

# 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 **172**

Classes starting!

Davis College, Toledo

- February 17, 10:30 AM - 1 PM, 12 weeks (starting date changed to March 3rd)
- March 2, 4 PM - 8 PM, 6 weeks
- March 11, 9 AM - 11:10 AM, 12 weeks.

Best Western, Bowling Green,

- March 10, 1 PM - 5 PM, 6 weeks

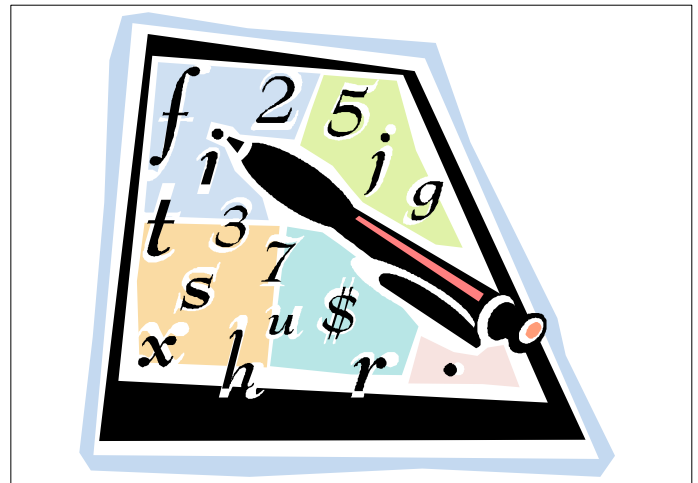
24 hours of CEUs for CPAs and Realtors.

Call 419-833-5182 to register.

## ACCOUNTABILITY SYSTEMS

**||** You mean if I leave early I won't get all my points," was a comment heard in a recent CNP class. As a result of Nick Nigro having to implement a system to give grades to his Davis College we've implemented a new system of accountability. We've also revamped the awards that were previously given to one person at the end of a module.

Now each student has the opportunity to accumulate 600 points over the span of the course. Some of the points are quite easy to get – showing up and participating in class will garner 20 points per module. Establishing a narrow target market will deliver 10 points. Listening to the weekly CD *and typing a short paragraph of how you will adapt the information to your benefit* is worth 10 points. Bonus points are awarded for items such as providing written results of extra GAINS profiles.



What gets measured gets done!

Merri Bame is leading the first public class to test this concept. Each of the classes starting in the first quarter will also use the system. Each week those students who receive at least 90% of the points available for the week will receive a star to place on the wide ribbon attached to the name tags. Merri also shared with the class that their point totals will be an-

nounced at their graduation.

We'll share more of the results of this new system with you next month. It is another reason for you to take advantage of our policy of going through the course a second time at no cost to you. The points will help you to adapt this complex information even more because you will have to be an active participant to receive points.

## MIXER TO CONGRATULATE DAVIS + CNP

**I**f you haven't marked your calendar yet, and if you haven't been to a mixer in awhile, the next one has every reason for you to be there. We are shining the spotlight on one class only -- the first class from Davis College receiving college credit

for the course. This is a time to celebrate because Davis College in partnership with CNP of Ohio, is the first college in the nation to give college credit for this course. Toledo is first on the map. Others will come along because of the initial path we

have created, but none will ever be first. Remember from class discussion, "Who was the second man to go into space for America?"

March 1st, 5:30 - 7:30 PM, at the Electrical Contractor's Hall, 727 Lime City Rd.

**Referral Thank Yous!**

***These grads have referred prospective students to us.***

***Anne Palmer***

***Lisa Olvera***

***Deb Hornstein***

***Doug Clark***

***Lynda Goodremont***

***Mary Lou Vargo***

***Dave Musteric***

***Gary Thompson***

***Dave Bodner***

***Elise Scott***

***If we missed your referral please remind us so we can give you credit next month.***

## ADAPTING CNP OUTSIDE CLASS

**D**ave Bodner of Seymour & Associates is taking networking in a new direction. He formed a "lunch bunch" group with CNP graduate Darlene Robinson, CPA of the William Vaughan Company and Richard Chamberlain, attorney with Bayer, Papay & Steiner. They meet for lunch on a monthly basis and invite a fourth person to join them for networking purposes. It is not a sales oriented lunch. Rather, the main idea is to introduce a "golden goose" to

the group. This person typically fits into one of our spheres of influence.

The logistics of this approach are that each month one of the three is responsible for inviting the fourth person. Lunches are scheduled in advance so it is easy to get the four together. Not only does the new person get the attention of the other three, but relationships between the "three partners" grows over time. If



you were to begin such a group, who would the other two permanent people you would choose? Remember it's not about selling, but about figuring out how you can help each other.

## MEMBER HORNTOOTING

Deb Hornstein

At a recent award ceremony, Deb Hornstein, The Danberry Company was honored as number one in the Oregon office for number of listings taken in 2004.

Abdul Hammuda

Abdul Hammuda, owner of Tiger Bakery has been voted No. 1 Ethnic bakery in the "Best of 2004" issue of the City Paper (Issued Jan 05).

Zac Robison

Zac Robison has changed careers and is the Trade Show Manager for Daymark Food Safety Systems in BG.

"Holly" Hollister

Carlton "Holly" Hollister, Savage & Associates, reports that the new *Silver Dollar* chapter of BNI will have its kick-off party February 24th at the banquet center, in the Woodland Mall in BG from 11 - 12:30. "Holly is the president and the training has been conducted by Cathy Skiver, BNI Assistant Director with a visit from Linda Goodremont, also Assistant Director with BNI and owner of Goodremonts. Holly adds that anybody who is interested in participating in a BNI group in Bowling Green is welcome to attend. RSVP to Holly at [holly.hollister@savageandassociates.com](mailto:holly.hollister@savageandassociates.com) by the Feb 21st.

Lisa Paul

Lisa Paul, Imagecom, has returned to graduate school to study for a master's degree in organizational leadership at Lourdes College. She's interested in meeting others who share an interest in this field of study.

## MEMBER HORNTOOTING

Michael Temple

Michael Temple, Temple Development Company, was recently voted to the Board of Directors for Toledo Sister Cities International. Michael will be helping the organization with fundraising, marketing, and overall technology management.

Davis College  
Students of CNP

Evelyn Atkinson

Kelly Binder

Ruth Brooks

Kathlene Hite

Jessica Lee

Kim Myers

Chad Parker

LaVonda Ramsey

Arron Slawinski

Dale Suhrweier

Alishea Sutton

Eric Tomaszewski

Lois Wellman

Debbie Papay

Member's of Debbie Papay's law firm, Bayer, Papay and Steiner gave a presentation on *Business Succession Planning* to the Northwest Ohio Ophthalmology Society in January and participated in conferences about *The Paperless Office* and IRA beneficiary designations for trusts and individuals.

Louise Kahle

Recently, Louise Kahle, Independent Distributor, Mary Kay, spoke to the Jr. and Sr. marketing class at Scott High School. She gave a brief history of Mary Kay, Inc. and then spoke to them about marketing themselves, including topics of appearance, attitude, posture and eye contact.

Mary Nyitray

In the February issue of the Business Advantage Mary Nyitray, owner of Optical Arts, Inc. is interviewed by Debby Peters for an article about renewing your membership in networking organizations. Check it out!

Lori Cannon

Lori Cannon, Edward Jones Company, has been selected to receive a Community Award from the Girl Scouts of Maumee Valley Council for outstanding support of the Girl Scout program. The award will be presented at a Community Awards Breakfast March 17 with Former Miss America Kay Lani Rafko Wilson as the Mistress of Ceremonies. Wow is that not cool?

## MONTHLY CNP LUNCH NEWS

At the February Grad/Student Lunch, Julie Kuney, ComfortKeepers and Doug Clark, Fifth Third Mortgage organized and led the group. Thank you Julie and Doug!

Twenty-seven people met to find out about others in the community and to also figure out how they could help. Doug led introductions encouraging each one of us to tell the crowd a specific person we wanted to be introduced to. Some

comments heard were, "Hey I want to meet the same types of people that you do." This exercise certainly demonstrated that we can probably all work more on partnering and sharing the work, rather than having to figure it all out individually.

Lynda Goodremont, Goodremonts and BNI, reminded us of the value of listening to the course CDs again and again. She shared that she had taken her CDs out of the sleeves in her student manual and instead has

purchased a case for keeping them in her car.

The Spaghetti Warehouse has been hit with a price increase from their corporate supplier of their food and they need to pass some of that along to us. Starting in March the fee for lunch and the room will be \$11. Julie will try to have plenty of dollar bills on hand, but if you can plan ahead to have a ten and a one -- that would make her life easier. See you next month, March 15th!



CNP of Ohio Ltd

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Perrysburg, OH 43552

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

Check out the new  
website at  
[www.cnpofohio.com](http://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: \_\_\_\_\_ 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