Enhancing the personal and professional growth of women in the Harford County area.

Welcome New CPWN Members!

Mary F. Cogley
Cruise and Travel Specialist
Cruise Planners
507 Wycliff Court
Joppa, MD  21085
Phone: 410-679-8091
Fax: 410-679-8091
Email: mcogley@cruiseplanners.com
Web: www.VacationExtraordinaire.com
Business Description: Travel
CPWN Member Category: Travel Agency

Sarah Tierney Bleach
Director of Accounting
Frederick High Associates
5 South Main Street
Bel Air, MD  21014
Phone: 410-879-2090
Fax: 410-893-1243
Email: stleigh@fredward.com
Web: www.fredward.com
Business Description: Engineering and Architectural
CPWN Member Category: Consulting

Allison Marabello
Branch Manager
BB&T Bank
3500 Conowingo Road
Street, MD  21154
Phone: 410-457-2900
Fax: 410-457-4204
Email: amarabello@bbtand.com
Web: www.bbtand.com
Business Description: Financial Institution
CPWN Member Category: Financial Services

407 Calla Court
Bel Air, MD  21015
Phone: 410-838-6766
Fax: 410-450-1409
Email: debbie@always-organized.com
Web: www.always-organized.com
Business Description: Residential and Small Business Organizing Services
CPWN Member Category: Consulting

Please see more new members listed on Page 7 in this issue.

CPWN Member Benefits:

- Monthly meetings to network and promote your business
- Topical meeting speakers on issues pertaining to women and business
- Special Events
- Meeting Sponsorship
- Monthly Newsletter
- Role Models and Mentors
- CPWN Website

CPWN Sponsors:

- Anna’s House
- Bridge to Success Program
- Open Doors of Harford County
- New Visions for Women
- The Athena Award

In This Issue:

September Meeting: First Lady Kendel S. Ehrlich

First Lady Kendel S. Ehrlich

Kendel S. Ehrlich was born the youngest of three children and raised in the Baltimore County community of Lutherville, Maryland. As a member of the National Honor Society and co-captain of the Dunlavy High School lacrosse team, Kendel honed the skills that follow her today - spirit, leadership, and commitment. She attended the University of Delaware and pursued a Bachelor of Science degree in Criminal Justice and a minor in Political Science. Before attending the University of Baltimore Law School, Kendel worked as a paralegal at the law firm of Venable, Baxter & Howard.

From 1990 to 1995, she worked as a felony trial lawyer with the Public Defender’s Office in Annapolis, Maryland. While in Annapolis she met her future husband, Robert Ehrlich, who was a member of the House of Delegates and an attorney. They were married on July 24, 1993. That same year, the Ehrlichs ran a grassroots campaign for Maryland’s second Congressional district seat. In 1994 Bob Ehrlich was elected to Congress and Kendel became counsel to Youth Services International in Owings Mills. In 1997, she went back to the courtroom as a prosecutor in district and juvenile court in Harford County, Maryland. Drew Robert Ehrlich was born on July 24, 1999, and Joshua Taylor Ehrlich was born on March 6, 2004.

On March 25, 2002, Robert Ehrlich announced his candidacy for Governor against incumbent Lt. Governor Kathleen Kennedy Townsend as a 24-point underdog. By October of that same year, the campaign had pulled within two points of the incumbent and had raised almost $1 million more than the opposition. Kendel Ehrlich was incredibly active in the campaign as a public speaker accompanying her husband around the state.

She remains an active speaker focusing on the following initiatives: Education, Drug and Alcohol Abuse Treatment and Prevention, Hospice Care, Cancer Prevention, and the creation of Maryland’s First Women’s History Museum. She sits on several boards and is an avid fundraiser for various causes in Maryland, including Cystic Fibrosis, GBMC Hospital, Race for the Cure, The Red Cross, Served for Change, and various statewide hospice organizations.

The people of Maryland enjoy relating to a First Lady who is an active mother trying to balance her time like Kendel Ehrlich. Her character was incredibly impressive and her commitment to the state of Maryland is unmatched. She was incredibly well liked and was always approachable.

Let your voice be heard! Make time to vote!!
A Word from Our President ... Laura Henninger

CPWN’s August meeting was a big success! Networking events are always popular, and we try to have them at least a few times of year. It is always helpful to “get back to our roots” and remember what brought all of us together in the first place.

My family and I were enjoying a vacation in Michigan the week of the August meeting. We stayed at a cabin on a beautiful small lake near Traverse City. The cabin did not have internet access, so I was “unplugged” for the week. It made me realize how dependent I am on the computer, but also that I can survive without it for a week. I was truly able to relax and enjoy my vacation!

At CPWN’s September meeting, we are pleased to welcome Mrs. Kendel S. Ehrlich, First Lady of Maryland. Mrs. Ehrlich will speak to us on “Balancing Career and Family.” I want to especially thank Theresa Wiseman for arranging for Mrs. Ehrlich to speak to us, and for handling all the details. This is a not-to-be-missed event! As I write this, registrations for the September meeting are coming in quickly, so be sure to register as soon as possible.

I hope all of you had a chance to take a much-needed vacation this summer, and are transitioning well to the back to school season. Happy September!

Laura Henninger

CPWN 2006 Event Calendar

September 12, 2006
Speaker: Kendel S. Ehrlich
First Lady of Maryland
Maryland Golf & Country Club
11:30 a.m. - 1:30 p.m.

October 10, 2006
CPWN Annual Fashion Show
Richlin Ballroom

November 14, 2006
Speaker: Melanie Parrish,
Upper Chesapeake HealthLink
“Happy Holidays – Less Stress”
The Bayou Restaurant
11:30 a.m. - 1:30 p.m.

December 12, 2006
CPWN Holiday Party
Beachtree Golf Club

Correction

Credit for writing the “End of Summer – August Downtime” article which appeared in the August CPWN Newsletter should have been given to Marge Pearse, Owner, A Polished Image. You may reach Marge at 410-272-3929 or email margepearse@aol.com. We regret the error.

CPWN Committee Corner

CPWN Fashion Show Committee News

Work on the CPWN Fashion Show is well underway by the Fashion Show Committee. The event is scheduled for October 10th.

Now is the time to donate those items for the Silent Auction and the Goodie Bags that will be given to everyone attending the fashion show.

Silent Auction: We are looking for a wide variety of auction items including, but not limited to: gift certificates, gift baskets, sports memorabilia, sporting event or cultural event ticket, trips, vacation stays, home decor, kitchen accessories, and whatever your imagination provides! Deadline for donations is Tuesday, September 26th. Please contact Rose Zappa-Jehnert at n.kirk@ampf.com.

Help Wanted

Financial planning office in Bel Air looking to hire a part-time planning assistant. Looking for an articulate, detail-oriented individual with strong people skills. The position entails answering phones, scheduling appointments, filing, and data entry. Please fax your resume to 410-569-2457 or email Andrea n.kirk@ampf.com.

Goodie Bags: Goodie bags will be provided to all in attendance at the fashion show. Please contact Jackie Reed at aphoto@baltimore.com for more information. Please see more new members listed on Page 8 in this issue.
**MEDIA AND ADVERTISING – HOW TO GET THE MOST BANG FOR YOUR BUCK!**

**LAYOUT:**
Strive for a Clean Ad – Too much clutter in an ad causes people to glance over them. We are all part of the “faster is better” society. No one wants to take the time to read something that might be time consuming. Bullet points tend to draw attention better than continuous text, and take less time to read. Catchy phrases, headlines, or company names draw attention quickly. The reader is attracted to the title and wants to read further. The one second test is a good way of determining whether a reader can tell at a glance what the advertiser is selling. It simply means that you should be able to look at the layout for a second, then close your eyes and determine the message.

**Illustrations** – Illustrations draw the reader’s attention to the ad. Studies show that an ad with an illustration that takes up 50% or more of the ad space increases readership by as much as 37%.

**WHAT A GOOD AD DOES:**
Sell your benefits rather than your features. People buy based on what the product does for them, not on what ingredients it has. Convey your message simply. Your ad should be believable and honest.

Make the reader stop from turning the page. Your ad should be catching enough that it draws the reader to it, and keeps the reader from turning the page. Whenever possible, utilize the art department of the media outlet that you are using. This is usually extra charge for the service, and you are in some cases getting some great designers working on your ad.

**FREQUENCY:**
An ad that is placed frequently builds awareness. Awareness builds familiarity and familiarity builds trust. Advertising gets your eyes and determine the message.

One reason to start a regular investment program early is to give your money as much as possible to grow through compounding. If you haven’t started investing yet, then consider starting now and getting into the habit. Just remember that the amounts you invest do not have to be large, especially if the money is taken directly out of each paycheck. You will be surprised how little you miss money you don’t see. If you’re already investing every month, look for ways to contribute more through bonuses and monetary gifts.

The value of starting early is illustrated by a 25-year old investing $2,000 per year for 10 years at a hypothetical 10% fixed rate of return with all gains and dividends reinvested. This 25-year old would accumulate $672,998 by age 65. A 35-year old investing $2,000 per year for 30 years and reinvesting all gains and dividends will have $490,275 when he or she reaches 65. These examples are for illustrative purposes only and do not represent any particular investment. The return and principal value of any investment will fluctuate so that your investment, when cashed in, may be worth more or less than its original cost.

While a 10% rate of return may not be representative of investments currently or historically available, the hypothetical illustration does serve to reinforce that starting early can be important.

**College Tuition Planning**
Preparing for your child’s or grandchildren’s college education is important, especially when tuition costs are rising every year. One possibility might include investing in a Coverdell Education Savings Account, which allows tax-free withdrawals for qualified education expenses. These can include room, board and tuition for elementary or secondary education. You might also want to look into prepaid tuition plans. Many states offer programs that allow parents to lock in the cost of tomorrow’s college tuition and fees for what it would cost today.

**Establishing a Budget**
Establishing a budget is a great first step in planning your finances. A budget is a useful tool for recording all of your income and expenses. By writing down how much money you earn and spend each month, you can see where your money is going. This will also allow you to see if you are staying within your budget. This will give you an idea if you are staying within the limits you have set for yourself.

**Invest Early and Regularly, Even Small Amounts**

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Website 101 for Small Businesses: Domain Names

Choosing a domain name can be one of the most challenging parts of the website process. Your domain name is the name of your website, such as www.mycompany.com. It is how people will find your site on the web.

If possible, the best extension to have is a .com. It is not only the most popular extension, but people assume that for-profit businesses will have that extension.

How long should your domain name be? Many web experts differ on this, and websites with addresses that are currently out there, it is getting increasingly difficult to come up with shorter domain names that are relevant to your business.

I recommend having no more than three words in your domain name. Why three? It will give you the opportunity to put a keyword or two in your domain name without being too lengthy. Stay away from creative spelling if at all possible. I’ve found that unless you have built up a large-scale marketing and branding effort, it gets harder to find your website when the spelling has been modified.

Website visitors who don’t know your company is out there will be using something called “keywords” when trying to find relevant sites on the web. Keywords are what you type into a search engine to find a website. One of the biggest advantages for website ranking is having your keywords in your domain name.

Think about the words your ideal customer would type into a search engine to find your business on the web. Make a list of these words, and then combine them to start your list of potential domain names.

EVERYTHING YOU NEED TO KNOW ABOUT REVERSE MORTGAGES

Reverse mortgages are becoming household words, but many of us do not have a complete understanding of the plan, who is eligible, and what the benefits are. A reverse mortgage is a special type of loan that enables homeowners age 62 and over to tap the equity they have in the home and receive tax-free income. Unlike a traditional home equity loan, no repayment is required until the home is no longer the primary residence. It can be a powerful tool to help eligible homeowners obtain tax-free cash flow.

Who is eligible?

- The homeowner must be at least 62 years old and occupy the property as their primary residence.
- The home must be owned free and clear or have only a small remaining mortgage balance.
- The property can be a single family dwelling up to four units
- There are no income, asset, employment, or credit requirements on a reverse mortgage.

Benefits of a Reverse Mortgage:

- Homeowner always retains title to the property
- No loan repayment until the homeowner dies, moves or sells
- No income, medical or credit requirements
- Retain ownership of home for life; this is guaranteed as long as you maintain your home, and pay insurance and real estate taxes
- Choose a cash flow plan tailored to your needs
- No restrictions on how you may use the funds
- A tax-advantaged way to pass on part of your estate today

The money may be used to:

- Supplement your retirement income
- Buy a new car
- Make home repairs
- Use it as a financial planning tool
- Travel more frequently
- Help pay for a grandchild’s education
- Cover medical expenses.

Information for this article was provided by Susan Howland of Amston Mortgage and Rausnan King of Wells Fargo Home Mortgage.

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Register online at www.harford.edu or call 410-836-4376.

Get Organized - Change Your Life - 11/15/06, 6-8 PM
Don’t Let Time Manage You - 10/26/06, 6-8 PM

Community College. Sessions being offered include:

- Services, will be instructing several classes this fall at Harford
- 410-939-0000 or email lauren@thomasbenefitervices.com.

Donations are appreciated. For tickets and more information on
tickets are $12.00. Tickets at the door are $15.00. All proceeds to
& Ambulance Company, 2201 Carrs Mill Road, Fallston, at 7:00 p.m. on Saturday, November 11th. Doors will open at 6:00 p.m. Tickets are $10.00 in advance, $12.00 at the door. Proceeds will benefit the Harford County Senior Emergency Fund. Food, dessert tables, and drinks available. For tickets and information, please call Barbara (Home Instead Senior Care), 410-420-7950, Jean (Senior Move, Ltd.) 443-375-8679, or Karen (Family & Children’s Services) 410-838-3222.

Rebuilding Together Harford County, Inc.
Basket Bingo
September 29, 2006

A basket bingo will be held at the Fulton Volunteer Fire Hall & Ambulance Company, 2201 Carrs Mill Road, Fallston, at 7:00 p.m. on September 29th. Doors will open at 6:00 p.m. Advance tickets are $12.00. Tickets at the door are $15.00. All proceeds to benefit Rebuilding Together Harford County, Inc. This non-profit organization provides home repairs and modifications for low-income homeowners. For information, please contact Denise at 410-207-0088 or Beverly at 410-836-9599.

Geriatric Assistance & Information Network
Basket Bingo
November 11, 2006

The Geriatric Assistance & Information Network is holding a basket bingo at the Aberdeen Fire Hall, Rogers Street, Aberdeen, at 7:00 p.m. on Saturday, November 11th. Doors will open at 6:00 p.m. Tickets are $10.00 in advance, $12.00 at the door. Proceeds will benefit the Harford County Senior Emergency Fund. Food, dessert table, and drinks available. For tickets and information, please call Barbara (Home Instead Senior Care), 410-420-7950, Jean (Senior Move, Ltd.) 443-375-8679, or Karen (Family & Children’s Services) 410-838-3222.

Prestige Gems & Jewelry, LLC Celebrates 1st Anniversary

Lynn Betzold, Owner of Prestige Gems & Jewels, recently celebrated one year in business. The Harford Business Ledger ran a feature article on Lynn in their June issue. Lynn is an Accredited Jewelry Professional and offers fine quality jewelry through personal meetings and jewelry parties. For more information, contact Lynn at 410-322-1479 or email prestige@comcast.net. Visit her website at www.stuller.com.

Service with a Smile Helps You Retain Customers!

For years, businesses have been looking for the best strategy to retain their customers because they understand a long-term customer relationship is worth dollars to their companies. Besides, statistics show that getting new customers is 3 or 4 times more expensive than keeping existing ones.

One of the most effective marketing strategies of retaining customers is to offer the best service. Especially when competition is fierce, companies tend to offer similar products and use similar prices. The only way to differentiate one business from another is the quality of service.

In order to provide the best service you need to develop good listening skills. This will help you better understand your customer’s preferences. With a good understanding of customer’s preferences, it will be easier for you to provide good customer service that perfectly fits your customer’s needs.

When your customers are satisfied and happy, they are less likely to turn to other suppliers. A satisfied customer will be helpful in bringing business refers to you. Often, customers are willing to share their happy experience with others. Your most effective and least expensive form of promotion for your business is word-of-mouth advertising. The best service provided is not only effective in retaining customers but also beneficial in growing your business.

Build one-on-one relationships with your customer. Periodically, call your customer or send a postcard. This will let your customers know that they are always your top priority. As a result, customers are more willing to engage in a long-term business relationship.

Providing the best service and building a close relationship are the two most effective strategies in retaining customers. Remember...a happy customer is the best customer!!

Article contributed by Patty Deleskri, Patty’s Gifts and Baskettes, LLC.
Contact info: PattyGiftbaskets@comcast.net or 410.638.6718. (Article based on Baskettime July 2006 newsletter).

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Benefits of a Reverse Mortgage:

• homeowner always retains title to the property
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So, do you need more than one domain name? I would say all website owners should consider adding one or more domain names. Not only is it inexpensive, but by owning the same domain name with several extensions, it will help visitors find you who may have been lost business otherwise. You can also own several different domain names that describe different segments of your business while still only hosting one website.

Once you have determined a list of domain names you are interested in, you can check domain name availability with most hosting companies for free, or visit Internic’s site at http://www.internic.net/whois.html.

Maximize your website hits with a domain name to remember!

This article was contributed by Jennifer Lewis, Owner, Lewis Web Creations. You can contact Jennifer at (410) 569-9983 or visit her on the web at http://www.lewiswebcreations.com.

Back to school is so soon?
Where did the summer go?

Eiciency
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WHAT A GOOD AD DOES:

Sell your benefits rather than your features. People buy based on what the product does for them, not on what ingredients it has.

Convey your message simply. Your ad should be believable and honest.

Make the reader stop from turning the page. Your ad should be catching enough that it draws the reader to it, and keeps the reader from turning the page. Whichever possible, utilize the art department of the media outlet that you are using. This is usually extra charge for the service, and you are in some cases getting some great designers working on your ad.

FREQUENCY:

An ad that is placed frequently builds awareness. Awareness builds familiarity and familiarity builds trust. Advertising gets into the reader’s mind and builds familiarity, and familiarity builds trust. Advertising gets some great designers working on your ad. A budget is a great first step in planning your finances. A budget is a useful tool for recording all of your income and expenses. By writing down how much money you earn and spend each month, you can easily see where your money is going. This will help you in being able to prioritize your expenses and needs. Any money left over can be used for saving and investing. Even a small amount of money invested regularly can help.

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Invest Early and Regularly, Even Small Amounts

One reason to start a regular investment program early is to give your money as much time as possible to grow through compounding. If you haven’t started investing yet, then consider starting now and getting into the habit. Just remember that the amounts you invest do not have to be large, especially if the money is taken directly out of each paycheck. You will be surprised how little you miss money you don’t see. If you’re already investing every month, look for ways to contribute more through bonuses and monetary gifts. The value of starting early is illustrated by a 25-year old investing $2,000 per year for 10 years at a hypothetical 10% fixed rate of return with all gains and dividends reinvested. This 25-year old would accumulate $672,998 by age 65. A 35-year old investing $2,000 per year for 30 years and reinvesting all gains and dividends will have $400,275 when he or she reaches 65. These examples are for illustrative purposes only and do not represent any particular investment. The return and principal value of any investment will fluctuate so that your investment, when cashed in, may be worth more or less than its original cost.

While a 10% rate of return may not be representative of investments currently or historically available, the hypothetical illustration does serve to reinforce that starting early can be important.

College Tuition Planning

Preparing for your children’s or grandchildren’s college education is important, especially when tuition costs are rising every year. One possibility might include investing in a Coverdell Education Savings Account, which allows tax-free withdrawals for qualified education expenses. These can include room, board, tuition or other educational expenses. You might also want to look into prepaid tuition plans. Many states offer programs that allow parents to lock in the cost of tomorrow’s college tuition and fees for your child or grandchild. You might also want to look into prepaid tuition plans. Many states offer programs that allow parents to lock in the cost of tomorrow’s college tuition and fees for your child or grandchild.

This article was contributed by: Shirley Bourkhourt, State Farm Agency, State Farm VP Management Corp., One State Farm Plaza, Bloomington, IL 61701-0001, 410-420-6384.

PREPARING FOR YOUR FINANCIAL FUTURE

When most of us think of investing, we immediately think of investing for retirement. While that is an important aspect to be considered, there are other pieces of the puzzle that are also important. Establishing a budget, investing early and regularly, and saving for post-secondary education should also be included.

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A Word from Our President ... Laura Henninger

CPWN’s August meeting was a big success! Networking events are always popular, and we try to have them at least a few times of year. It is always helpful to “get back to our roots” and remember what brought all of us together in the first place.

My family and I were enjoying a vacation in Michigan the week of the August meeting. We stayed at a cabin on a beautiful small lake near Traverse City. The cabin did not have internet access, so I was “unplugged” for the week. It made me realize how dependent I am on the computer, but also that I can survive without it for a week. I was truly able to relax and enjoy my vacation!

At CPWN’s September meeting, we are pleased to welcome Mrs. Kendel S. Ehrlich, First Lady of Maryland. Mrs. Ehrlich will speak to us on “Balancing Career and Family.” I want to especially thank Theresa Wiseman for arranging for Mrs. Ehrlich to speak to us, and for handling all the details. This is a not-to-be-missed event! As I write this, registrations for the September meeting are coming in quickly, so be sure to register as soon as possible.

I hope all of you had a chance to take a much-needed vacation this summer, and are transitioning well to the back to school season. Happy September!

Laura Henninger

President
Aberdeen Proving Ground Federal
Lauren@thomasbenefitservices.com

Immediate Past President
Claudia Holman
Aberdeen Proving Ground Federal
elizabeth.plunkett@agedwards.com

Treasurer
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gagard@vardavas.com

Immediate Past President
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laura@henningerslaw.com

Treasurer
Kathy Heidelmaier
Benchmark Administrative
kathy@tms-administrative.com

CPWN Committee Corner

Correction
Credit for writing the “End of Summer - August Downtime” article which appeared in the August CPWN Newsletter should have been given to Marge Pearse, Owner, A Printed Image.

You may reach Marge at 410-272-3929 or email polishedyou@aol.com. We regret the error.

CPWN 2006 Event Calendar

MEETING RESERVATIONS:
Toll: 410-297-9722
Fax: 410-420-2749
Email: cpwng૞@getbenchmark.com

MEETING SPONSORSHIP:
40 plus Door Prize

BUSINESS CARD ADS:
3 Consecutive Months - $45
1 Year - $150

NEWSLETTER DEADLINE:
20th of the month

CPWN welcomes member articles, news announcements, and non-profit event announcements. Items will be placed in the newsletter as space permits.

Send all submissions to cpwnnewsletter@getbenchmark.com or fax to 410-420-2749. For information call 410-893-6779.

September 12, 2006
Speaker: Kendel S. Ehrlich
First Lady of Maryland
Maryland Golf & Country Club
11:30 a.m. - 1:30 p.m.

October 10, 2006
CPWN Annual Fashion Show
Richmond Ballroom

November 14, 2006
Speaker: Melanie Parrish,
Upper Chesapeake HealthLink
“Happier Holidays – Less Stress”
The Bayou Restaurant
11:30 a.m. - 1:30 p.m.

December 12, 2006
CPWN Holiday Party
Beachtree Golf Club
Welcome New CPWN Members!

Mary F. Cogley
Cruise and Travel Specialist
1820 Westport Drive
Annapolis, MD 21401
Phone: 410-997-2200
Email: mary@marinetravel.com

Sarah Tierney Bleach
Director of Accounting
Frederick Ward Associates
5 South Main Street
Bel Air, MD 21014
Phone: 410-879-2090
Fax: 410-879-2091
Email: sbleach@fredward.com

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Email: amarabello@bbandt.com

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Baltimore, MD 21202
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Email: gspielberger@wtplaw.com

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Owner/Professional Organizer
Always Organized
407 Falls Court
Bel Air, MD 21015
Phone: 410-838-6766
Fax: 410-450-1409
Email: debbie@always-organized.com

Please see more new members listed on Page 7 in this issue.

Find Us:
CPWN Newsletter
The Newsletter of the Chesapeake Professional Women’s Network, Inc.
More than 700 women and business professionals have already joined.
We are a 501 (c) (3) non-profit organization.

September Meeting: First Lady Kendel S. Ehrlich

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Kendel S. Ehrlich was born the youngest of three children and raised in the Baltimore County community of Lutherville, Maryland. As a member of the National Honor Society and co-captain of the Dunaway High School lacrosse team, Kendel honed the skills that follow her today - spirit, leadership, and commitment. She attended the University of Delaware and pursued a Bachelor of Science degree in Criminal Justice and a minor in Political Science. Before attending the University of Baltimore Law School, Kendel worked as a paralegal at the law firm of Venable, Baetjer & Howard.

From 1990 to 1995, she worked as a felony trial lawyer with the Public Defender’s Office in Annapolis, Maryland. While in Annapolis she met her future husband, Roberts Ehrlich, who was a member of the House of Delegates and an attorney. They were married on July 24, 1993. That same year, the Ehrlichs ran a grassroots campaign for Maryland’s second Congressional district seat. In 1994 Bob Ehrlich was elected to Congress and Kendel became counsel to Youth Services International in Owings Mills. In 1997, she went back to the courtroom as a prosecutor in district court and juvenile court in Harford County, Maryland. Drew Robert Ehrlich was born on July 24, 1999, and Joshua Taylor Ehrlich was born on March 6, 2004.

On March 25, 2002, Robert Ehrlich announced his candidacy for Governor against incumbent Lt. Governor Kathleen Kennedy Townsend as a 24-point underdog. By October of that same year, the campaign had pulled within two points of the incumbent and had raised almost $1 million more than the opposition. Kendel Ehrlich was incredibly active in the campaign and had raised almost $1 million more than the opposition. Kendel Ehrlich was incredibly active in the campaign and had raised almost $1 million more than the opposition. Kendel Ehrlich was incredibly active in the campaign and had raised almost $1 million more than the opposition. Kendel Ehrlich was incredibly active in the campaign and had raised almost $1 million more than the opposition. Kendel Ehrlich was incredibly active in the campaign and had raised almost $1 million more than the opposition.

She remains an active speaker focusing on the following initiatives: Education, Drug and Alcohol Abuse Treatment and Prevention, Hospice Care, Cancer Prevention, and the Creation of Harford County’s First Women’s History Museum. She sits on several boards and is an avid fundraiser for various causes in Maryland, including Cystic Fibrosis, GBMC Hospital, Race for the Cure, The Red Cross, Suitable for Change, and various statewide hospice organizations.

The people of Maryland enjoy relating to a First Lady who is an active mother trying to balance her time like most women. When time permits, Kendel enjoys exercising, golfing, reading and skiing.

Let your voice be heard!
Make time to vote!!
CPWN Member News Business Card Ads

Please utilize the wide variety of CPWN Member services and products. CPWN would like to thank the members who support CPWN activities and the publication of this newsletter by advertising in the CPWN Member News!

Business card ads are $45.00 for three months and $150.00 for 12 months.

To place your business card ad, please contact Renee McNally at 443-243-4031, or email renee@hrsolutionsource.com. You may also email CPWNNews@getbenchmark.com.

Thank you!
CPWN Newsletter Committee
Chesapeake Professional Women’s Network, Inc.

October 2006 Meeting

CPWN 8th Annual Fashion Show

Tuesday
October 10, 2006
6:00 p.m. - 10:00 p.m.

Richlin Ballroom
Rt. 24, Edgewood, MD

Tickets:
Members $30.00
Non-Members $35.00
Tables of Ten $270.00*

*Tables of ten must be paid for in advance.

Register by noon, October 4th
Call 410-297-9722,
Email: cpwn@getbenchmark.com,
or register on-line at cpwnet.org.

CPWN members will be modeling fabulous fashions from
Talbot’s,
HeartBeat,
Priceless Moments-
The Bride’s Palace, and
Ulla Popken

To donate Silent and Chinese Auction items, contact
Rose Zappa-Jehnert, 410-557-0497.

A portion of the proceeds from this event will be donated to
Open Doors Career Center.

Bring your “gently used” business attire and accessories to this event.
They will be donated to Open Doors’ Women’s Employment Program.

Advance reservations are required for all CPWN meeting events and must be received by 12:00 Noon the Friday before the meeting. We regret that meeting accommodations will not allow us to accept walk-ins and reservations received after the reservation deadline.

CPWN October 2006 Meeting Reservation Form

Mail form and payment to: CPWN * P.O. Box 654 * Bel Air, MD 21014

☐ Yes, I would like to attend the October 10th meeting

$30.00 Members/$35.00 Non-members/$270.00 Table of Ten

Payment Enclosed $___________ Ck.#________________ (Make check payable to CPWN.)

☐ Vegetarian meal requested ________________

Member Name_________________________________________________________________________

Company_____________________________________________________________________________________

Guest Name(s)_________________________________________________________________________________

REGISTRATION DUE BY NOON, October 4, 2006.
Please provide 24-hour notice of cancellation to avoid being billed for your reservation.
Chesapeake Professional Women’s Network, Inc.

November 2006 Meeting

Tuesday, November 14, 2006
11:30 a.m. - 1:30 p.m.

The Bayou Restaurant
927 Pulaski Hwy
410-939-3565

Members $18.00
Non-Members $23.00

Register by Noon,
November 10, 2006
Call 410-297-9722,
Email: cpwn@getbenchmark.com,
or register on-line at cpwnet.org.

Meeting Speaker
Melanie Parrish
Upper Chesapeake HealthLink
“Happier Holidays-Less Stress”

Meeting Sponsor
Mary Romeo
Coffee Coffee
5 Bel Air South Parkway
Bel Air, MD 21015
410-515-2060
www.coffeecoffee-online.com

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CPWN November 2006 Meeting Reservation Form

Mail form and payment to: CPWN * P.O. Box 654 * Bel Air, MD 21014

☐ Yes, I would like to attend the November 14th meeting

$18.00 Members/$23.00 Non-members

Payment Enclosed $___________ Ck. #________________ (Make check payable to CPWN.)

☐ Vegetarian meal requested _______________

Member Name_________________________________________________________________________

Company_____________________________________________________________________________________

Guest Name(s)___________________________________________________________________________

REGISTRATION DUE BY NOON, November 10, 2006.
Please provide 24-hour notice of cancellation to avoid being billed for your reservation.