



# Newsletter

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

MAY 2011

## WELCOME ..

to the all new E-Newsletter! We welcome your input and ask that you send any feedback to the editor at [Melissa\\_harbold@ml.com](mailto:Melissa_harbold@ml.com)

Want the hard copy?? Just hit PRINT!

**This Edition:  
Taking Care of Yourself!**

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CPWN  
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# The 2nd Annual Women's Night Out Come Out and Be Pampered

The 2nd Annual Women's Night Out (to benefit Family and Children's Services) is almost upon us! We are very excited because this year, we've added even more fun! Many of last year's service providers are coming back – Jordan Thomas, Upper Chesapeake Health, MD Cosmetic



Surgery Center, and Susquehanna Spine and Rehab and we have some new ones as well. Welcome to Anytime Fitness, Coffee Coffee, Flavor Cupcakery,



Parris Castoro, and Jayne Klein, Nutritionist! Also coming will be Barbara Williams Photography who will be doing head shots at a discounted rate of \$20! In addition to our service providers will be baskets and other raffle

prizes and NEW – take a walk down Shopping Alley! Vendors from Pampered Chef, Willow House, Thirty One, Cookie Lee Jewelry, Arbonne, and Cul de Sac Candles will have tables set up with products to purchase.



There will be plenty of food and a Sangria fountain, so come join us and get your hair done or a manicure, a massage or a cupcake, and have some chai tea and relax for an evening with friends and colleagues!



**BOARD OF DIRECTORS**

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[lschenning@peoplesbanknet.com](mailto:lschenning@peoplesbanknet.com)**EVENT CHECK IN**

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

# President's Message

As summer approaches, often times we don't do as much networking as we would like so it is important to make sure you make the most of the opportunities that you do have. Even if you are only able to make a quick networking breakfast or the last thirty minutes of a happy hour, it can be well worth your time. That one contact you made could be your biggest success of the year; all because you made the time. It is easy to get caught up in summer fun and lose focus but I think that you can still have summer fun as well as focus as long as you take a few minutes each day to review your goals and accomplishments.

Our April event at the Wetlands in Aberdeen proved to be another record breaking attendance with nearly ninety people. Don Bonnett from Sandler Sales Institute filled in for his daughter, Margie Ann Bonnett, who was unable to make our event due to health issues. He was gracious enough to fill in at the last minute and was able to provide valuable tips on sales and marketing. I would like to thank Dawn Rowles of First Act Accounting for sponsoring our event and Wetlands for hosting our event. If you missed this event, please join us for our second Annual Women's Night Out at Maryland Golf and Country Club on Tuesday, May 10<sup>th</sup> from 5:30-8:30 p.m. It should be a wonderful night of fun, pampering and relaxation! Remember, all proceeds will benefit Family and Children's Services.

Chesapeake Professional Women's Network is an organization that strives to enhance the personal and professional growth of women in our area which is just one of the reasons you should try and fit one of our summer events into your busy schedules. We are not only a great outlet for networking but we are also a fun group of women looking to build new partnerships and make friends along the way. We are hoping to provide a nice variety of events this summer. They will include a health care panel or health care related topic, a networking breakfast, a volunteer appreciation breakfast, and a dynamic financial speaker. As always, our committee members work on the fashion show year round so if you are not able to squeeze in a few minutes this summer, please remember to save the date, October 11, 2011 for our Annual Fall Fashion Show and Fund-raiser. Please visit our website at [www.cpwnet.org](http://www.cpwnet.org) for more information on our organization.

*Mary Ann Bogarty*

# A Whole-Self Approach To Time Management: Me Time

From [Serge Prenzel](#) About.com

Many of us would relate to the following thought:

There aren't enough breaks in my life, with work and home (consisting of 2 kids, 1 hubby, 2 dogs) and not enough time for ME! This article is about taking a different look at this issue.



Do you remember back when you were in school, and you had regular report cards? Imagine that you are still getting report cards. Except now, the subjects are no longer English, Math or Physical Education.

Let's say you're doing very well at WORK, pretty well at FAMILY, but SELF needs more work.

Typically, when something's gotta give, the one thing that gives is often SELF. If pressed to explain how come you're floundering in this subject, you'd probably say, "It really has to do with the teachers." In WORK, and to some extent in FAMILY, we have a pretty stern taskmaster. The SELF teacher, on the other hand, doesn't really put much pressure on us to perform on a day-to-day basis. We put our energy where the pressure is.

In a way, it's like how it was at school. You wouldn't be held back for low performance in gym class if you were doing well in academic subjects. It pays to focus your efforts on what is most important, doesn't it?

Now, that's quite OK if the subject is really of no importance to you.

But you do care about yourself, don't you? So, what are you going to do about neglecting yourself on a day-to-day basis?

The answer is straightforward. Bring SELF into the process. Don't let WORK and FAMILY be the only voices when you plan. In practical terms, ask yourself: "What am I doing for myself today? this week? this month? this year?"

Now, this doesn't mean turning SELF into a stern taskmaster. You probably have enough of those already. Just make room for SELF in your planning and time management. This seems like it's no big deal. And it's actually no big deal if you're accustomed to making time for yourself. But, if you're among the many people who don't, this is the crux of the matter.



of

When you do any kind of planning, choose to make time for yourself. Choosing is an active process: you don't just hope to find time for yourself, you make time. What if you actually tried planning your time around what is actually most important to you? Dessert need not always come at the end of the meal.

This may seem like a gratuitous comment, totally out of touch with the reality of your life. Who do I think you are? Don't I understand that you have a job, a demanding one at that? You're in an office all day, and therefore you can't be outside. Or: You're on sales calls all day, and therefore you can't be inside. Or: You work from home, and therefore you can't have contact with peers.

It is a fact that most of us can't decide on a whim, when we wake up, that we'd like to fly to Acapulco today.

Does this really mean we can't plan for more of a break within the day? Or for a more pleasant break?

Continued on Page Eleven

## MEMBER NEWS & ITEMS OF INTEREST

### COMMITTEE CHAIRS

#### Ambassador & Membership

Liz Hopkins  
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ehopkins@mtb.com

#### Events & Meeting Speakers

Sandy Glock  
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#### Fashion Show

Wendy Lee  
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Membership Dues: \$85  
Meeting Sponsorship: \$150  
Plus door prize

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



**Wells Fargo Advisors:** Document Shredding Day  
Wells Fargo Advisors, in conjunction with Harford Habitat for Humanity, will be hosting a Document Shredding Day on Saturday, May 7, 2011 from 9:30 am to 11:00 am.

Wells Fargo Advisors has a mission to keep our clients safeguarded against identity theft. In the spirit of that mission, we will have an onsite shredder at our South Main Street office in Bel Air. for the convenient shredding of your financial, legal, or tax documents. The event will take place in the parking lot behind the building. Please come by and take advantage of this complimentary service!

For further information, please contact Libby Plunkett at 410-638-9333

#### Point Breeze Credit Union

Where's Joe?? He will be at his birthday party on June 11th at our Bel Air Branch, 410 S. Atwood Rd, from 9a.m.-1p.m. for sure....but where is he now? Follow Joe around Harford County and enter your guess for a chance to win an Ironbirds Bobblehead from May 9th through his party on June 11th. All correct guesses will also be entered for the GRAND prize of the Ultimate Ripken Experience to be awarded at Joe's Birthday party! Visit [www.facebook.com/pointbreezecreditunion](http://www.facebook.com/pointbreezecreditunion) for clues!

Joe the Monkey's Birthday Bash—Please join Joe the Monkey at his Annual Birthday Bash at Point Breeze Credit Union. Joe is the lead singer in the Money Mammals band that teaches children to "Share and Save and Spend Smart Too". First 100 children receive a goody bag, available while supplies last. Point Breeze Credit Union, Bel Air Branch, 410 S. Atwood Rd, Bel Air, MD 21014, June 11, 9a.m.-1p.m. Ages: Infant - 11, 410-771-3850, ext 282, [www.pbcu.com/news](http://www.pbcu.com/news)

#### The Maryland Women's Heritage Center proudly supports...

The 1st Annual Dress for Success Power Walk Lake Montebello, Baltimore  
Saturday, May 7, 2011; Registration: 8:30 AM; Walk Start: 10:00 AM

~Rain or Shine~ Event proceeds benefit the career development and employment retention programs of Dress for Success Baltimore. REGISTER NOW! Form a team, participate as an individual or virtual walker, or register as a Power Hero Walker and honor someone who has empowered you to succeed! Dress for Success is an international not-for-profit organization that promotes the economic independence of disadvantaged women by providing professional attire, a network of support and the career development tools to help women thrive in work and in life.

Maryland Women's Heritage Center 39 West Lexington Street Baltimore,  
Maryland 21201 410-767-0675 [MDWomensHeritageCenter.org](http://MDWomensHeritageCenter.org)



## More MEMBER NEWS & ITEMS OF INTEREST

### **SARC: Bags and Baskets Bingo**

Join us on Saturday June 4, 2011 Doors Open at 6:00 pm, Bingo Starts at 7:00 pm Jarrettsville VFW 1714 Morse Road



Grab your bingo dabbers and lucky charms for a fun-filled evening of bingo, Longaberger baskets, designer purses, raffles, and cash money games.

Tickets are \$15...reserve yours today by:

Mail a check to PO Box 1207, Bel Air, MD 21014 and your tickets will be mailed to you. Or stop by Merle Norman Cosmetics in Bel Air.

Please visit our website at [www.sarc-maryland.org](http://www.sarc-maryland.org); For questions please email [development@sarc-maryland.org](mailto:development@sarc-maryland.org)

**Andrea Kirk of Ameriprise Financial Services, Inc.** in Bel Air, MD, has earned membership in the Million Dollar Round Table® (MDRT®), The Premier Association of Financial Professionals®, for the first time. Kirk's MDRT membership places her among the world's best life insurance and financial services professionals.

MDRT is an international, independent association of more than 31,900, of the world's insurance and financial services professionals from 464 companies and 74 nations and territories. MDRT members are trusted advisors who demonstrate superior product knowledge, exceptional client service and unquestionable ethical conduct. MDRT membership is recognized internationally as the standard of excellence in the life insurance-based financial services industry.

If you are doing business with Andrea Kirk, you can be sure that you are doing business with the best!

Sincerely,  
Julian H. Good, CLU, ChFC  
2011 President  
Million Dollar Round Table

Andrea Kirk 2225 Old Emmorton Road, Suite 108 Bel Air, MD 21015 410-569-9694 [Andrea.n.Kirk@ampf.com](mailto:Andrea.n.Kirk@ampf.com)  
[Ameripriseadvisors.com/andrea.n.kirk](http://Ameripriseadvisors.com/andrea.n.kirk)

Join the **Maryland Affiliate of Susan G. Komen for the Cure®** on Friday, May 20, 2011 for the **People's Pink Party at Pimlico**. For the second consecutive year, Black-Eyed Susan Day will benefit Komen Maryland and raise breast cancer awareness in our community. Pimlico will donate 10% of all Friday Turfside Terrace ticket sales (including the Friday portion of the two-day Preakness ticket) to Komwn Maryland. Purchase your tickets today by visiting

<http://www.preakness.com/tickets/seating-information/turfside-terrace>



## WOMEN HELPING WOMEN: A List of Organizations that CPWN Supports

**Athena Award** – CPWN is a sponsor of the Athena Award, which is an award recognizing women who demonstrate excellence in their business or profession, devote time and energy to the community and generously assist women in attaining their full leadership potential. Of the Harford County recipients of the Athena Award, we are proud that four are members of CPWN (Kim Wagner, Debi Williams, Sheryl Davis-Kohl and Content McLaughlin). For information, contact Pat Hogan at 410-836-4713.

**New Visions for Women** – A fun, power-packed day of workshops and sessions designed to energize and invigorate you and to celebrate women as unique individuals and as a collective force in the community. The annual event is held at Harford Community College. CPWN is a sponsor and member of the Committee, often our members are presenters.

**Anna's House** – A non-profit organization that provides transitional housing for women and their children and also offers case management, counseling, career skills training and employment assistance. To support Anna's House, CPWN sells the "Lucinda" Women and House Pins as a fundraiser at CPWN events.

**Open Doors Career Center** – A not-for-profit social services agency, whose mission is to empower individuals in need of life and employment skills by providing opportunities and resources to encourage them to discover the keys to their success. CPWN founded the "Bridge to Success" program and CPWN members donate appropriate business clothing to Open Doors. For information contact Robyn Burke at 410-638-0187.

**SARC-** "We work to end domestic violence, sexual violence and stalking to aid its victims and to create a society free from abuse and fear." We are Harford County's lifeline to both adult and child victims by providing: counseling, legal representation and a 28 bed safehouse. Over 2000 people a year turn to SARC for help. Call our 24 hour helpline at 410-836-8430 or learn how you can help at [www.sarc-maryland.org](http://www.sarc-maryland.org)

**Scholarship** – CPWN sponsors a \$1000 scholarship for Harford Community College, to be awarded annually to a "female student who exemplifies professionalism and commitment to the community", and who meets certain academic criteria. Funding is from special raffles and events. For information contact Mary Ann Bogarty at 410-638-2037.

**Bridge to Success** – This program was created by CPWN in conjunction with Open Doors to establish and maintain a fund used by Open Doors' clients to help them pay for unsupported expenses, such as child care, transportation, etc., in order to help them in their job search. Attractive "Bridge" Pins are available at \$20 each to support this program.

# Reduce Stress At Your Desk

Those of us who are “desk jockeys” often find ourselves tense and stressed out as we sit hunched over our computers. It only takes a few minutes of exercises at your desk to relax your body, reduce your stress, and help you become more focused on the tasks at hand.

1. Stand up and stretch. A little physical exercise has been proven to help reduce stress. After dealing with a demanding, irate, or unreasonable customer, stand up and stretch. Rotate your neck, flex your back and stretch your legs and arms. This will take just a few seconds and you’ll feel so much better.

2. Give yourself positive self talk. I’m going to sound a bit like Doctor Phil, but I’m willing to do that to make my point. Positive self talk works. A lot of us feed ourselves NEGATIVE self talk when we’re dealing with difficult customers...and we don’t even realize we’re doing it. But when we say things like:

“I don’t have to put up with this crap!”

“I ought to hang up on this customer!”

“I am not paid enough to deal with this...”

Do you think we are making the situation better or worse for ourselves? Of course, we’re making the situation worse.

Replace that negative self talk with positive self talk. Say things to yourself like:

“This person really needs some help. “

“I can handle this. “

“She’s not angry at me personally.”

3. Look out the window. Walk over to a window for just a couple of minutes. Studies show that people who work near a window have 23 percent fewer complaints of stress-related illnesses such as headache, back pain, and exhaustion.

4. Laugh. Humor is a wonderful antidote for stress. A good laugh can reduce muscle tension for up to 45 minutes!

<http://myragolden.wordpress.com/2010/10/18/4-super-simple-tips-for-reducing-stress-at-your-desk/>

“Like” CPWN on Facebook



# 5th Annual SPIRITED WOMEN OF BALTIMORE AWARDS 2011

## Nomination process & information

The Spirited Women awards were created to recognize everyday women who are making extraordinary contributions to their community and those around them.

Award winners and nominees will be honored at a Power Luncheon at Morton's The Steakhouse in Baltimore on **Wednesday, August 17, 2011**. A portion of the event's proceeds will benefit the American Red Cross of Central Maryland.

## Do you know a Spirited Woman? Nominate her!

### Spirited Woman Rising

This award will honor an up and coming, young woman who is starting to make her powerful mark on the Baltimore community and/or the business world. Nominations should focus on women who are giving of themselves, active in their careers and communities, and having an influence on society already.

*Nominees should be ages 21-35 and from the Baltimore area.*

### Spirited Woman in Balance

This award will honor a working mother who is successfully juggling all that life brings her – family, career, all the while engaging in spirited endeavors such as community service, mentorship and philanthropy.

*Nominees should be employed full-time and from the Baltimore area.*

### Spirited Woman of Baltimore

This award will honor an accomplished, spirited woman who acts as an example, leader and mentor in her community and profession and has done so for some time. This woman encompasses a variety of ideals including volunteerism, generosity, sacrifice, preparation, compassion, sensitivity and humility.

*Nominees should be women in the prime of their lives and from the Baltimore area.*

### 2011 Spirited Woman Award nomination guidelines:

- All nominations should be no more than 500 words in length.
- Nominations must be submitted no later than **Friday, July 1, 2011** via fax to Nevins & Associates at 410-568-8804 or via e-mail at [events@mycity4Her.com](mailto:events@mycity4Her.com). *Completed nomination forms can also be dropped off at Morton's The Steakhouse, 300 S. Charles Street, Baltimore.*
- Nominations from friends, family members, and colleagues are all welcome.



Important: self-nominations will not be considered.

Nominations must absolutely include the following to be considered:

#1. Nominator name, address, e-mail address, and phone number.

#2. Relationship to nominee.

#3. Nominee name, address, e-mail address and phone number.

The Winner will be announced during the annual signature Power Networking Luncheon at Morton's on August 17, 2011.

## SPIRITED WOMAN AWARD NOMINATION FORM

Complete and fax to 410-568-8804, e-mail to Events@mycity4her.com, or drop off at

Morton's The Steakhouse, 300 S. Charles Street, Baltimore, MD

**Deadline is Friday, July 1, 2011**

**Nominee's Name:** \_\_\_\_\_

**Nominee's Address**

**Street:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Postal Code:** \_\_\_\_\_

**Nominee's Phone:** \_\_\_\_\_ **Nominee's Email:** \_\_\_\_\_

**Award being nominated for** (please choose one)

Spirited Woman

Rising Spirited Woman in Balance

Spirited Woman of Baltimore

**Nominator's Name:** \_\_\_\_\_

**Address**

**Street:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Postal Code:** \_\_\_\_\_

**Nominator's Phone:** \_\_\_\_\_ **Nominator's Email:** \_\_\_\_\_

**Nominator's relationship to Nominee:** \_\_\_\_\_

**In 500 words or less, describe why your nominee deserves this award (if the space is insufficient feel free to attach a separate sheet with this information):**

# New Members

## Board Members At Large

### Board Members At Large

#### Sandy Glock

The Open Door Café  
[sglock@atapco.com](mailto:sglock@atapco.com)

#### Melissa Harbold

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#### Wendy Lee

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#### Liz Hopkins

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## Donarae Mouldsdaile

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## Amy Quarles

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[Amy.quarles@cbsradio.com](mailto:Amy.quarles@cbsradio.com)

## Fashion Show Corner

It has been a busy month for the fashion show committee! Our sponsorships are quickly coming in and we are very thankful to Point Breeze Credit Union, Bel Air Downtown Alliance & The Kelly Group, who have all purchased sponsorships. There are still more available and one to fit every budget. Program ads will be available soon, so keep your eyes open at our Women's Night Out for more information.

The raffle prizes are falling in line also, once again we will have a delectable dinner for 6 at "The Rumor Mill Restaurant" in Ellicott City and a piece of jewelry is being personally selected from Smyth Jewelers for one lucky winner.

Make sure you keep your thinking caps on as to what you, your business, or someone you may know can donate to our incredible silent auction! This is the part of our fashion show that raises the most money for our very deserving charities. We are still looking for a few more volunteers to join the silent auction committee, any amount of time you can donate is appreciated, and we have a lot of fun while helping out our community.

Please, remember to "Like" us on Facebook at "CPWN Fashion Show", so you can get all the latest news and updates on the 13th annual CPWN Fashion Show!

# MEMBER SPOTLIGHT



With Daneene Lucas of Fancywork Farm

1. Are you fluent in more than one language? Used to be fluent in Spanish, learning Turkish now
2. What is your favorite quote? From my great-grandfather, "Don't expect anything and you won't be disappointed."
3. If you were a crayon, what color would you be? One of those crayons you can make yourself that doesn't come in a box
4. Which is your favorite concert you have ever attended? Chicago, 1970
5. What was the last book you read? The Little Stranger by Sarah Waters

Continued from Page Three

Besides, focusing on SELF is not just about taking breaks. It can be about putting more of your energy and enjoyment on those tasks that are more fulfilling for you.

What if there is no room in your life for these kinds of choices? Well, then, it's a pretty good indication that you need to make some serious changes in your life.

Now, why would I, as a coach, address such issues? Isn't coaching essentially about performance? What does it have to do with having time for yourself?

I subscribe to a "whole life" or "whole self" approach to coaching. My experience is that, when we consistently ignore important needs, it actually hampers our performance. Here's an analogy: Which army do you think will fight better: one that is well-fed and rested, or one that is starving and tired? Take time to take good care of your army.

## CPWN's 2<sup>nd</sup> Annual Women's Night out

Tuesday May 10<sup>th</sup> 5:30-8:30pm

MD Golf & Country Club

To benefit Family & Children's  
Services

To purchase tickets visit

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

\$45 members \$55 non members

Prepare to be pampered.

Services provided by  
Maryland Cosmetic Surgery  
Center  
Jordan Thomas  
Anytime Fitness  
Susquehanna Spine and Rehab  
Upper Chesapeake Health  
Flavor Cupcakery  
Coffee Coffee  
Parris-Castoro Eye & Laser



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

## 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.



## UPCOMING EVENTS

### **2nd Annual Women's Night Out Maryland Golf and Country Club**

5/10/11 5:30-8:30pm

\$45 Mbrs/ \$55 Non-Mbrs

Benefits Family and Children Services

### **June Networking Meeting**

6/14/2011, 11:30-1:30

Maryland Golf & Country Club

Sponsor: Sandy Glock, Open Door Café

### **July Networking Meeting**

7/12/2011, 11:30-1:30

Bonefish

Speaker: Eleanor Blaney

Sponsor: Vicki Franz, Mason Dixon Arrive

rsvp at [www.cpwnet.org](http://www.cpwnet.org) or 410-297-9722  
Deadline is Friday before the event at Noon.

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