

A monthly publication of Certified Networker of Ohio, Ltd.
Evolving a community of profitable referral partners

Dates to Remember

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Findlay lunch	6
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February

Findlay lunch	3
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Number of members of the Ohio CN community

448!

Where is CN Giving Networking Presentations?

Jan 7, Maumee Rotary-Debby

CN Class

Start Dates '09

Mar 4, Findlay
Feb 27, Toledo
Jan 12, Cincinnati
Archbold, date TBD

Opening Night

Bright lights and excitement! CN on the marquee. Just like Oscar night in Hollywood, the most recent NW Ohio CN graduation generated fun and energy around our newest twenty one graduates.

Guests walked across a red carpet runner to enter the lobby, where they received name tags AND boxes of popcorn. The members of the CN Board of Action each provided a bottle of wine for the event and the crowd made a beeline for that table. Additionally, food was provided by Cassie Egli, of Super Suppers. **Sandy Pirwitz, BNI**, helped to sponsor the food, too.

Walking into the seating area of the theater, the red curtains on the stage were a wonderful backdrop for our graduation ceremony, emceed by **Jennifer Vaneckhoutte, Davis College student**.

The question of the evening that every person answered when they gave their

introduction was, "What movie role would you like to play?" The answers were telling of the person's personality and helped to get the audience into the flow of the event.

But of course the focus of the evening was the graduates and their accomplishments. Each was given the opportunity to say how CN has affected them.

The announcement of the MVPs of each class is always a high point. Each class member mentioned how much they appreciated **Jennifer Alford's** efforts as their instructor. **Allison Adkins, Knight, Crockett, Miller Insurance** told us why **Melonie Dickey, Affinity Merchant Services**, was her choice for MVP for the Toledo class that met Friday mornings. Melonie's charity was Planned Pethood. She shared that she became aware of this group after rescuing a kitten that in the end became her pet.

Fred Schmitts,II, Mobile Lube, our tuxedoed car

butler, also was GA of the Findlay class that met at the GreaterFindlayInc boardroom. His pick of the six students was **Colleen Robinson, Re/Max Findlay**. She came into the class thinking she was going to get a refresher class and left having been engaged thoroughly in a new way of gaining clients. She told the audience about the good work her charity The Greater Findlay Area Emmaus Community does.

Sara Wicks, AFLAC, GA of the Archbold class that met at Northwest State Community College told us how her selection, **Penny Brubaker, Standridge Color**, was so helpful to everyone else in the class. Penny's charity of choice was Hannah's Socks.

The attendance at our event was the largest number ever with 111. **Julie Kuney, Comfort Keepers**, won the contest of guessing number of people who would attend graduation by guessing the number right on.

Graduation Cincinnati

On December 12, our Cincinnati connection, Gregg MacMillan, honored his second CN class. Twenty five people gathered for the graduation ceremony at Stone Creek Dining Company in Montgomery, Ohio. Gregg says, "Three of the members of the class meet at that restaurant for their BNI meeting and they

were able to secure the private room for our event. Glenda Neff, from Clermont College was able to sponsor the buffet lunch.

Each member of the class as able to talk about how the course will affect him or her going forward. **Chris Mann, Woodhouse Day Spa** said, "Every week I attended the

class I found myself leaving with more knowledge than I knew what to do with. I feel more confident in social networking situations than I ever have before and the knowledge I gained from this program will surely take us to the next level. This is a really great program and I'll recommend it to everyone I know."

It's Horntootin' Time!

Your Board of Action helps to manage our ever-growing CN community. Please tell these members thanks when you get a chance.

Allison Adkins
Knight Crockett
Miller Insurance

Julie Cantu
360 Graphics

Arlene Gerig
Re/max Preferred

Sue Greene
DiSalle Realty
Company

Karen Kiemnec
Stampin' Up

Linda Kuns
State Farm Agent

Jeff LaCourse
Summer Breeze
Travels

Leasa Maxx
Maxx Grafax

Nick Nigro
Davis College

Tami Norris*
Northwest State
Community College

Jennifer Olsen
Clair David Interiors

Sandy Pirwitz
Sandy's Stuff for
Women

**Jennifer
Vaneckhoutte**
Interior Design,
Davis College
student

Bob Werner*
Re/Max Masters

Sarah Wicks
AFLAC

*New Member

— **Kelly Elton, Bittersweet Farms**, is happy to announce that she has received a promotion to Supported Living Coordinator for Bittersweet Farms. She now has the incredible joy of working for these special participants.

— **Merri Bame, Breaking Down Barriers**, says, "Yeah!" She just landed her first corporate account with the VP of HR, Recruitment and Development for Huntington National Bank, downtown Columbus. She says this is a result of her membership with Central City Organizational Development Network and also meeting the VP at a social event.

— As of December 30, **Sandy Pirwitz, Sandy's Stuff**, has retired and closed the store after 11 years of success and BIG fun. She thanks all the members of the CN community who have supported her by either buying, consigning or referring others.

— **Mary Lou Vargo** reports that she was recently promoted to Vice President with **National City Bank**. Congrats Mary Lou!

— **Jennifer VanEckhoutte, Davis College Interior Design Student**, wants to let us know that she made the President's list again at school with all A's. She says, "Whew, what a quarter!"

— **Sasha Wright** is excited to announce that her group, formerly at OBS Financial Advisors, will become **Heritage Financial Advisors**. The Heritage Financial Advisors group will be moving to 103 N. River Road in Waterville, next to the Waterville Bridge. She invites you to visit the group's new location soon.

— **Penny Brubaker** is proud to announce that she is getting back into the plastics industry after a downsize due to the 9/11 disaster. Plastics have always been a love of hers and it has been seven

long years of waiting for the right opportunity to work for a good company. As of December 1 she will be selling premium plastics to molders in Ohand, PA for **Standridge Color**.

— **Fred Schmits, Mobile Lube**, was nominated for the Greater Findlay Inc.'s Small Businesses of the Year Awards. Being nominated is an honor in itself. Mobile Lube was nominated with four other businesses in this category.

— **Matt Lee, ARI**, would like to announce the opening of the Perrysburg Tennis Center at 1750 Progress Drive off of Route 25 in Perrysburg. ARI acted as Project Manager/General Contractor/Owner Representative on the construction of this 68,000 square foot facility with eight indoor hard courts, 4 outdoor hard courts and 4 outdoor hydro (clay) courts. The occupancy permit was received the week of December 15 for this members-only facility that focuses exclusively on tennis.

— **Mary Simmons, Modern Woodmen of America**, reports that January 2009 marks the beginning of her fourth year in Life, Health and Financial Services. The best part of the career has been the nice and interesting people she has met and been able to help. At the end of the third quarter of 2008, she ranked tenth with MWA Financial Services, a wholly owned subsidiary of Modern Woodmen of America, in Gross Dealer Concessions which is related to mutual fund sales.

— **Cancer Connection of N.W. Ohio** is proud to announce their new location at 134 W. So. Boundary in Perrysburg, Ohio. Cancer Connection of N.W. Ohio was founded by CN graduate, **Joy MacLeod**,

C.Ht. and her partners, Jean Schoen and Julie Robeson. Cancer Connection of N.W. Ohio offers services to cancer patients, including spiritual and emotional support, hypnotherapy for cancer pain management, connections to services and products and housing. They offer these services at no cost to their clients.

— **Laura Osborne, Laura's Framing Place**, celebrated 17 years in business on November 8, 2008. Located in Parkway Plaza in Maumee, this is a locally owned and operated business. Laura also provides professional framing to the graduates of CN.

— **Julie Cantu, 360 Graphics**, was selected to receive a free coaching call from Scott Ginsberg, HellomynnameisScott.com. She was one of fifteen people selected for this honor. She reports that the call was very useful. They talked about her website, her marketing message, social networking sites, blogging, Duct Tape Marketing, the E-Myth Revisited business approach and about Julie conducting marketing workshops and seminars.

— **Arlene Gerig, Realtor, RE/MAX Preferred**, has been approved and added as a Lucas County Probate Court Real Estate Appraiser.

— **Mark Abramson** was elected to serve on the Board of Directors of the Monroe County Chamber of Commerce. He will be installed to a 3-year term at the Annual Meeting and Gale on January 17, 2009. Mark is a member of **Robison, Curphey & O'Connell**, a law firm with offices in Toledo, Waterville and Findlay, Ohio, and Adrian and Monroe Michigan. Mark chairs his Firm's Wealth Preservation Group and focuses his practice on small business and employee benefits planning and design.

New Grads

Northwest Ohio Graduates

- _ **Mark Allan**, Assured Services, 419-343-1512
- _ **Phyllis Bartholomy**, Bartholomy Massage Therapy, Inc, 419-345-4913
- _ **Sherry Bassinger**, Benefit Plan Alternatives, 419-841-1188 x103
- _ **Penny Brubaker**, Standridge Color, 419-579-0837
- _ **Laurie Compos**, American Family Insurance, 419-729-0148
- _ **Sharon Czarny**, The Czarny Agency, 419-343-6984
- _ **Melonie Dickey**, Affinity Merchant Services, 419-343-0017
- _ **Karen Essary**, Couture by Karen, 734-242-1757

- _ **Jayma Gobrogge**, Welles Bowen Realtors, 419-92-7653
- _ **Jeremy Haselman**, Northwest Mutual, 419-422-6137
- _ **Kathy Hassan**, Citizen's National Bank, 419-427-2920 x644
- _ **Brad Hesson**, Modern Woodmen of American, (419)-865-8649
- _ **Andrew Kistner**, BNI, 419-351-8850
- _ **Joey LaVally**, Clair Davis Office Furniture + Design, 419-843-2300
- _ **Cheryl Minifie**, 419-308-1446
- _ **Leni Mueller**, Hancock County Agency of Aging, (419) 423-8496
- _ **Judy Preston**, Northwest State Community College, 419-267-1319
- _ **Marcia Regan**, Comfort Keepers, 419-340-0708

- _ **Colleen Robinson**, Re/Max Findlay, 419-423-8004
 - _ **Randa Sweet**, Sweet Louise Sauces, 419-460-5505
 - _ **Dana Zanville**, Corporate Splash, 419-265-2233
- ### Cincinnati Area Graduates
- _ **Michael Comperchio**, Ultrova Wealth Resources, 513-770-3456
 - _ **Carol Hall**, Juice Plus, 513-561-1853
 - _ **Chris Mann**, Woodhouse Day Spa, 513-315-0792
 - _ **David Monahan**, Life Purpose Center of Montgomery, 513-791-5220
 - _ **Thomas Monahan**, Life Purpose Center of Montgomery, 513-791-5220
 - _ **Sean Stallo**, Clark Theders Insurance, sstallo@ctia.com
 - _ **Rob Young**, Van Dyke Mortgage, robyoung40@yahoo.com

"Please take the time to congratulate our graduates and call them to do a one to one meeting."

~ Debby Peters
Certified Networker
of Ohio, Ltd

January 20 is our semi-annual, Toledo guest lunch, which means that you can come and bring a friend. The benefit to your friend is good experienced networking, and the benefit to you is the strengthening of that relationship. You can either treat your guest to the \$11 meal or mention to them that there is a fee for the lunch. We will limit participation that day to the first 60 people registered, so you don't want to try to come without sending in an RSVP or you and your guest might be turned away. Call today!

Networking Groups – Women in Construction

Beth Holt, Holt Roofing, is a member of the Toledo chapter of the National Association of Women in Construction (NAWIC). Of the six types of networking groups, NAWIC is a professional association, where knowledge and education can be gained. Beth says, "The best part of this group is that I get to interact with other women in my field."

All women associated in any way with the construction world are invited to attend the monthly meetings on the **third Tuesday of the month**. Meetings move and the best place to find out where each meeting is

located is on the web. Go to www.nawic.org.

The local chapter raises money to give scholarships to students going into construction. The group also tour many construction sites. Beth said, "We recently toured the new sports arena, all the way to the roof."

Another project NAWIC supports is called Block Kids, which is a contest where fifth grade students are challenged to build with Legos™ and string. Beth says another CN grad, **Mike Bankey**, VP Workforce and Community Services, **Owens Community College**, is providing the facility for this

event.

NAWIC is also involved with the *House Next Door* project, which Beth says, "is a take off on the Extreme Makeover concept." They have already begun helping one homeowner.

One last project that will be held in March is the *Gals with Guns Day*, which is a basic Pistol Training Course. This is not restricted to the NAWIC membership, so if you're interested call Beth at 419-478-2900.

This group of women is constructing an educated workforce. They are always looking for new members.

"The best part of this group is that I get to interact with other women in my field."

Beth Holt
Holt Roofing

~Debby Peters
Certified Networker of Ohio

**Networking
Events
January**

Must be an invited guest to attend this event.

Jan 9, Sylvania Chamber of Commerce, 11:45 AM, lunch, Franciscan Cntr

Jan 7, WEN Bowling Green Meeting, noon, Frickers

Jan 12, WEN West, 11:30 AM, Loma Linda's

Jan 13, WEN Semi, 8:30 AM, Bedford Library (MI)

Jan, GreaterFindlayInc, Fresh Brewed, NO MEETING, 7:30 AM Findlay Country Club

Jan 14, WEN morning meeting, 7:30 AM, Clarion Hotel on Secor Road.

Jan 15, Women's Council of Realtors, Monthly lunch meeting, Toledo Club, 11:30 – 1PM. \$15

Jan 20, WEN Late afternoon meeting, 4:30 PM, Flying Bean Coffee Shop.

Jan, GreaterFindlayInc, Busienss2Business, TBA \$15

Jan 26, WEN lunch meeting, 11:30 AM, Clarion Hotel.

NEW
Jan 27, WEN, OGINAD, (Oh god I need a drink!) BW3s, Dussel, Maumee, 5:30 – 7 PM

Thanks go to Julie Cantu for asking her friend, Lila Falk to be our official photographer for our graduation. Lila has just stated her company, Photography by Lisa, Photography for all Occasions. She can be reached at 419-787-9036 or lilafalk@yahoo.com.

Seasons of Networking: Fall

In the first two articles of this series, we talked about networking “spring” and “summer”, in which we prepared for and then attended a networking event. Now comes **autumn**, the time for the harvest.

Imagine a gardener spending long hours in the spring, preparing the land, planting the seeds. Then over the long, hot summer, she weeds, waters, and feeds the plants. As the weather begins to turn, the fruits of her efforts ripen on the vine. Imagine, for example, those bright, **red tomatoes**



glistening in the sun. Now imagine her ignoring those fruits until they rot and fall to the ground. Crazy, right? That's what most people do when they network.

They spend all that time attending an event, meeting new people, and finding out how they can help. Then they come home, stick the business cards they've collected in a pile, and ignore them. Maybe they just get busy with other things, or maybe they're waiting for the other people to call first. Either way, all the efforts of attending the event are for nothing. They ignore the most important part of the process – the harvest.

Now is when you should try to move those relationships to the next level. Did you tell them you'd like to meet again? Call that person *right now* to set up a coffee or a lunch. Did you promise to send them an article? Clip it out *right now* and put it in an envelope. Did you invite them to a different networking opportunity? Let them know *right now* when, where, and what – and be sure to get it on your own calendar!

This is the time to reach out and strengthen your connection, but be careful. If neglecting your follow-up is like letting the fruit rot on the vine, then calling people you've just met in order to sell to them is like taking a baseball bat and beating the plants into the ground. Any follow up, in order to be successful, must be for you to be of assistance to *them*. Oh, and don't try to fake it by thinking that you *are* being of assistance, because they really *need* your product. It's still selling, and ninety-nine times out of a hundred, it will only serve to damage the relationship.

Done properly, the harvest season can leave you with a networking pantry full of relationships that have progressed beyond just the “visibility” stage. Let them continue to develop naturally and soon they will be paying you back more than you can imagine.

~Greg Peters
Cyber Data Solutions

Picture This! From Graduation



Colleen Robinson walking the red carpet.



Karen Essary and her husband, Fred.



The tall Archbold class with the short teacher!



Some of the Findlay class.



Some of Toledo class



More Toledo class



Ellen Critchley, *glaming* it up for graduation.

Member Spotlight: Bob Werner



When you meet **Bob Werner**, you will most likely notice a couple of things about him right away. He is always wearing a sharp looking suit and is always wearing a smile. Behind the warm smile you'll find a person with a very diverse range of interests and an interesting background.

Bob is a Realtor® with **ReMax Masters**, where he has been for almost one and a half years. He has not always been a Realtor however. In May of 2006 Bob retired from a 35-year career at General Motors, where he worked as a Pipe Fitter. While his previous career

may seem completely unrelated, Bob came to the real estate business with a wealth of knowledge and experience. Fifteen years ago he started buying properties and renovating them. After finishing a home he would either sell it or decide to keep it as a rental. Since he is retired and working harder than ever, he no longer has the time to manage the daily demands of owning rentals.

While talking to Bob last week, I learned that he is right now in the process of remodeling a home. To show you the kind of person he is, I found out that he bought this house with his own money to remodel it for a relative, who needed some improvements done in order to obtain a mortgage. He felt it was a great bargain, and wanted to help.

Bob, along with a couple of other local Realtors, recently spent a couple of days in Michigan taking classes to become certified in helping people who face foreclosure. He is now designated as a Certified Distressed Property Expert, or CDPE. Bob feels that in the current state of the

market, this has helped him to better assist and advise people who are facing difficult times.

When not assisting buyers and sellers or fixing his own properties, Bob has a couple of interesting hobbies. In the summer you will probably find him in his flower garden in Whitehouse. At this time of year he spends his spare time cutting gems. Eighteen years ago he went to a gem show and was fascinated by the skills he saw on display. He decided to learn for himself how to take a piece of raw stone and turn it into a beautiful gem. He tells me that he can cut any gem up to but not including diamonds. He does not sell his work, but instead gives them away.

Bob was one of my CN students last year, and I enjoyed having him in class. Since that time, I have enjoyed learning even more about him. With his warm personality, caring nature, and vast network, I am convinced that Bob Werner is destined to be a networking superstar. I hope you will take the time to get to know him!

"He is always wearing a sharp looking suit and is always wearing a smile."

~Jeff LaCourse
SummerBreezeTravels

Board of Action News

As the months change, our Board of Action does, too. Leaving the board within the last month is **Angie Weid** and **Jennifer Alford**. Angie has always invited people to previews and graduations and she assures us that she will continue to do that in the future. With two elementary age sons, her time needs to be focused on them. Jennifer's professional duties have increased, leaving her little time for being outside the office. We hope that she will continue to carve out just a little time to teach CN. Joining the board are **Tami Norris, NW State Community College, Sarah Wicks, AFLAC** and **Bob Werner, Re/Max Masters**. We look forward to their contributions.

Help Others to Join Our Community

Participant Registration

Part I _____ Sponsored by: _____

Course Location: _____ Date of Course: _____

Part II _____

Name: _____ E-Mail Address: _____

Business Name: _____ Business Phone: _____

Business Address _____ Cell Phone #: _____

City: _____ State: _____ Zip Code: _____

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

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 LD of the month in which the class begins, with remaining payments being taken out monthly on the LD of the month.)

_____ Option 1 (\$1399 - Check, VISA, MasterCard) (This is for Toledo classes, only)

_____ Option 2 (6 monthly payments of \$249 - Credit Card Only) (This is for Toledo classes, only)

_____ Option 3 (18 monthly payments of \$83 - Credit Card Only) (This is for Toledo classes, only)

_____ Option 4 Non-profit rate (\$849 – Check, VISA, MasterCard)

Credit Card Information: (Circle one) - VISA Mastercard

Card Number: _____ Exp. Date: _____ CID #: _____

Signature: _____

Your credit card statement will read "CNP of Ohio, Ltd".
 A \$10 administrative fee will be charged for NSF checks and each time a credit card is declined.,
 All fees charged by the institution will be added to the student's financial responsibility.

Fax form to 419-833-1566 or send to PO Box 1121, Perrysburg, OH 43552. CANCELLATION POLICY: Cancellations received less than 14 days prior to the course start date will incur a \$100 processing fee.

We're on the Web!

See us at:

www.cnpofohio.com
and comment on our blog at
www.cnpofohio.blogspot.com

