

MAKING MORE MONEY

Word of Mouth Matters - Helping Each Other's Success

DATES TO REMEMBER

July CN lunch	July 18
Next evening class	Jul 18
Educational Preview	Aug 11
Next Toledo day class	Aug 18
Graduation Mixer	Aug 24
Next Sat. class	Sept 16

Number of members in our CN Community is
292

Where is CN Giving Networking Presentations?

- **June 23, Toastmaster Regional conference, Ann Arbor, Debby**
- **August 18th, Educational Preview, BGSU, Continuing Education, Bowling Green, Debby**

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.

WASHING CARS IS IN THE FUTURE

The CN Board of Action, the new grads and everyone in the community worked to make our May 23rd graduation the largest ever. Just over a hundred people attended to support and cheer for the participants from three classes. This of course means that Debby will be washing the cars of each of the board members at a picnic in July.

The buzz was loud, the food disappeared, and the bar line was long. But no one seemed to mind too much as there was plenty of opportunity to meet new contacts. Doug Clark our MC for the evening started the formal part of the event by asking grad Sue Dubowski's daughter, Allison, to marry him. (He gave apologies to his wife,

Marcia, in advance.) You'll have to ask Doug about this the next time you see him at an CN event.



Three class MVPs were announced by the Graduate Assistants from each session. Phil Bollin, Bollin Wealth Management, from the Feb 10th class said, "while CN could not quite measure up to his University of Michigan, MBA, it was pretty valuable." Rebecca Booth, Imagine That!, demonstrated the way class MVP, Casey Fischer, Toledo Free



Press, sat during the first session of the March 4th class. Mr. "I love to cold call," had a complete change in attitude by the time the series was done. Constance Schultz, Reliv, of the February 17th Whitemen Center class said, "I only did what I was supposed to do during the course."

The Board of Action dedicated themselves to making sure everyone felt welcomed and at home during the event. From registration to helping at the name tag table, they drew guests in and helped to make the event a success. Next graduation is August 24th, and you never know what you'll miss if you don't attend.

HOW TO HEAR THE NAME TAG GUY

There are still registration opportunities available through Debby for the WEN conference on September 22nd. Scott Ginsberg, the name tag guy, will be the keynote speaker for the morning. CNers can save \$29. While September sounds

very far away, before you know it the leaves will be turning colors. Don't miss this wonderful opportunity to hear a nationally recognized speaker. Scott's new book, *How to Be that Guy*, will have been published in July. The title comes from the fact that many people come up to

him and say, "Hey, are you that guy..."

To reserve your spot send a check for \$70 to Debby. The check should be made out to CNP of Ohio, Ltd.



**Board of Action
News**

The strength of our community is in the volunteers who help to make our events run smoothly. Want to be on the front line? Offer to take money at the monthly lunches. Nick Nigro loves that job because he gets to meet each person. He is however, willing to share.

CN Board of Action

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

Please be sure to thank this group. They actively help to make your community fun, strong and connected.

ED PREVIEW SHOWS CN TO OTHERS

If you've ever tried to explain the CN course to someone, you know how challenging that can be. We have found that the Education Previews does just that. In two hours the participants get a sense of the course series, and gain some helpful knowledge to use even if they decide not to

register for the class. We do reserve the last 15 minutes of the session to talk about how to register and what class dates are available. At the last preview Sandy Pirwitz, a recent grad, shared her experience of the course during that time period. While we do talk about registering, there is no pressure. Our next Educational Preview is Au-

gust 11th at Toledo Area Community Credit Union from 9 - 11 AM. Invite that one person you've been trying to get CN trained. Please register that person in advance as we do have limited seating.



MEMBER HORNTOOTING

Pat Mousseau

In this very tough Real Estate market where listings are up 18% over last year and buyers are scarce, Pat Mousseau's Team at Re/max Central has managed to sell a home every 4 Days. Plus they have sold over 1/3rd of the team's listing inventory.

Deb Keller and Sandy Pirwitz

Deb Keller, HMH Wellness Center and Sandy Pirwitz, Sandy's Stuff for Women, have started their own networking group focused on pregnant women and their needs.

Louise Kahle

Louise Kahle, owner of Take The Time: Image Matters!, is very excited to have completed a 10 day workshop in Norfolk, Va. with Sandy Dumont, The Image Architect. Louise is now a graduate of the Impression Strategies Institute. In addition to speaking about professional image, Louise is now doing image consulting with men and women on an individual basis.

Dave Achen

Dave Achen, Brennen Financial, recently reached a significant milestone. He donated blood and the last time he donated it was the 9th gallon! Dave started donating blood 30 years ago and has been doing it ever since. He feels very good about being able to help save someone's life.

Phil Bollin

Phil Bollin has recently launched Bollin Wealth Management as an investment advisory and wealth management firm. Bollin Wealth Management will continue to offer its investment advisory services through Modern Portfolio Management, located in Arrowhead Park in Maumee.

Joani Algieri

Joani Algieri, Ultimate Body, Mind and Spirit, attended the BNI conference in Phoenix, AZ where she sat through the training to become an assistant director. Joani will be helping to form new chapters and will visit existing chapters.

CN MEMBER LUNCHES

What happens at the monthly CN member lunch at the Spaghetti Warehouse? Of course, good Italian eating is the background for this gathering of community members. There are many benefits beyond the tasty food.



For the June lunch, Deb Keller, HMH Wellness Center, helped to check people in and take payment for lunch. This is a coveted job, because it gives the money-taker the opportunity to meet each person attending the lunch.

Tim Speweik, Mail Works!, ably handled the Master of Ceremonies duty. He encouraged attendees to introduce themselves and tell one idea they had planned for summer vacation. If you didn't have an idea of what to do this summer, there were thirty great ideas, including riding bikes every night after supper, going to all the water parks in one day, planning for a daughter's fall wedding, weeding the garden, attending a family reunion, going white water rafting, attending a concert and renting a cottage. What this type of sharing does, is to help



others to know the common interests they might have with another member.

Leasa Maxx, Maxx Grafx shared a tidbit from Scott Ginsberg's, *The Power of Approachability*. She paraphrased Scott, "When someone asks you how you are and you say, 'fine,' that is an answer that says *feelings I'm not expressing*. Instead come up with a *fruit flavored answer*." When you see Leasa the next time ask her about the waiter's answer to her question of, "how are you?" Louise Kahle, Take the Time, Image Matters, demonstrated how to position yourself when the camera is pointed in your direction.



Pat Convery, Ameriprise Financial, attended lunch for the first time. His comment afterward was, "The CN lunch was a lot of fun! I enjoyed meeting new friends and sharing my 60 second message with the group. What an exciting way to expand my business."

Are you missing the camaraderie of the monthly lunches? The next one is July 18th at 11:30 AM - 1 PM. The lunch fee is \$11.

Mark Abramson

As of July 1, 2006, Mark Abramson will be joining the law firm of Robison, Curphey & O'Connell. As of that date, he can be reached at (419) 249-7900, or via email at mabramson@rcolaw.com. His new address will be Four Seagate, 9th Floor, Toledo, OH 43604.

Anita Dotson

As of June 1st, Anita Dotson has become the Tenant Screening Specialist at Corporate Intelligence Consultants. Her new address is PO Box 444, Perrysburg, OH 43552. Contact Anita at 419-874-2201 or adotson@corpintel.com

JUNE CN LUNCH



Deb Keller, HMH Wellness Center, was the money taker this month.



Pat Convery, Ameriprise Financial, Amanda Ballard, Heidelberg College, and Leasa Maxx, Maxx Grafx, share fruit-flavored answers.



Julie Kuney, Comfort Keepers, asked for permission to bring new staff member, Jan Stainbrook to introduce her to CN.

WHERE'S SHERI?

At our March 30th graduation, Sheri Bokros, The Mannik and Smith Group, was honored as the class MVP. Try as we might, we cannot find a picture of Sheri in our photo gallery. Must have been the night the camera batteries failed early in the event. Course trainer, Merri



Bame, Breaking Down Barriers, told how Sheri seemed to grasp the information and then put it to work. Sheri's favorite charity is the American Red Cross, and two representatives were at graduation to receive the check, and tell us a little bit about the organization.

Merri let this class off the hook, by not announcing homework points, but we can promise that

homework points will always be announced in the future, no matter how low they are.

Nick Nigro also talked about his "for credit" class that had just completed at Davis College with 24 students. Catina Fletcher represented the members at the event saying that she could not wait to have a job where she could employ all the skills learned during class.



Two great smiles from Beth Holt, Holt Roofing and Mary Nyitray, Optical Arts.

COMMUNITY NETWORKING LISTING

June 2006



23rd~Davis College Golf Scamble "Fore" Scholarships, 8 AM, Bedford Hills Golf Club, Contact: Todd Mathews, 419-473-2700

26th~WEN Lunch Meeting, 11:30 AM - 1:30 PM, The Clarion, Contact: Linda Everhardt Kardux, 419-536-6732

26th~Sylvania Chamber of Commerce, Annual Member and Guest Golf Outing, 11:30 lunch, 1 PM shotgun start, Contact 419-882-2135

July 2006

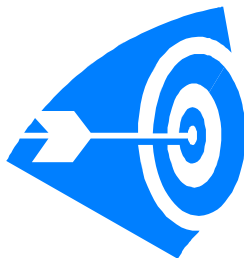


12th~WEN, AM Meeting, 8:00 - 9:00 AM, The Clarion, Contact: Linda Everhardt Kardux, 419-536-6732

12th~Perrysburg Area Chamber of Commerce Golf Outing. Riverby Hills Golf Course, 16571 W River Rd, 11:30 AM shotgun start, \$90/person. Contact 419-874-9147

WHAT'S YOUR TARGET MARKET?

You may have received a call from Tim Speweik, Mail Works!, Kelly Cusack, Edbridge, Renee Bergmooser, Toledo Free Press or Karen Slawinski, NBS, asking you to share your target market with them. The reason Tim initiated this project, is that he realized that with all the members in the CN community, there could be many who have similar target markets, but without tracking this information, it would just be luck if those people connected.



Meredith Moore, Huntington Bank and Darlene Robinson, The William Vaughan Company, are an example of this, and luckily they were connected by David Bodner, Seymour & Associates, Mass Mutual, who happened to hear each of them talk about their *transportation* target market.

Obviously, the narrower your target, the more easily Tim will be able to connect you. If you can't decide which one to choose, Tom Stanley, author of *The Millionaire Next Door*, says, "Just choose one, it really doesn't matter." What does matter is that you can be helped by this volunteer team, and you'll know best where to network.

ADJUSTMENT TO COMMANDMENT #2

We've all been through Module 9 and learned about the Commandments of Networking a Mixer. I've found that the Ann Arbor Area Chamber event called "Networks!" is a great place to practice these skills.

The "Networks!" model starts with an initial free networking time, and then after we are all seated, each person is allotted a maximum of ten words in addition to his or her name and company to introduce themselves. This is when you really want to get your emotional-based marketing message out there and include as much of your target market as possible – not easy with only ten words! Immediately following these introductions we have the 10-15 minute "Power Mingle" in which we each try to hook up with those who piqued our interest.

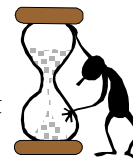
The only problem with this set up is that people will start getting into *conversations*. Maybe their goal

(Commandment #2) is only to meet one person. More likely, they're comfortable chatting with the one person they've found, and don't feel like stepping out of their comfort zone for the five or ten other people in the room with whom they might also be able to create a great relationship. I know I've been guilty of that in the past. This last time, though, I decided to follow Commandment #3, "Act like a host, not a guest". Instead of getting into *-conversations*, I intentionally looked around for those who were standing alone (quite often the newer folks). I



also changed from "How can I work with them?" to "How can I help them?"

Wow! What a difference! I met a gentleman who provided sales training and put him in touch with another who did marketing training. The last I saw of them, they were exchanging cards and planning to meet about possible joint ventures. I met a first-time visitor who was complaining that his website wasn't getting as much traffic as it used to. Now, I could have tried to sell him on my own business. It's not a perfect fit, but I might have been able to help. Instead, I put him in touch with a new member whom I'd met, who specialized in enhancing existing sites to increase the number of return visitors. As a result I've got the start of a good relationship with both of them. Finally, just before the emcee closed Power Mingle, I saw a visitor who was standing alone and looking a bit lost. After introducing myself, I found that she was a representative of a local marketing firm who was in need of a good website developer. We've since met for lunch and she will be sending me the details of a project she would like to work on with me.



By changing my focus and stepping out of my comfort zone, I was able to help several other people and, just as important, make that final contact for myself. From now on, my Commandment #2 will change from how many people I want to *meet*, to how many people do I want to *help*.

- Greg Peters, Cyber Data Solutions

GRADUATE ASSISTANT ORIENTATION

Our first ever orientation for Graduate Assistants, was held on June 8th, with nine CNers in attendance. Linda Everhardt Kardux, Business Navigators and WEN, championed this project and also led the session. While our GAs of the past have done a great job, we have not helped them at all. Basically the training was, "here is the manual, read it and be ready."

What was so important for the GAs to know is that they really are an expert, even if they don't think they are. The new students know so much less than someone who have been

through the course only once. GAs are not expected to be



modeling perfection. If they were, we'd have to let them teach the course. What is so helpful about having a GA in the classroom is that they can share examples of how they are beginning to use the CN information. A benefit they gain is getting to link with the trainers before class for a

mini coaching session. The trainer helps the GAs to be ready to give appropriate responses and examples during class. Pat Convery, Ameriprise Financial, who is a current GA for the Friday morning class said, "It is great to be at the back of the classroom taking the course from a different point of view, but even better are the conversations I get to have before class."

The next orientation is scheduled for August 10th. Even if you are not sure about being a GA, attending this session will help you to make that decision.

MEMBER SPOTLIGHT - ANGIE WEID

As many of you remember, Angie Weid, Organized Solutions, traveled to Alaska to help with a week long Habitat for Humanity Global Build Project. She not only had to pay her own expenses, but also had to raise a certain amount of donation money. Angie wrote, " I would highly recommend a Habitat Global Village trip. From what I understand from others, Alaska's trip is one of the toughest compared to the others available.



Habitat for Humanity started in the US in 1976, only 30 years ago, but today its work reaches around the world. Its mission as a nonprofit, Christian housing ministry is to

eliminate poverty housing around the world. Currently, more than 2,300 affiliates are at work in all 50 states and 96 countries. Local affiliates build and renovate houses in partnership with people in need and then sell the houses to the homeowner partners. These partners are selected based on their need for housing, ability to repay a no-profit mortgage and wiliness to partner with Habitat putting in hundreds of hours of sweat equity on the construction of houses.

One local affiliate, Maumee Valley Habitat for Humanity, plans to complete 17 homes in 2006, including a "blitz build" where 7 houses will be built in 7 days.

The picture of Angie is at the top of Flattop Mountain" in Anchorage, Alaska (about 2,000ft elev.) taken around 11:30pm. Angie said, "this was the most difficult hike I have ever done. The last bit was hand-over-hand rock scramble-I was scared going up, but even more coming down! Plus I did it after 8 hours of work on the Habitat construction."

You won't want to miss the chance to talk with Angie at the next CN event.

COMMUNITY NETWORKING LISTING

July 2006 continued



13th, Networking Breakfast, Sylvania Chamber of Commerce, 7:30 AM, Sr. Citizens Center, contact 419-882-6245

18th~WEN PM Meeting, Heidelberg College, 4:40 - 6:00, Contact: Linda Everhardt Kardux, 419-536-6732

20th ~ Sylvania Chamber, Business After Five, 5:30 – 7:00 PM at Reve Salon and Phillip's on Main St, Sylvania

24th~WEN, Lunch time Meeting, 11:30 AM - 1 PM The Clarion, \$10 for lunch Contact: Linda Everhardt Kardux, 419-536-6732

26th-Toledo Area Chamber of Commerce Annual Clambake. Toledo Botanical Gardens, 6-10 PM, \$75 /person, contact (419) 243-8191

Additionally, every Thursday there is a Farmer's Market in downtown Perrysburg from 3-8 PM. Fresh fruit, vegetables, baked goods and unique gifts are offered for sale. Meet friends, do a little shopping and then head to one of the many restaurants to learn a bit more about those friends.



CNP of Ohio Ltd

PO Box 1121
Perrysburg, OH 43552

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

Check out the
website at
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Stamping Out Cold Calls



Check out the new blog at
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Become Part of the Blog

The networking blog at 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 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 (\$799 - Check, VISA, MasterCard, American Express)
- _____ 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)
- _____ Option 5 (Educational Preview) registration fee of \$10

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.