what you want. Try the method of bartering. Simply put, bartering is a way to get something by trading skills or labor with another person. You perform a task instead of paying for something. In some ways, it works like community service. If a person has a large amount of fines that they can't pay, they substitute community service in place of the fine. They pay their debt off and the community saves money.

I recently read an article on [CNN.com](#) about bartering. Individuals traded professional services for vacation accommodations. In some cases, goods are traded for travel services and products. If you are short on cash, this is a great way to travel.

One way to do this is to post an ad on [Craigslist](#). You can also send off emails to hotels, parks, camps, theaters and other places. Offer an [exchange](#) and see where it takes you. You do have to leave some time though, to follow through with the bartering agreement. Always be specific about what you will

offer/ Don't be vague.

For example, if you are a painter, offer by the job or total hours of work. If you are a CPA, offer to do a [budget](#) balance or offer services rendered.

Talk to the actual managers or owners in advance. You will get more accomplished this way.

When you do the job, offer a little more and go the extra mile. Don't expect anything extra. If you do a good enough job, you might be able to repeat it in the future.

Extra flight. Check with a freight flight and see if you can make a deal for a flight through them. You won't travel first class, but you still might reach your destination.

Many deals depend on what you have to offer. So if you are hurting for funds, try giving bartering a try. You never know what type of deal you can strike, until you ask.

Source: [associatedcontent.com](#)

Short on cash, people are offering to paint houses and balance books in exchange for a free room or flight. Here's how three creative travelers pulled it off.

Barterer No. 1

Jesse Larson, 22, housepainter in Rohnert Park, California

What he offered: To paint one room at a bed-and-breakfast -- a job that usually brings in \$200 to \$300.

What he got: A weekend in the best room at the inn, which normally runs \$300 per night.

How he did it: Last summer, Larson was hired by the owners of a three-room bed and breakfast in Napa, California, to paint the exterior of the building. Once the job was finished, they asked if he would paint the inside, too. Larson saw an opportunity and leapt: He offered to paint all but one of the rooms at his standard rate; for the last room he asked for payment in the form of a free two-night stay so he could take his new girlfriend away for a weekend.

The owners were happy to trade (though they didn't want us to name them for tax reasons). "Nowadays, people will do anything not to have to pay you cash," Larson says. They were so pleased with his work, they gave him the largest room, too. "My girlfriend totally loved it!" he says.

Baltimore's Endless Charms

Day 1

Begin your visit to Maryland's largest city at the Inner Harbor, where the city's renaissance began. The Top of the World Observation Level, on the 27th floor of the World Trade Center, offers a breathtaking overview of the city. After you've seen the bird's-eye view, see how the world looks to the denizens of the deep at the [National Aquarium](#) in Baltimore and watch the amazingly acrobatic dolphins at the Marine Mammal Pavilion. Just two blocks from the Inner Harbor is [Port Discovery](#), with three levels of hands-on exhibits designed just for kids with the help of Walt Disney Imagineering.

Head back to the water and climb aboard the 145-year-old [USS Constellation](#), the last all-sail sloop-of-war built by the U.S. Navy. Learning is always fun at the [Maryland Science Center](#), where you can explore the stars at the planetarium or experience an adventure thanks to the IMAX theater. A few blocks north of there you'll discover the wonderfully entertaining [National Museum of Dentistry](#).

End your day with a sunset trip on a water taxi to Fells Point, a working waterfront community that captures the spirit of seaport life in the 1800s. While strolling the cobblestone streets lined with shops, choose a water-view restaurant for your evening meal.

Day 2

Baltimore is home to some of the nation's finest museums-and some one-of-a-kind exhibits you won't find anywhere else. Start at the [Baltimore Museum of Art](#), where the museum's permanent collections (highlighted by the Cone Collection, which includes works by Picasso, van Gogh and Matisse) stand alongside prominent touring exhibits. The [Walters Art Gallery](#), renowned internationally for its Greek and Asian collections, boasts art and artifacts that cover almost 5,000 years of history. Be sure to take a walk through the neighboring Mt. Vernon Square Park, where marble monuments and stately homes create the feel of a grand European city. Have a late lunch at one of the restaurants on North Charles Street, then work off those lunch calories and catch a great view of the city by climbing to the top of the [Washington Monument](#).

Back downtown, take a stroll through time while tracing the evolution of comic books and their impact on pop culture at the Geppi Entertainment Museum. The [American Visionary Art Museum](#) exhibits works by non-traditional and self-taught artists. The museum is located at the base of Federal Hill - a landmark that's also the namesake of one of the city's oldest neighborhoods. Climb to the summit to take in another great view of the city's lights glittering on the waters of the Inner Harbor.

Day 3

So much history unfolded here! Visit the [Baltimore Civil War Museum](#), located near the site of the first fatalities of the Civil War. Relics from Baltimore's industrial past can be found at the [Baltimore Museum of Industry](#) and at the [B&O Railroad Museum](#), both of which are guaranteed to thrill the kids. Fourteen different sites make up the National Historic Seaport of Baltimore, including historic vessels, the [Seven-Foot Knoll Lighthouse](#) and the [Fort McHenry National Monument and Shrine](#), where Baltimoreans held off an invading British fleet during the War of 1812 and inspired Francis Scott Key to write "The Star-Spangled Banner."

After dinner at one of the Inner Harbor's restaurants or in nearby Little Italy, head out to take in a show or a concert at one of the city's celebrated performing arts centers: the [Lyric Opera House](#), home of the Baltimore Opera Company; the [Joseph Myerhoff Symphony Hall](#), home of the Baltimore Symphony Orchestra; the Hippodrome at the [France-Merrick Performing Arts Center](#), where Broadway comes to Baltimore; the [Arena Players](#), one of the oldest black theater companies; and [Center Stage](#), a top regional theater known for its bold productions.

Source: visitmaryland.org

INTEREST

COMMITTEE CHAIRS

Ambassador & Membership

Kim Schmidt
Hess Hotels Group
kim-schmidt@hesshotels.com

Events & Meeting Speakers

Nancy Laudenslager
Curves
nlauden@crosslink.net
and
Mary Ann Bogarty
PNC Bank
maryann.bogarty@pnc.com

Fashion Show

Wendy Lee
Susquehanna Spine & Rehab
wendy@susquespine.com

Publicity & Newsletter

Renee McNally
HR Solutions, LLC
renee@hrsolutionsllc.com

Website

Jennifer Lewis
SafeNet
Jennifer.lewis@safenet-inc.com

Membership Dues: \$85
Meeting Sponsorship: \$100
plus door prize

www.cpwnet.org

Congratulations Lisa Sparr who has recently become a realtor and is affiliated with Yerman, Witman, Gaines & Conklin Realty.

Patricia Desiderio, Patty's Promotions (div. of Patty's Gifts and Baskets LLC) announced the following staff hires.

Emmalyn Landbeck, has been hired as a part time summer intern, a student at Brigham Young University in Provo, Utah studying chemistry. Emma will handle all office administrative functions to include assisting sales staff with order processing and follow-up.

Karen Pellegrino, has been hired as full charge bookkeeper and will be responsible for setting up our business accounting systems and collections. She has previous experience working with small and medium sized companies in collections and aging reports, financial statements, and payroll.

Susie Barnd, recently joined the firm as sales consultant covering Harford and Baltimore counties and has previous experience in print sales and fundraising.

Kelly Doppke, has joined the firm in Connecticut as a sales consultant to open up the northeast market. Kelly has previous experience as a General Manager for a heating and air conditioning company.

CPWN MEMBER BENEFITS

Monthly meetings to network and promote your service or product.

Advertising in our online membership directory with website and e-mail links.

Varying meeting dates, times, and locations to meet your busy schedule.

Topical speakers on issues pertaining to women and business.

Opportunities for women to support and mentor each other in both business and personal aspects of our lives.

Special events & Meeting Sponsorship

A monthly newsletter with calendar of events, networking tips, member updates, and articles of interest.

Barterer No. 2

Miriam Brown, 56, accountant in Gretna, Louisiana

What she offered: Her work as a bookkeeper and her husband's construction skills -- about 48 hours of total labor, worth \$2,700.

What she got: A week at a Cape Cod, Mass., vacation home, which the owner normally rents out for \$5,500 per week in the summer.

How she did it: After researching hotels on Cape Cod last summer and finding nothing under \$200 per night, Brown posted an ad on craigslist.org, looking to barter instead.

The owner of a three-bedroom house on Nantucket Sound wrote back, and the two of them struck a deal: Brown would do the owner's bookkeeping for the year, and her husband, Andres, who owns a home-renovation business, would tackle odd jobs around the house, such as touching up the trim paint. In return, the couple would get a week's stay for free. Forced to postpone their trip by a year because of Hurricane Gustav, they are planning to take to the Cape this August.

What she learned: When looking to swap, be specific. "I was very clear about where I wanted to go -- Cape Cod -- instead of just saying the Northeast," says Brown. "And I proposed doing accounting work, rather than something vague. I think that's why I got such a quick response."

Barterer No. 3

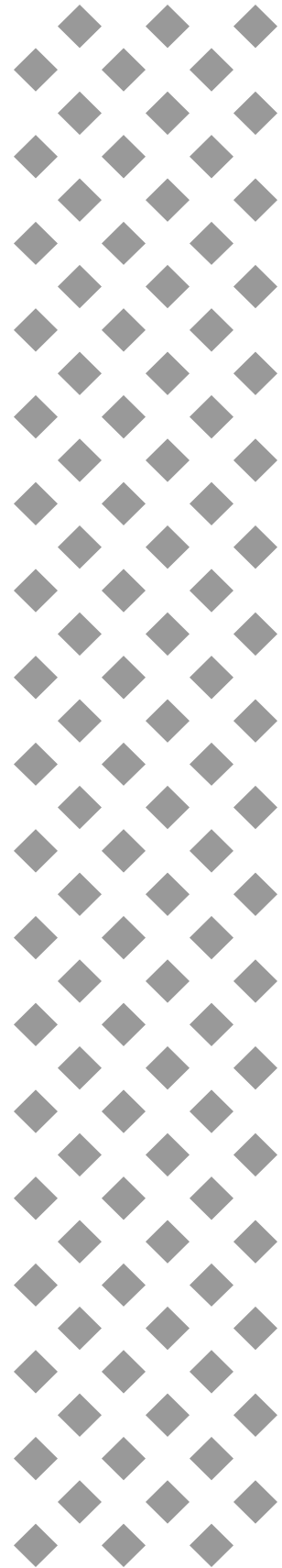
James Cocose, 44, consultant in Las Vegas, Nevada

What he offered: His BlackBerry Curve, valued at roughly \$150.

What he got: 38,000 United Airlines frequent-flier miles.

How he did it: In February, Cocose found a Craigslist ad from a woman selling her airline miles to the highest bidder. He got in touch and proposed trading his used BlackBerry instead of paying cash -- and she accepted.

What he learned: Each airline sets its own limit on how many miles a traveler can transfer to another person annually. United, for instance, allows customers to hand over 15,000 miles each year. Since the woman's offer was over the limit, she agreed to buy a ticket in Cocose's name.





Chesapeake Professional Women's Network, Inc.
Building Relationships. Growing Businesses.

WELCOME NEW MEMBERS!

Kathy Casey
The Highlands School, Inc.
2409 Creswell Road
Bel Air, MD 21015
KCasey@highlandsschool.net

Cori Ebaugh
Evans Funeral Chapel
3 Newport Dr.
Forest Hill, MD 21050
410-893-9493
belair@evansfuneralchapel.com

Gina Kazimir
PR Right Now
125 Williams Street
Bel Air, MD 21014
410-459-8765
gkazimir@prrightnow.com

Linda Tomarchio
Options for Senior America
112 W. Pennsylvania Ave.
Bel Air, MD 21014
410-893-9914
ltomarchio@comcast.net

Kimberly Zavrotny
Evans Funeral Chapel
2956 Harrogate Way
Abingdon, MD 21009
410-343-3000
monkton@evansfuneralchapel.com

UPCOMING EVENTS

June 9, 2009
11:30 AM—1:30 PM
Speaker: FBI Agent Topic: ID Theft
VanDiver Inn, HdG
Cost: \$20/\$25

July 14, 2009
11:30 AM—1:30 PM
Speaker: Kelly Hilton,
Discovering Resolutions
Vitales, Edgewood
Cost: \$20/\$25

rsvp at www.cpwnet.org or 410-297-9722
Deadline is Friday before the event at Noon.

Opinions expressed by the authors do not necessarily reflect those of the Publisher or the Board of Directors of The Chesapeake Professional Women's Network, Inc. Reproduction or use of material in whole or part is forbidden without prior, written permission of CPWN.

Newsletter Copyright 2008,
Chesapeake Professional Women's Network

Address editorial and other inquiries to:

The Editor
CPWN Newsletter
CPWN
PO Box 654
Bel Air, MD 21014
renee@hrsolutionsllc.com

