

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 **207**

Class starting!

Davis College, Toledo

Last Public Class of the Year!

• Oct 6, 6 weeks, 4-8 PM

24 hours of CEUs for CPAs and Realtors.

Call 419-833-5182 to register.

GRADS HEAR ABOUT LIFE!

At our September 8th mixer, we honored our newest grads, welcomed our guests, and generally connected like only the CNP community can. This event was different however in that Lynda Goodremont, Goodremonts, (good copiers, good people!) shared her experience of finding out that not only did she need to develop a business network, but she found out that the very same network is her life network. If you didn't find a place in your schedule for this event, you missed the standing ovation Lynda received at the end of her 10 minute presentation.

Not to be out-shadowed

the ten grads were delighted to receive their certificates and to be accepted as official members of the CNP community. Les Panczner, Nikken, and Rick Turner, Re/Max Executives each received a check for being class MVPs. The checks were endorsed to their favorite charities, Cherry Street Mission for Rick and T.E.E.N.S. for the Future for Les.



Dan Rogers, Interim Executive Director of the Cherry Street Mission shared that all the works of the mission are supported by checks just

like ours. He thanked Rick for helping the Mission to help those less fortunate. Reviewing our records, we found that this is the second time the Cherry Street Mission has been named, as they were also selected by MVP Michael Temple just about a year ago.



Next graduation, the last of the year is scheduled for Thursday, November 17th. Don't miss all the fun AND all the connections!

STOMPER?



The Board of Action in response to Debby's question of, "How can we gain more visibility?" has developed lots of ideas that might be used in the future. We've mentioned one or two in previous newsletters, (CNP on Davis College's electronic sign and the birthday bash were a couple.) One suggestion is that we develop

mascot or symbol for CNP that is beyond our official logo. Julie Kuney suggested having an entity named *Stomper* to signify our EBM of "stamping out cold calls." Some board members thought that slogan might be too limiting in scope, because some people have said, "CNP is not for me because I don't make cold calls." Our

question to you is two-fold. Do you think the slogan is a good one for us? If not, what do you suggest? And additionally, is Stomper, (and we don't have a visual yet) a good representation for us? Send your replies to debby@certifiednetworker.com.



Board of Action News

Action! That describes the Board members listed below. **Deb Keller, HMH Wellness Center** has taken on a project to get our community members better connected. Don't be surprised if you get a call from her asking if you will have a one on one with another CNPer whom you may have never met. She feels that it will be the springboard for more networking involvement in our community.



CNP Board of Action

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

National Conference Call

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. Dial in September 15th. The number to call is 813-386-0137,

Once connected you will need to dial this PIN number 928.

PHOTO GALLERY, AROUND THE GLOBE

Steve Cotner, Corporate Intelligence Consultants, toured two Frank Lloyd Wright homes over Labor Day Weekend. Traveling with his wife, Debby and friends, the two couples loved seeing the famous home named Falling Waters and the less recog-

nized Kentuck Knob. Both are in Pennsylvania about a half day's drive away from the Toledo area. While Falling Waters is the home that most people want to see, Steve says, "the smaller Kentuck Knob had a friendlier feeling." It has only had two owners in its lifetime and today the second owner allows for public tours.



Steve Cotner showing off in front of the Falling Water sign.

MEMBER HORNTOOTING

Dianne Taylor

Dianne Taylor sends greetings from London. She says that all is well even though they have been dealing with the threat of terror attacks. She has been appointed as Head of College at Rochester, Kent where she will be responsible for all the academic work and developments of the college, which forms part of a new university, University College for the Creative Arts. The college is about 30 minutes south of London by train. Dianne and her husband, Colin, have just bought a new 5 bedroom home and the welcome mat is out for American CNPERS. She is hoping to introduce the CNP at her new college as her interest is in making the network international. Dianne says that it is always good to hear from the community and sends best wishes to you all.

Mary Nyitray

While the Guy Laroche Fall Eyewear Collection was scheduled to premiere at the US Vision East Expo in Las Vegas on September 2nd, it made its real debut on August 24th in Toledo, Ohio at the Mary Nyitray's Optical Arts dispensary. It is rumored that we should be seeing new eyewear looks from some of our community members.

Rebecca Booth

Marketing Goddess, Rebecca Booth, Imagine That!, is pleased to announce that her graphic design/marketing boutique is now an international company as she is working with a fitness equipment retailer in Halifax, Nova Scotia on an direct mail campaign. Rebecca credits fellow CNPer Tom Richard, Tom Richard Sales, for introducing her to this client.

Ron Bugaj and Lori Nichter

CNP graduates Ron Bugaj, Willson Builders, and Lori Nichter, NBS Office Furniture, are teaming up to provide remodeling construction and office furniture expertise and equipment to the LandAmerica Financial Group in Sandusky, Ohio. The project is expected to begin in about three weeks and be completed by mid November 2005.

MEMBERS NEWS

Jeff Long

Jeff Long, William Vaughan Company, couldn't make the September lunch because he was a little busy. He and his wife just had their third child, on Monday, September 12th. Karyssa joins big brother, Tyler, who is 3 and her sister, Abigail 2.

Beth Holt

Beth Holt, reports that Owens-Corning has picked Holt Roofing to go to a roofing conference in Dallas this November and Holt is the only Contractor they picked in the Midwest region.

Lisa Olvera

Lisa Olvera reports that the team from Corporate Intelligence Consultants (CIC) exhibited at the Ohio HR Conference on September 14-16 in Huron, OH. This conference was attended by over 500 HR managers and owners of companies located in Ohio.

Les Panczner

Les Panczner, Nikken, reports that she has been chosen as the mentoring facilitator for her BNI chapter for the new mentoring program with BNI.

Jody Zink

Loss Realty Group has recognized Jody Zink as one of the company's top producers for the second quarter in Ohio and Michigan.

Louise Kahle, Debra Gorman, Becky Pegorsch, Gabe Barrows, Laura Osborne

"The Mafia is in Toledo! The Wedding Mafia, that is. Louise Kahle, with Mary Kay, Debra Gorman of The Chocolate Shoppe, Becky Pegorsch, Lee Winters Florist, John Kuzer, JLK Photography, Gabe Barrow, Barrow's Jewelers, Laura Osborne, Laura's Frame Shop, and Greg Ruffy, Gianni's Italian Bistro have joined together as a power team and are meeting on a monthly basis outside of their BNI chapter to learn how they can better refer wedding business to each other.

MEMBERS HELPING MEMBERS

Guess who is helping our community??? Dave Achen, Brennen Financial Group, has agreed to be the official leader of the *cheer-leading squad* for the Business After Hours. CNP is not going to be exhibiting this year, but will attend to network. Dave will gather a group of grads to attend each one of these events to help

CNP and also to extend each individual's marketing reach.

Louise Kahle, Mary Kay, has agreed to help with email "bounce-backs." Louise will call to get the most up-to-date email address.

Leasa Maxx, Maxx Grafxx, Arlene Gerig, Re/Max Preferred, Dave Achen, Brennen Financial Group, and Darlene

Robinson, William Vaughan Company are meeting to review the newsletter. They will make recommendations of what should be added or changed.

Julie Kuney, Comfort Keepers and Nick Nigro, Davis College organized the Sept. Lunch. Thanks to all of you for your effort.

JULY CLASS*



Anita Dotson, American Home Mortgage our 200th student..



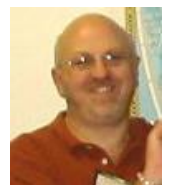
Dick Mays, First Capital Title Services, Inc



John Sams, Semprine Systems



Maria Khristov-Riverton and Mike Blair, Promedica Transportation Services



Mark Abramson, Udall & Abramson

* Rick Turner on Page 1

JULY CLASS-



Mary Fetherolf, Student Intern for Creative Financial Partners and student at UT.



Tammy Hornyak, Innovative Promotions

*Les Panczner on Page 1

WEN/BNI NETWORKING OCT 11, NOV 8

Want to practice your networking skills you learned in Module 9? The Women's Entrepreneurial Network and Business Network International link to network each month on the 2nd Tuesday of the month at the French Quarter, Holiday Inn in Perrysburg. There is no formal agenda, just a great opportunity to meet people who may be helpful to you in the future. The event starts at 5:30 PM and ends at 7 PM. Bring business cards, but even more come with an interest in your fellow networkers. It doesn't hurt to have in mind the types of people you want to meet and how many of those types will make the evening successful for you.

CONSUMERS HAVE A VOICE NOW

The article below is a reprint from WOMMA's (Word of Mouth Marketing Association) weekly newsletter dated 8/18/05. To receive the newsletter go to womma.org/newsletters.htm.

You can't make this up. A customer service representative for Comcast was tired of receiving repeated calls and complaints from LaChania Govan of Elgin, Illinois. When LaChania received her next cable bill, she found a little surprise. Comcast had changed her account name to "B__CH DOG."

LaChania didn't just get mad. She went public. Huge stories appeared in the Chicago Tribune, Wall Street Journal,

Washington Post, and others. Bloggers jumped all over the story, too. Within six hours, there were already 39 blog posts and over 16,000 links referencing the story. In an even more ironic twist of fate, Comcast was Technorati's lead advertiser when searching for "b__ch dog" and "Comcast" (one has to wonder how much this hurts them?)



THE LESSON: Customers have a voice now.

To follow the ongoing blogger reaction go to: <http://www.technorati.com/search/%22bitch%20dog%22%20comcast>

WEN PLANS ANNUAL BUSINESS CONFERENCE

CNP Grads, Linda Everhardt Kardux, Business Navigators, Linda Fayerweather, Changing Lanes and Rebecca Booth, Imagine That! are planning the 9th Annual WEN Business Conference that will happen this year at the newly revamped Toledo Hilton at the Dana Conference Center on the MUO campus in Toledo. The conference is scheduled for October 21st from 7 AM - 4:30 PM. All three women are thrilled with the program they are offering this year. Even though each year the conference provides

challenges very similar to planning a large wedding, they still have the satisfaction that they are helping the business community of Toledo to hear major keynote speakers and learn from helpful educational break out sessions.

Is your target market business owners? If so, you'll probably want to consider attending the conference, or perhaps exhibiting during the day, too. Call 419-897-9740 to receive a registration form.

CNP AT DAVIS COLLEGE AGAIN - ELECTIVE COURSE

Beginning the middle of November, Davis College will be offering college credit to registered students taking the Referral based market-

ing course AKA CNP. Nick Nigro will be teaching this elective and he says that this gives their students adaptive knowledge for the business world.

SO YOU SIT ON THAT BOARD OF TRUSTEES

Many of you will be asked to sit on a board of trustees at sometime in your career. Probably many of you do already. From the organization's point of view, you have to ask yourself, "What do I bring to the table?"

Years ago, the first board I was asked to join, was the school board of the private school my daughter was attending in the Detroit suburban area. This was my first brush with private schooling, and it was all I could do to scrape the money together for tuition. I believed that this school could help my daughter with her education even though she had learning disabilities. I was happy to pay

the tuition. Imagine my surprise when I found out that as a parent and even more so as a board member, I was expected to give more! My checkbook would only allow for a small donation, but I gave.

I learned a valuable lesson from one of the more seasoned board members that year. Dorothy Hartmann and her husband were the owners of Ziebart (rust-proofing) at that time. Dorothy said, "Board members need to know three things. They either give, get or get off!" Talk about a simple message! I have remembered that now for over 20 years. Most non-profits, need financial assistance. When you are asked

to join a board, find out if there is an expected donation from each board member and what that value is. Another way board members are expected to help is to use the connections they have to bring other money or expertise to the group. CNP can really help there, especially if you review Module two and three for the people in your networks who might be contributors. And finally, as Dorothy said, "If you can't help, don't accept the invitation, because you need to be more than a warm body to make a difference."

Debby Peters



Steve Wegner

Steve will be remembered by many of us, whether in CNP, Toastmasters, Exchange Club Center for the Prevention of Child Abuse or Banking. Leaving this world at way too young an age, Steve left behind his wonderful wife, Margie, and three young children. Those interested in doing something in Steve's memory can donate to a memorial fund for his family at any Fifth Third Bank branch or can donate to the Exchange Club Center for the Prevention of Child Abuse. Steve was the president of the Board of Trustees of that organization at the time of his death. Jennifer Alford can help you if you choose the Center for your memorial. Her number is 419-873-8500.

The funeral service will be in Columbus and there is a Memorial Service in Perrysburg at:

Grace United
Methodist Church
601 East Boundary Street
Perrysburg, OH 43551

On
Tuesday 9/27 @ 2pm

MEMBER SPOTLIGHT

Debra Greenly Gorman, owner of The Chocolate Shoppe, was a student in our very first CNP class taught in Toledo. The Chocolate Shoppe which has just celebrated its 9th year of successful business, was not a long-time dream for Debra. As she was looking for new business opportunities, her mother suggested the idea of a chocolate shop. Debra had always given chocolate as business gifts and decided that the combination of the two ideas would be a winner.

Now almost a decade later, Debra's goal is to continue to grow this business to the point where it is viable enough for someone else to purchase when the time is right. She has no desire to expand the number of locations and in fact wants to stay in her site in the Shops at Riverplace in Perrysburg.

As successful as Debra is, you'd be surprised to know that she is extremely proud of the fact that she has been able to *run* a business. She says, "You know a lot of people say that they want to start a business, but every decision: getting the right people and just making it all work is something that I didn't know I could do!"

Another proud accomplishment is her college degree which took her over 10 years to receive. Debra says, "I joined Blue Cross/Blue Shield about two weeks after I graduated high school. I was very lucky that they had tuition reimbursement and spent the first couple years at Owens. Then began the long haul at UT."

Although the shop does take much of her time, she golfs just a little with husband, Dave, and also loves to read books about current events. Mysteries are her

easy reading. Ever the organized, detail person, Debra keeps book lists for future reading. She loves getting titles from BOOK-TV on C-SPAN and from reviews she reads in business publications. She has borrowed the *Forsythe Saga* from the library which is a title from the WGTV book list.

Debra is an expert at planning and organizing especially for projects and events. She shares, "I have an ability to think of every detail needed no matter whether we are exhibiting at the Harrison Rally Days in Perrysburg, or thinking about how we're going to handle all the inventory for the holiday season." Recently, Debra spoke to all the WEN meetings in one month about how to exhibit at a tradeshow.

Debra is an active member of WEN, BNI, Legal Administrators and Perrysburg and Toledo Chambers. She is a good person to know!



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, PO Box 1121, Perrysburg, OH 43552 or fax to 419-833-1566.