

# MAKING MORE MONEY

CN Blog

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Word of Mouth Matters - Helping Each Other's Success

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## DATES TO REMEMBER

<i>Insurance Ed Prev</i>	<b>Dec 1</b>
<i>General Ed Prev</i>	<b>Dec 1</b>
<i>Dec CN Lunch</i>	<b>Dec 19</b>
<i>Jan CN Lunch</i>	<b>Jan 16</b>
<i>Adult Training</i>	<b>Jan 19</b>
<i>Tues night class</i>	<b>Feb 6</b>
<i>Saturday Class</i>	<b>Feb 10</b>
<i>Fri Day Class</i>	<b>Feb 23</b>

Number of members in our CN Community is **335**

Where is CN Giving Networking Presentations?

Debby and the training team welcome opportunities to speak about networking and relationship building.

24 hours of CEUs for CPAs and Realtors.

Call 419-833-5182 to register.

## LAST GRADUATION OF THE YEAR

Graduations are always fun. CN graduations are even better. Not only do we honor our most recent grads, but it becomes a reunion time for those wanting to connect with others in the community. At the November event, of the 90+ people in attendance, there were 45 grads. This is a perfect reason to make sure you are at the next one, which is scheduled for February 8, 2007.

Joani Algieri, Ultimate Mind, Body and Spirit, led the formal part of the event, first telling everyone to sit down or there might be consequences. It sure is difficult to get a bunch of professional networkers to stop doing what they do well!

The members of three classes

were honored including those in Nick Nigro's accredited class from Davis College.



MVPs of those classes were: Mary Michel, Journey of the Heart Ministries, who chose her own non-profit as her favorite charity, Erica Dickason, a Davis College Student, chose Juvenile Diabetes Research Foundation and Sue Greene, Jammer Construction, selected The Ronald McDonald House. During the course, Sue had discovered that her EBM was all about being there for her family. It was clearly demonstrated at graduation when Sue's family took up two full rows. They came to support their "Suzie."

Jennifer Alford, Creative Finan-



cial Partners, ended the event by sharing with the new grads, that they are only beginning. Jennifer has worked to develop her referral partners



since the course, she said, "It is then and only then that the course materials begin to come alive."



## WANTED: ARMED AND DANGEROUS!

Subject matter experts! We want you! You are typically seen in front of a group of adults teaching them important material WITHOUT a full understanding of your impact on your audience.

If you present to audiences you'll want to attend this three hour class called, Armed, Safe & Engaging. Pittsburgh CN instructor, Michelle Donovan will lead this

afternoon session on January 19, 2007 from 1 - 4 PM. Owner of Pinnacle Training Services, Michelle previously provided 17 years of training for the Girl Scouts organization. The fee for this priceless information will be \$40. Seating is limited and cash, check or credit card will be accepted to register in advance for this offering.

During the class you will practice outlining curriculum to

appeal to several learning styles. Also, you will discover 10 actions that can impact an audience's participation. Additionally, you will enhance your ability to react positively to unexpected interruptions in your presentations. Call Debby at 419-833-5182 to reserve your spot. Those non CNers may also register.



## Coming in February!

International Networking Day will be celebrated February 6, 2007. While an initiative of BNI, this is an opportunity for every group to come together to celebrate that activity which helps us to be successful. BNI, WEN and CN are planning a breakfast meeting for that morning. More details to come in January.

### CN Board of Action

Joani Algieri  
Jennifer Alford  
Dave Achen  
Merri Bame  
Doug Clark  
Arlene Gerig  
Linda Everhardt Kardux  
Julie Kuney  
Jeff LaCourse  
Matt Lee  
Leasa Maxx  
Nick Nigro  
Sandy Pirwitz  
Tim Speweik  
Darlene Robinson

Thank you to Leasa Maxx and Darlene Robinson for their eagle eye editing of this month's newsletter.

## LONG TERM ANNIVERSARIES



Two CN members have realized milestones in their business lives that not many companies see. On November 1, 2006, Becky Pegorsch, owner Lee Winters Florists, celebrated her company's 25<sup>th</sup> anniversary. Lee Winters Florists has actually been around for 70 years. Pe-

gorsch worked for Mr. Winters a year and a half before she purchased it from him in 1981.

Another CNER, Megan Coyle Stamos, Coyle Funeral Home, shares that their funeral home was mentioned in the business section of the Blade recently with the headline "12 Area firms honored for 100 plus years of family

ownership". Megan and her father participated in a celebration sponsored by the UT Center for Family Business to honor these long term businesses. Congresswoman Marcy Kaptur spoke on the value of family business and presented an award distinction to each. Congratulations to both Becky and Megan.

## MEMBER HORNTOOTING

### Tammy Hornyak

Tammy Hornyak, Innovative Promotions, reports that she has received a repeat order for 2,500 Trumpet Champagne glasses from the wife of the Commanding Officer of the USS Roosevelt. These are destined for the enlisted that are stationed on that ship. Tammy had the honor of meeting this woman and the CO at a lunch in Norfolk, VA.

### Dee Appt

Dee Appt, Nikken, has just submitted an article, "Maximize Nutrients in Cooking" that will be published in the December, 2006 Issue of *Natural Awakenings Magazine* in Ann Arbor, MI. This publication is a guide to a healthier, more balanced life. Each issue contains information on natural health, nutrition, fitness, personal growth, green living, creative expression and the products and services that support a healthy lifestyle.

### Deb Keller

In her spare time Deb Keller, HMH Wellness Center, and her husband coach a Girls U-10 Soccer Travel Team. This fall they finished in 1st place and won the outdoor championship for the Northwest Ohio Youth Soccer League.

### David Bodner

David Bodner, Seymour & Associates, Mass Mutual, is pleased to report that his Board of Action has provided him excellent direction in 2006. Dave considered forming a Board of Action for several years but he did not take any action until he heard Norma Rist speak at the 2005 WEN Conference. After her session, Dave formed his Board of Action. He uses this concept as his management team, helping him to stay accountable to his goals and helping him see things differently." Two of his Board members are CN grads!

### Greg Peters

Greg Peters, Cyber Data Solutions, is proud to announce that, after more than two decades of association with the University of Michigan as both student and staff member, he is leaving the U as of January 1, 2007 to focus on his business full-time. When you see him, wish him good fortune as he pursues this new and exciting chapter in his career.

### Rebecca Booth

Congratulations to Rebecca Booth, Imagine That! for winning 2 Crystals and 3 Awards of Merit in the Association for Women in Communications' Crystal Awards program. Rebecca's two Crystals were for writing the Creative Financial Partner's corporate brochure and for being a co-writer/designer on the Toledo-Lucas County Public Library's Baby Boomer Press Kit.

## MEMBER HORNTOOTING

Sandy Kosmyna

As team captain for her family team, "The Koz", Sandy Kosmyna, MCCC, The Whitman Center, helped raise \$12,500 for the Juvenile Diabetes Research Foundation's annual Walk to Cure Diabetes. She received the Platinum Award at the JDRF awards banquet on November 6th.

Lynda Goodremont

On Nov 3-5, Lynda Goodremont, Goodremont's, participated in the Susan G Komen Breast Cancer 3-Day Walk in Phoenix, Arizona. Her team, Nancy's Dance, along with 2500 other participants walked 60 miles in 3 days and raised over 5.5 million dollars for Breast Cancer research and health initiatives. There were 13 members on her team who walked and crewed the event. They will not stop walking until they can dance for joy that cancer is gone forever.

Angie Weid

Angie Weid, Organized Solutions, reports that last month Lisa Laskey wrote an article about her business for the October *Toledo Parent Magazine*. In November, Angie was accepted into the Senior Collaborative Group, which is a networking group for providers to the senior community.

Jeff Pettit

Jeff Pettit, Artistic Memorials, head coach for the Lake U-14 boys soccer team, recently guided his team to a 1st place finish in their league and tournament for the East Suburban Soccer League. This allowed the boys to advance to the state tournament in Hamilton, Ohio. They were eliminated in the second game with their first loss of the season and finished with a record of 14-1-1.

Michael Temple

Michael Temple, Temple Development Company, LLC, is working with the director of the National Association of Music Retailers on a strategic partnership to offer Internet marketing consulting and resources to the entire industry through an exclusive e-Commerce provider to the industry. The association is based in California and services independent retailers in the U.S. and several countries overseas.

Louise Kahle and Sandy Pirwitz

Louise Kahle, Take The Time: Image Matters!, was invited by Sandy Pirwitz, Sandy's Stuff For Women, to go on a bus trip to consignment shops in Cincinnati. On the way Louise spoke to the women on the bus about the importance of first impressions and looking your best at any age.

Tim Speweik

Tim Speweik, Mail Works!, finished his training to become an Assistant Director for BNI. He will now oversee a couple of BNI chapters.

Laura Osborne

Laura Osborne, Laura's Framing Place, celebrated the 15th Anniversary of being in business on Nov. 8th. There was a drawing for a framed Thomas Kincaide print, cake, treats from the Chocolate Shoppe and "happy hour" in the afternoon.

Sue Dybowski

Sue Dybowski, Travel Experts, is pleased to announce the launch of her website, [www.toledotravelexperts.com](http://www.toledotravelexperts.com). She invites everyone to visit her site and see what her business is all about.

Leasa Maxx

Leasa and Terry Maxx, owners of Maxx Grafx, were honored with the Karen Straw Community Service Award by the Epilepsy Center of Northwest Ohio at their annual dinner on November 9, 2001.

CN LUNCH QUESTION WAS, "TELL US ABOUT A PERSON WHO HAS BEEN A MENTOR TO YOU."



Kelly Elton shared that when she was in the service, a person whose name she does not remember, asked her where her PMA (positive mental attitude) was. She says that phrase stays with her even today.



When Jennifer Alford was 14 years old and working at Savage & Associates, Phil Johnson taught her about saving money and the financial business.



Phyllis Sheets, consults with her good friend, Judy Schnorf, who used to also be a Doncaster consultant.

## COMMUNITY NETWORKING LISTING

December



☹ Must be a guest to attend these events.

5th - [Sylvania Chamber Lunch](#), Lourdes College, 11:30 AM - 1 PM ☹

6th [WEN BG meeting](#), Briar Rose Collections, 4:30 - 6 PM, 1220 W Wooster

7th - [Toledo Area Chamber of Commerce, Business After Hours](#), Main Library, 5:30 - 7 PM

13th - [WEN morning networking meeting](#), Clarion Hotel, 7:30 - 9 AM

12th - [Maumee Chamber Lunch](#), Brandywine Country Club, 11:30 AM - 1 PM ☹

14th - [Bowling Green Chamber](#), Blitz and Brew, Chamber offices, 8 - 9:30 AM

14th - [Association for Women in Communications \(AWC\) Luncheon](#), Navy Bistro, 11:30 AM - 1 PM.

14th - [WEN West meeting](#), Charlies Restaurant on Airport Hwy, west of the airport, 11:30 AM - 1 PM

19th - [WEN late afternoon meeting, IDDM](#), Heidelberg College, 4:30 - 6 PM

20th - [Perrysburg Chamber Lunch](#), Carronor Hunt & Polo Club 11:45 AM - 1 PM. ☹

## CNERS GO TO WAR

On Friday November 10th, a number of CN graduates and current students declared war on one another. They suited up in protective headgear, loaded their weapons, and then stepped on the battlefield. Some knew what they were doing, while others learned as the battle intensified.

CN'ers Julie Cantu and Brent Gray organized this outing at BullCreek Paintball in Portage, OH. The idea was to do something new and fun and possibly to take networking to a brand new level. The teams were split and one team of five battled against another team of four. The new "soldiers" quickly learned to keep low and to avoid enemy paint fire. Our BullCreek Paintball referee led us in several versions of paint battle such as: "Capture the Flag", "Speed", and "Bunker". Each game had its own unique challenges and terrain and several of the games included the use of a wooden fort.

The CN participant's included: Brent Gray, Julie Cantu, Denny Austin, Jeff Pettit



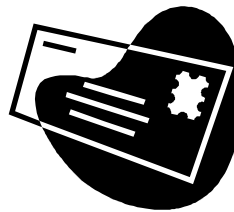
and David Bodner. Special thanks to Jeff Pettit for bringing two of his employees, one of whom was a former Military Police sniper! Brent Gray enjoyed this "out of the box" experience and looks forward to the next CN paint battle.

*David Bodner, Seymour & Assoc., Mass Mutual*

## FOLLOW UP WITH YOURSELF

I know we all remember the 10 commandments of networking a mixer from Module 9. "Have your networking tools with you at all times", "Act like a host, not a guest", and most important of all, "Follow up with the people you meet." All of these will make your networking experience more efficient and more effective.

As a twist, I would suggest, however, that the last commandment I mentioned should include following up more with than just those you meet. I don't just mean sending a thank you to those who organized the event (though that wouldn't be a bad idea either). What I would suggest is that you should be following up with *yourself*.



What do I mean? Well, simply, just a review of how well you followed the commandments might be a good place to start. Let's be bold, though, and move beyond that. Did you meet your goals? If not, why not? Did you stop at the snack bar too early? When it was time to shake hands with that CEO, was your right hand covered in cheese fondue? Incidentally, when I

finally do eat, that's why I try to use my left hand at these events. It leaves my right hand in ready form for shaking hands.

Recently at an Ann Arbor Chamber event I decided to play around with my "10 word" introduction. Instead of "nonprofit and charitable organizations" I decided to refer to my target market as "volunteer organizations". For some reason, that didn't reverberate with the crowd and I ended up having to explain a lot more about what I did. You can bet I went back to the way I was referring to things before! On the other hand, instead of asking people what they do, I started asking them "What's the best thing that has happened to you in the last week?" What a difference! Now, I not only find out about *what* they do, but also *who* they are.



I guess the upshot of it all is that, as advanced networkers, we can't afford to rest on our laurels. It helps us to keep trying new approaches *and* to follow up with ourselves to see how it affects our end result of making new contacts, connections, and friends.

*Greg Peters, Cyber Data Solutions*

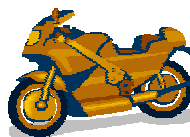
## DEB KELLER - THANKS FOR YOUR TIME

Since, September of 2005, Deb Keller, HMH Wellness Center, has given her time to the CN Board of Action. Recently she decided to step off the board. She is the best at getting business acquaintances to enroll in CN, letting them know that it is in their best interests. We can only imagine that maybe she gets them on the massage table and then gets them so relaxed that they just say, "Yes!"



Deb has championed the member connection project, asking the members of the most previous class to connect with the members of the newest class. Some of you probably received a phone call from her asking for you to do that very act.

As an expert in pregnancy massage, along with Sandy Pirwitz, Deb organized a pregnancy network -- a group of people who all target pregnant women with services and products.



Deb helps to coach her daughter's sports teams and loves riding her Harley. We'll miss her on the BOA, but certainly are happy that she found time to give as much as she did.

While a member of the BOA,

## MEMBER SPOTLIGHT - SCOTT McMUNN

Scott McMunn, **Scott McMunn Landscape Design**, has a well-deserved reputation as an outstanding paving expert, a talent which has brought him many clients in the Toledo area. His latest is the Better Business Bureau's new office located on King Road. He has more recently entered the field of metal sculpture, utilizing both his artistic gifts and manual skills he acquired during his career. If we were to follow Scott around for one day, we would be hanging out at thrift stores, flea markets and junk yards in search for metal for his work.



recovery of young persons addicted to alcohol and other drugs."

its promise of an emergence of growth into a new way of life."

McMunn's goal, he says, is to have his sculptures placed in treatment facilities and special AA centers such as Serenity House in Adrian, Michigan. He also plans to fabricate other symbolic sculptures as the need arises.

*Joani Algieri, Ultimate Body, Mind and Spirit, LLC*

One of his latest creations is a metal sculpture designed around the well-known circle and triangle symbol of the Twelve Step movement. "This," he explains, "is a fitting representation for the primary purpose of Rusty's House, which is a non-profit dedicated to the



While the circle and triangle have been used for centuries, the current usage in AA states that the circle stands for the entire world of the Fellowship, while the triangle stands for the three AA legacies: Unity, Recovery, and Service. McMunn's fabrication also includes a brass centerpiece carrying the inscription 24, which denotes the 24-hour program. The sculpture has been painted a light green, symbolizing new growth such as budding leaves in springtime. He says, "This relates to the new experiences of young persons entering treatment with



## COMMUNITY NETWORKING LISTING

December

20th - Ad Club of Toledo, The Toledo Club, 11:30 AM - 1 PM ☺

25th - WEN lunch meeting, Clarion Hotel, NO MEETING IN DECEMBER

January



3rd- WEN BG meeting, NO MEETING IN JANUARY

9th - Sylvania Chamber Lunch, Lourdes College, 11:30 AM- 1 PM ☺

12th Maumee Chamber Lunch, Brandywine Country Club, 11:30 AM - 1 PM ☺

10th - WEN morning networking meeting, Clarion Hotel, 7:30 - 9 AM

18th - Sylvania Chamber, Women's Chat Connection, 5:30 - 7:30 PM ☺

16th - WEN late afternoon meeting, IDDM, Heidelberg College, 4:30 - 6 PM

18th - WEN West meeting, location to be announced, 11:30 AM - 1 PM

22nd - WEN lunch meeting, Clarion Hotel, 11:30AM - 1 PM

CNP of Ohio Ltd

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

Check out the  
website at  
[www.cnpofohio.com](http://www.cnpofohio.com)

*Stamping Out Cold Calls*



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The networking blog at [www.cnpofohio.blogspot.com](http://www.cnpofohio.blogspot.com) has articles posted to it weekly or sometimes more often. You can help by commenting at the end of an article or post. At the bottom of the article, find the word *comment* and click on it. Follow the instructions from that point on. Your comments help to improve our listing on Google, which is where many people would be searching for networking tips. Also, if you have a website and would be willing to add a link on your site to both the blog and our website, that will be helpful, too.

# 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 Ad-  
dress: \_\_\_\_\_

Business Name: \_\_\_\_\_ Business

Phone: \_\_\_\_\_

Business Address \_\_\_\_\_ Cell Phone #:

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

## Continuing Education Information (Available for Realtors® and CPAs):

Profession: \_\_\_\_\_ License Number: \_\_\_\_\_

Official Business Address: \_\_\_\_\_

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## Part III

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

\_\_\_\_\_ Option 1 (\$799 - Check, VISA, Mastercard)

\_\_\_\_\_ Option 2 (3 monthly payments of \$278 - Credit Card Only)

\_\_\_\_\_ Option 3 (6 monthly payments of \$146 - Credit Card Only)

\_\_\_\_\_ Option 4 (12 monthly payments of \$78 - Credit Card Only)

Credit Card Information: (Circle one) - VISA Mastercard American Express

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

CID #: \_\_\_\_\_

Signature: \_\_\_\_\_

Your Credit Card Statement will read "CNP of Ohio, Ltd"

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

**You can fax this registration to (419) 833-1566 or submit to: PO Box 1121, Perrysburg, OH 43552**