

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 **194**

Classes starting!

Davis College, Toledo

- July 13, 6 weeks, 4 - 8 PM
- Aug 31, 12 weeks, 4-6 PM
- Sept 2, 12 weeks, 9-11AM

24 hours of CEUs for CPAs and Realtors.

Call 419-833-5182 to register.

While we have focused this newsletter on happenings in July, don't forget the June community lunch on June 21st. It is the normal time of 11:30 AM - 1 PM. All graduates and current students are invited. The cost of the delicious lunch is \$11 at the Spaghetti Warehouse.

WHERE WILL YOU BE JULY 6TH?

We have another wonderful graduation celebration planned for the Wednesday after Independence Day. July 6th will find us honoring two classes worth of new graduates.

The Board of Action has issued a challenge that could prove rather interesting. If there are 100 people in attendance at the event AND four people register for CNP and give a check or credit card that evening, Debby Peters will be wearing a clown suit to the CNP 3rd Birthday Luncheon Celebration on

July 15th. Debby is going to be calling Phyllis Sheets to see if Doncaster Fashions has a designer clown suit!



The graduation celebration is open to guests and we hope that you'll want to bring some of your referral partners to the event.

The graduation mixer is being held at the Electrical Contractors Alliance Banquet Hall at 727 Lime City

Rd in Rossford from 5:30 - 7:30 PM. The food is tasty and free and a cash bar is available, too.

In the current class being taught, there are three students who registered as a result of our last mixer where 77 people attended. Do you think Debby needs to be thinking about whether her clown hair should be red or blue?

DID YOU GET YOUR GREEN ENVELOPE?

Jennifer Alford, Creative Financial Partners and Becky Pegorsch, Lee Winters Florist, has been working diligently to plan our third birthday party lunch. The date of the lunch just for July is Friday, the 15th. The lunch will also begin one half hour earlier at 11 AM. Jennifer says, "We decided to make it a Friday so most of our members would be able to attend without the conflicts that seem to affect other days of the week."

To make the event even

more special, Alford created birthday party invitations and had the lime green envelopes addressed by hand. She shares, "If you haven't received yours, it could be that we either don't have your address or the one we have is wrong."

Unlike our other community lunches, this one is open to guests and yes, we do want you to invite them. Cost of lunch is only \$11 and it will include cake. Alford adds, "I've had so many people not be able to

come to the evening mixers. This is a great opportunity to showcase CNP to those daytime people.

Both Becky and Jennifer have some fun planned -- something about Kevin Bacon????? Jennifer adds, "We have the room reserved in the lower level of the *Spaghetti Warehouse*, and plan that we'll probably have close to 100 celebrants attending. We do need to have RSVPs sent to me at 419-873-8500."

Board of Action News

The CNP Board of Action is helping Debby to gain more visibility for CNP of Ohio. At the June meeting Linda Everhardt Kardux facilitated an exercise to help us brainstorm and then prioritize ideas to get our name out there better. Since no idea was out of order, some members were quite creative.

In July, we will begin to strategize how to implement these ideas. Have a suggestion? Send it to debby@certifiednetworker.com.

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
Tomorrow!

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 CNP Network will lead a call about some aspect of the Program. The call for June is on the 16th. The number to call is 605-990-0200. Once connected you will need to dial this PIN number: 911483 #

PHOTO GALLERY, AROUND THE GLOBE



While you really can't tell from the picture, Debby has her back to the Mediterranean Ocean in Spain. Hopefully you can see the CNP of Ohio handmade banner she is holding. The challenge is out to the group. With vacation season upon us, take a picture while you are holding "CNP of Ohio" to let us know where you have been. Your attempt will be much better

because you'll be better prepared! If your photos are digital, send one and tell us the story of where you were and what was happening. Husband, Steve Cotner, snapped this picture. We had planned to *frame* him at the Rock of Gibraltar, but our experience in Morocco meant that we left that area too quickly to accomplish the task. Ask Steve at the next graduation to tell you the story.

MEMBER HORNTOOTING

Julie Kuney

Julie Kuney's Comfort Keepers office was honored at the Comfort Keepers National Convention in May as qualifying for the President's Club. Fewer than ten percent of offices qualify for this recognition which is based on a consistent high level of business, client satisfaction and overall performance within the franchise system. This was a surprise for her!

Monnie Holman

Monnie Holman, DP Design & Print is pleased to announce that they are organizing their first Wedding Gala to be held at Tamaron Country Club on June 28, 2005. Engaged couples and even newlyweds are encouraged to attend. In true CNP fashion, many others in the wedding (and after) contact sphere have been invited to be part of this event.

David Bodner

David Bodner, Seymour & Associates, Mass Mutual has been nominated for the 20 Under 40 Award which recognizes young entrepreneurs.

Meredith Moore

It has been reported that Meredith Moore, Huntington Bank, has joined the Westgate Chapter of BNI and is making a huge impact on the group.

Lisa Topel

Lisa Topel, Home Instead reports that she and Scott Rozanski were married on June 4th 2005!! Best wishes for the future, Lisa!

Jeff LaCourse

Jeff LaCourse reports that he is now a Mortgage Consultant at Alliance Venture Mortgage in Maumee. AVM has been #1 in mortgage origination volume among all brokers in Northwest Ohio for the past 4 years.

MEMBERS NEWS

Jim Hawkins

Jim Hawkins, Hawkins Environmental, will have an environmental based article called "On Due Diligence" published in the *Business Advantage* in June 2005. He also received certification approval from the "Ohio Division of Real Estate & Professional Licensing" to give Continuing Education Credit (worth 3 CEUs) for a course that he wrote called "Phase I Environmental Site Assessment - an Overview".

MEMBERS HELPING MEMBERS

Recently, Jayme Klavinger, Interplas, emailed asking for some help in getting his See-Doo fixed. His comment was, "I'm not sure if this is improper use of our community." To the contrary, it is the best use! As we learned in the course, we

all know at least 250 people, and why not use our connections to get problems solved.

Peggy Mathews, Shaklee needed some assistance to find her daughter an apartment. Both Jody Zink, Loss Real Estate Group and Meredith Moore, Huntington Bank, offered advice.

Additionally, Debbie Papay, Bayer, Papay & Steiner, Co LPA, wanted to hire a new staff person. It's a valid use of the community in these very ways as opposed to members sending out "selling" emails to each other.

WHAT IS WOMMA?

For those of you who attended the May community lunch, you might be able to answer the question posed in the title above. WOMMA stands for Word of Mouth Marketing Association. This is a new professional trade association headquartered in Chicago. The members are experts and innovators who have mastered the art and science of creating genuine customer enthusiasm, amplifying it, and sharing it with future fans.

They organized the first

Word of Mouth Marketing Summit in March and delivered a first rate program. Guy Kawasaki, Chair, Garage Technology Ventures, and author of *Art of the Start* and *Selling the Dream* delivered the keynote address. Afternoon sessions included Lessons from the Music Industry, Lessons from Non-profits, Lessons from Politics and Lessons from Specialty Markets. Reading through the list of attendees posted on the WOMMA website, there was no evidence of

either CNP or BNI.

Never to rest too long on what is history, this group is now offering a conference on July 13th entitled Measuring Word of Mouth. Again the location is Chicago.

If you're interested in finding out more about this dynamic organization, go to www.womma.com.

DID YOU KNOW?

Did you know that the CNP trainers meet monthly to discuss ways to better teach the CNP training. We're not happy to just deliver status quo. It's your reactions and comments that help us to get better. Nick Nigro developed the point system we are now

using to help us know how well each student is understanding the new knowledge. Since the beginning of the year we've had four public classes use the same format, including the fact that a short amount of written homework is expected each week. It gives the in-

structors insight as to whether a certain concept they have taught has been communicated properly or if they need to talk about it differently. Your feedback is valuable to us. We want to get better each time the course is offered.

MAY CNP LUNCH FUN



John McIntyre, Deb Keller and Lynda Goodremont are getting to know each other.



Dave Achen is sharing his secrets with Debby's guest, Tim Adkins.



Rebecca Booth and Jennifer Alford are chatting with a mystery member of our community!



Louise Kahle, Mary Nyitray and Debra Gorman can't decide which entrée to order.

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: _____ CID# _____ 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