

MAKING MORE MONEY

Continuous Never-ending Profit - the Newsletter of CNP Graduates and Students

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Number of members in our CNP Community is **203**

Classes starting!

Davis College, Toledo

- Aug 31, 12 weeks, 4-6 PM
- Sept 2, 12 weeks, 9-11AM
- Oct 6, 6 weeks, 4 - 8 PM

24 hours of CEUs for CPAs and Realtors.

Call 419-833-5182 to register.

Would you like to be a graduate assistant? We'll be needing one or two for the Aug 31st and Oct 6th Class Series. If you have interest, contact Debby Peters at 419-833-5182.

RECORD CROWD!!!

While we didn't reach the century mark, our July mixer reached an all time high for attendance with 93 celebrants. As reported in the June newsletter, 100 attendees would have insured that Debby had to wear a clown suit to the birthday bash on July 15th. While it seems that polka-dots will not be the fashion item of the day, we don't want to ignore what a great job the new grads and the Board of Action (BOA) members did in helping to invite all those guests! There were at least 284 people who heard the letters CNP because of invitations sent to them, and probably there were many more. This

builds visibility in the Toledo community, a challenge the BOA is addressing in each monthly meeting.



Usually at the graduation, two or three grads have been asked to talk about their CNP experience, and at this event we tried something new...having all grads give a short, 30 second testimonial about their experience. Many guests remarked about the enthusiasm of the grads when the formal part of the program ended. The positive result will mean that we're going to give each grad an opportu-

nity to speak in the future.

Jennifer Alford, Creative Financial Partners, continued her wonderful job of leading the graduation. She even added a new ending telling of the reasons that she thought of NOT taking the course when first faced with the opportunity. Her five reasons, were probably the same ones that everyone experiences, and her explanation of why she still decided to take the class was helpful to those in the audience.

If you haven't been to a graduation in a while, plan to attend the next one on September 8th. It truly is a celebration and a good time to connect with grads

NEWSLETTERS FORTIFY RELATIONSHIPS

Module 10 of the CNP Training is all about getting your name out there for the world to see. Reviewing that segment, you'll remember discussion about press releases, speaking engagements, emotional based marketing themes, and you may even have been lucky enough to hear Lisa Paul, then editor of the *Business Advantage* talk about what a editor

wants from us. The theme supporting the module is how we can use all of the mentioned vehicles to further relationships with those who can refer to us in the future.

Deb Keller, HMH Wellness Center, with the Summer edition of her newsletter, highlights not only her services but she shines the spotlight on others outside her business, too. Deb is smart, knowing that if

these people get busier, they will be able to use her spa services that much more. Additionally, the stronger relationship means that they will want to bring others to her spa to bring her more success.

What are you doing to get your referral source's names in print, helping them to gain more credibility and in return gaining their loyalty?

Board of Action News

A traveling trophy? That was one suggestion for helping CNP to gain more visibility in the community. The BOA is working diligently to develop ideas and methodologies that will help more people to know about this wonderful training. At the July meeting, we began to think about having some sort of charitable function, that combines with the traveling trophy idea. More to come next month!

CNP Board of Action

- Jennifer Alford
- Dave Achen
- Merri Bame
- Dave Bodner
- Doug Clark
- Linda Everhardt Kardux
- Arlene Gerig
- Lynda Goodremont
- Julie Kuney
- Matt Lee
- Meredith Moore
- Nick Nigro

National Conference Call
July 21st

You may not know that there is another continuing educational opportunity for our students. Every month, on the 3rd Thursday at 3 PM, a trainer in the national CNP Network will lead a call about some aspect of the Program. The call for July is on the 21st. The number to call is 605-990-0200. Once connected you will need to dial this PIN number: 911483 #

THE POWER OF CNP CONNECTIONS



Nick Nigro and family and Debbie Papay kneeling with her dog, Hannah.

Attorney Debbie Papay asked the CNP community for help with the annual Toledo Humane Society "Walk for the Animals" in May. Enter Nick Nigro, a fellow CNPer, from Davis College. Nick not only volunteered to walk, but enlisted his wife, daughter, sister-in-law, two friends and a dog to join the team! Their team sponsorship totaled \$1,081, the largest team total submitted,

garnering "Team Papay & Legal Beagles" the possession of the coveted "Double Dog Dare" Trophy until next year's Walk! The team won by only \$40, demonstrating that every single contribution really matters. Of course the team they beat will come back next year with a vengeance. Nick and Debbie will be looking for donations again next year, so they won't have to give up that trophy in May!

MEMBER HORNTOOTING

Linda Fayerweather

Linda Fayerweathe, Changing Lanes, received a 2nd prize in the Toledo Flower Show with her arrangement honoring Megan Mallon, the winner of last year's LPGA Open. The arrangement was on display at the TGB Art Show.

Deb Hornstein

Deb Hornstein, The Danberry Company, just received her TBR CARES certification (Toledo Board of Realtors, Certified Affordable Real Estate Specialist). This is a new certification started this year. Deb serves on the Ohio Association of Realtors Affordable Housing Forum and this is a program she brought back from the Columbus board. Her committee tweaked it the membership at the Toledo Board. The criteria for this certification include sales, education and community service.

Louise Kahle

Louise Kahle, Independent Mary Kay Distributor, went to Ft. Wayne for a day long workshop with Robert Jones, Mary Kay's #1 make-up guy. She is very excited to share what she learned that day with her customers!

Kelly Elton & Jennifer Alford

Kelly Elton, Welles Bowen Realtor, has helped Jennifer Alford, Creative Financial Partners! Kelly introduced Jennifer to Mary Fetherolf, who is now her intern. Mary will be attending many functions and will shadow Jennifer for a few months. The first thing Jennifer did was put Mary in a CNP class!!

David Margraf & Jeff Long

David Margraf, Senior Alternatives, is delighted to report the sale of his duplex with the help of Jeff Long, CPA, William Vaughan Company. The deal was completed over a month ago.

Jody Zink

Jody Zink, a Realtor® with the Loss Realty Group has begun writing a regular real estate column in the *Toledo Free Press*. She met the Josh Trust, of the *Free Press* marketing department at a WEN meeting and proposed the idea. She was delighted to have her first article accepted immediately.

Jim Hawkins

Jim Hawkins, Body Wise and Hawkins Environmental, will have his second article published in the *Business Advantage* July 2005 edition.

MORE MIXER FUN

Did you know that CNP of Ohio, Ltd. (that's us!) has now given \$1400 to charities, many local to Toledo? At each graduation the class MVP is chosen, and a check for \$50 is given to their favorite charity. A representative of those charities is now invited to the graduation celebration, so they can receive the check in person and also tell the group a little bit about the charity.

At the July 6th Graduation, Theresa Emrick,



Notre Dame Academy, and Leasa Maxx, Maxx Grafx were selected to present to their favorites. Theresa kept it right at home by championing Notre Dame. Leasa named The Epilepsy Center, with whom she has done work in the past.

Sr. Mary Ann Culpert, the newly named president of NDA told how the school prepares young women to become strong leaders and independent thinkers. Chad Bringman, Executive Director of the Epilepsy Center explained how the organization provides many types of

services to individuals with seizure disorders.

Both Leasa and Theresa were excellent students during their CNP class series. The MVP award is chosen by the Graduate Assistants with some input from the trainers. Class attendance, participation, homework and general overall attitude are all part of the decision process. Those making the selection for both classes found it difficult, because the caliber of all the students was first-rate.

MORE MIXER FUN!



Debra Gorman, The Chocolate Shoppe, and her guest, Amy Fillion converse.



Sam Hammons and Deb Keller, HMH Wellness Center are deep in conversation. Is it about stripes vs. swirls?



Pam Fahle, Goodremont's and David Margraf, Senior Alternatives, share the camaraderie of the Friday morning class.



Merri Bame, Breaking Down Barriers, demonstrates two-fisted networking!

DATES TO REMEMBER

July Dates:

15th **3rd Birthday Lunch Party**, 11 AM - 1 PM at the Spaghetti Warehouse, students, grads and their guests welcomed. If you are reading this and you have not RSVP'd call Jennifer Alford, NOW! at 419-872-8500

21st, **National Grad and Student conference call**. 3 PM. Dial 605-990-0200 PIN number 911483 # for the hour long call. You can be somewhat late and leave early if you need to.

August Dates:

16th, **Normal Monthly Student and Grad lunch** reserved for the members of the CNP community. 11:30 AM - 1 PM

18th, **National Grad and Student conference call**. 3 PM. Dial 605-990-0200 PIN number 911483 # for the hour long call. You can be somewhat late and leave early if you need to.

31st, **Class begins** for late afternoon 12 week class series. 4 - 6:10 PM.

September Dates:

2nd, **Class begins**, for Friday morning 12 week class series. 9 - 11:10 AM.

8th, **Next Graduation Celebration** at the Electrical Contractors Hall at 727 Lime City Rd. 5:30 - 7:30 PM

15th, **National Grad and Student conference call**. 3 PM. Telephone and pin number to be confirmed.

20th, **Normal Monthly Student and Grad lunch** reserved for the members of the CNP community. 11:30 AM - 1 PM

WHERE'S DEBBY?

Deppy is asked to speak before many groups. Still coming on July 28th, she will be addressing the members and guests of the Holland Springfield Chamber of Commerce at Stone Oak Country Club.

Recently, she spoke in Bowling Green to the Young Professional Group, which is part of the BG Chamber. That same day she provided a training session for JobSolutions in Bowling Green. She welcomes all opportunities to speak with business

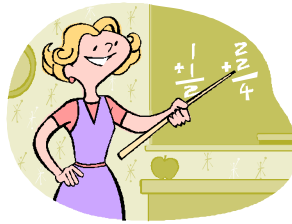
groups about systematic networking. This type of marketing helps to increase the visibility of CNP and that is a challenge we are currently addressing. If you have a group looking for a speaker, please keep her in mind.

Charities that have benefited from the student MVPs

\$1400 so far!

- Adelante Program
- Alzheimer Assoc
- American Cancer Society
- American Red Cross
- Bowling Green Pregnancy Center
- Champions for Life
- Cherry Street Mission
- Collingwood Presbyterian Church
- Davis College
- DECAMP Project
- Exchange Club Center for the Prevention of Child Abuse
- Habitat for Humanity
- Hospice of Northwest Ohio
- Junior Achievement
- Notre Dame Academy
- Oasis Christian Fellowship
- Susan G. Komen Breast Cancer Foundation
- The Epilepsy Center
- The National Exchange Club
- Toledo Baptist Temple
- YMCA of Greater Toledo

NEW MEMBER OF TRAINING TEAM



Debby Peters, Director of Training for CNP of Ohio, Ltd, has announced the addition of Jennifer Alford to the training team. Jennifer is a partner with Creative Financial Partners. Currently, you'll find her at the back of the classroom, experiencing the curriculum from an entirely different point of view. Before Jennifer can teach a class

she will attend a Train the Trainer course for the CNP training, which is scheduled for November of this year. Several current trainers may also be taking the trip to California to review the Trainer the Trainer course. Jennifer joins other members of the team, Merri Bame, Sr. Trainer, Nick Nigro, Jr. Trainer and Davis College Specialist, and Linda Everhardt Kardux, Assistant Trainer.

MORE GRADUATION PICS



Heather Holman, guest of Nick Nigro talks with Dave Achen about his CNP experience.



Debra Gorman, Pam Fahle, and Theresa Emrick are all members of the CNP community



BOA member, Doug Clark welcomes Walt Grabowski.



Jim Otte, and Pete Dugan, keep Michelle Nisley entertained.



Bob Holman, Monnie Holman, and Gina Castelluccio chat.



The graduation line-up!

MEMBER NEWS

Rebecca Booth

Congratulations to Rebecca Booth, Imagine That! for her recent acceptance into the Wildwood Manor House Juried Exhibition. Her painting "Wildwood Pots #1" will be on display throughout the month of July. On Saturday, July 9, Rebecca joined a small number of NW Ohio's crème de la crème artists in a special *plein aire* painting event hosted by the Manor House called Artists in the Park. This is the fifth year that Rebecca has been painting with the likes of our area's finest painters, including: Pete Beckmann, Walter Chapman, Bob Martin, and Merv Russell. We know that Rebecca is a marketing goddess, but not too many people know that she's a fine artist as well!

Lisa Olvera

Lisa Olvera reports that Corporate Intelligence Consultants is celebrating their best month ever in sales of Pre-Employment Services. The numbers are exceeding last years numbers! Their clients tells them that they appreciate the hands on customer service given to them.

Lisa Topel

Lisa Topel want to let us know that Home Instead Senior Care, is hosting a FUN night at the Toledo Club Aug 26th 7p-10pm called *Raising Memories* to benefit the Alzheimer's Association Memory Walk. There will be Game Shows, Casino Games, and a Silent Auction. Tickets to this event are \$25 per person. All the money raised stays here in NW Ohio!!

Beth Holt

Beth Holt, Holt Roofing, reports that they have just earned Owens-Corning highest level of being a contractor, called Platinum Preferred Contractor. Beth had to take a test, and have an excellent track record with the BBB, credit report, suppliers and most of all workmanship. Holt Roofing can now offer a workmanship warranty backed by both Owens-Corning and Certainteed. They are the only contractor in Toledo to do so.

Nick Nigro

Nick Nigro, Davis College, has coordinated 6 Blood Drives at Davis College, the latest July 14, 2005. They have collected a total of over 80 pints of blood during these drives and helped to save three lives per pint. If you can, be a Blood Donor. And if you haven't done it, please call Nick to find out just how simple of a process it is to actually give and feel good about helping to save lives. There is an urgent need for blood. Give generously.

Greg Peters

Thanks to lessons learned about maintaining his network, Greg Peters, Cyber Data Solutions, is proud to announce that he has just secured his company's largest contract in its history. Keeping in contact and making some face-to-face time with his long-standing client, Community Housing Network, led them to contact him when they needed their housing manual turned into an online resource.

Ron Bugaj

Ron Bugaj, Willson Builders, shares that Birmingham Limousine Service has chosen Willson Builders to build their new facility on West Alexis Road. Groundbreaking is anticipated in late summer.

FOUR SHOW THEIR STUFF

Gaining lots of points for their networking score-card, Dave Bodner, Doug Clark, and Aaron Swigum recently represented

CNP at the Davis College Foundation Golf Outing. Doug also invited Ryan Smith, one of his co-horts at Fifth Third Bank. While they didn't win they did very well

with a score of six under for the scrambles format. CNP was a sponsor of the event, and we are happy to support Davis in their mission.

MORE MIXER FUN!



Meredith Moore, Huntington Bank listens to Lynda Goodremont, Goodremonts tell about her new, short, sassy haircut.



Chad Bringman, and Tiffany Hill, The Epilepsy Center, flank photographer, Kurt Neilson.



Jeff LaCourse, and Cal Bowers Alliance Venture Mortgage, shoot the breeze about the real estate world with Dick Mays, First Capitol Title Services, Inc.



David Margraf, Senior Alternatives, says that CNP has entirely changed the way he connects to his prospects.

CNP of Ohio Ltd

PO Box 1121
Perrysburg, OH 43552

419-833-5182
419-304-1171 (mobile)

Check out the new
website at
www.cnpofohio.com

Stamping Out Cold Calls



Participant Invitation:

Sponsored by: _____

PART I

Date: _____ Course Location: _____ Date of Course: _____
How did you hear about CNP?: _____

PART II (Fill out or STAPLE BUSINESS CARD HERE)

Name: _____ E-Mail Address: _____
Business Name: _____ Business _____
Phone: _____
Business Address _____ Cell Phone #: _____
City: _____ State: _____ Zip Code: _____

Continuing Education Information (Not available for all professions):

Profession: _____ License Number: _____
Official Business Address: _____
City: _____ State: _____ Zip Code: _____

Part III

Investment Options: (1st payment will be charged 14 days prior to class start date, and next payment will be due the 15th in the month after the class begins, with remaining payments being taken out monthly on the 15th.)

- _____ Option 1 (\$699 - Check, VISA, MasterCard, American Express)
_____ Option 2 (3 monthly payments of \$245 - Credit Card Only)
_____ Option 3 (6 monthly payments of \$130 - Credit Card Only)
_____ Option 4 (12 monthly payments of \$70 - Credit Card Only)

Credit Card Information: (Circle one) - VISA MasterCard American Express
Card Number: _____ CDI# _____ Exp. Date: _____

Signature: _____

Your Credit Card Statement will read "BNI"

CANCELLATION POLICY: Cancellations received less than 14 days prior to the course start date will incur a \$100 processing fee

Send payment and registration form to: CNP of Ohio, Ltd, 3450 W Central Ave, STE 124, Toledo OH 43606