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www.cpwnet.org
P.O. Box 654
Bel Air, MD 21014

November Sponsor - Julie Chmura, Elegant Restoration



November sponsor: Julie Chmura, Business Development Director, Elegant Restoration, Inc.

Elegant Restoration is a family-owned and operated business that provides immediate emergency and disaster cleanup services. The company also provides reconstruction services for both homes and offices. Its IICRC-certified technicians work to restoring the property to its original condition after a water, fire, storm or mold cleanup. Since 1996, Elegant Restoration's immediate response to disasters has protected the owner's investment by limiting damage, cleaning and securing the site.



November Speaker - Valencia McClure

Valencia McClure, Vice President of Governmental and External Affairs for Baltimore Gas and Electric (BGE), an Exelon Company, is a leader and force to be reckoned with in both her professional and personal life. Earlier this year she was named one of Savoy Magazine's 2019 Most Influential Women in Corporate America. Last year, she led her company's team as the executive sponsor for their Cause Initiative to raise \$275,000 benefiting Susan G. Komen Maryland. As she nears three years of being cancer free, Valencia joined Susan G. Komen Maryland Board of Directors in hopes of having a greater impact on the fight against breast cancer.

This November, Valencia will be the keynote speaker at our CPWN luncheon on November 12 at the Maryland Golf & Country Club, where she will share her experience with breast cancer and the impact it has made on her life, personally and professionally.



What's Happening at CPWN

TUESDAY, NOVEMBER 12, MEMBER LUNCH, 11:30am-1:30pm, MD Golf & CC, MacPhail Rd, Bel Air. Sponsored by Julie Chmura, Elegant Restoration. Speaker Valencia McClure, VP of Gov't & External Affairs for Baltimore Gas & Electric (BGE)

SATURDAY, DECEMBER 7, NEW YORK BUS TRIP, 7am-10ishpm, Seating is limited, registration is open on the website.

TUESDAY, DECEMBER 10, MEMBER HOLIDAY DINNER, 5:30-7:30pm, Vandiver Inn, HdG. Sponsored by Patrice Ricciardi, Freedom Federal Credit Union.

**If you have special food needs, please email
jeannette.stancill@fitzgeraldfinancial.net**

CANCELLATION POLICY: Please remember it is CPWN policy that changes to an event registration must be made **NO LATER THAN** end of day Thursday before the event. If you do not notify CPWN by this time, you will be responsible for the full registration fee.

What you missed ...

In September Gaye Hansen made us laugh, made us cry, and made us laugh until we cried. Her key to work life balance is, as she put it, "take the time to notice the eyelashes." Be fully present where you are. Be present in the hours you are at work. Be present in the hours with your family. Be present with you when you take time for you. See Gaye at www.igniting.us

Every year our Fashion Show is an amazing event. This year was no surprise. We want to thank Richlin Ballroom for the excellent food and venue, and to all our vendors for the exquisite fashions. A huge thank you to the entire fashion show committee that spent countless hours putting this event together. Go ahead and save the date for next year, Tuesday October 13, 2020!

Wassup!

A note from the president...



Are you a good networker? Let's start with defining what networking is as it relates to business. According to google "Networking is the exchange of information and ideas among people with a common profession or special interest, usually in an informal social setting."

I think networking is much more. It's how you present yourself. From your first impression; your appearance, or your personality, and how you shake hands. Do you ask others questions or only talk about yourself? Are you developing and nurturing the relationships with the people you see at these events?

In my opinion, networking extends further into your daily business practices. Networking only gets you so far. Networking may get you the initial bid or the first visit to your businesses but how your business displays customer service will keep the client. This starts with how you answer the phone or email, to quoting out a job, to your follow up, to the execution of the service you provide. In short, are you good at what you do?

Networking gets you in the door but your business practices will turn them into lifetime clients.

Member Anniversaries in October

21 Years

Lorrie Schenning

15 Years

Shirley Brunkhorst

9 Years

Michelle Kahl

8 Years

Mary Hastler

Diane vanVugt

6 Years

Diane Moore

Judy Fritz

4 Years

Barbara Lash

Stacey Andon

3 Years

Erika Quesenbery

Merry McFadden

1 Year

Erika DiCocco

Sarah Coleman

Jane Trail

Yollette Atkinson

Audrey Watson

Debbie White

Natalie Gallagher

April Ishak

Member Anniversaries in November

20 Years

Diane Sengstacke

16 Years

Mary Ann Bogarty

14 Years

Jeannette Stancill

12 Years

Colleen Helmlinger

10 Years

Kelly Bedsaul

8 Years

Jodi Davis

6 Years

Patti Dresher

3 Year

Dani Pettrey

2 Year

Jennifer Crosson

Josie Shumar

1 Year

Nancy Yeager

Kendal O'Hare

