

# MAKING MORE MONEY

CN Blog

[www.cnpofohio.blogspot.com](http://www.cnpofohio.blogspot.com)

Word of Mouth Matters - Helping Each Other's Success

[www.cnpofohio.com](http://www.cnpofohio.com)

## DATES TO REMEMBER

<b>June CN Lunch</b>	<b>Jun 19</b>
<b>Friday class</b>	<b>Jun 1</b>
<b>5th Birthday Party</b>	<b>Jun 21</b>
<b>July CN Lunch</b>	<b>July 10</b>
<b>Educational Preview</b>	<b>July 13</b>
<b>Next graduation</b>	<b>July 17</b>
<b>NW State College Educational Preview</b>	<b>Aug 3</b>
<b>NW State College Fri-</b>	<b>Sept 14</b>

Number of members in our CN Community is **360**

## Where is CN Giving Networking Presentations?

Debby and the training team welcome opportunities to speak about networking and relationship building.

- **June 15, Flag City Online clients, Debby**
- **June 28, Talkshoe podcast, [www.talkshoe.com](http://www.talkshoe.com) or 724-444-7444 pin # 17531 Debby and others**

24 hours of CEUs for Ohio CPAs and Realtors.

Call 419-833-5182 to register.

## COME CELEBRATE OUR 5TH BIRTHDAY

Your marketing committee has organized a celebration to mark CN's Fifth Birthday. It seems impossible that already a half decade has gone by since John Meyer and Kevin Carmony asked Debby to partner with them to bring the Certified Networker to Ohio. Over 350 people have taken the course in this area. Some use the information more than others, but we all have the same idea of asking, "What can I do to help you?"

Keeping that mantra in mind, the committee decided to have a BBQ party inviting only CNers and their families. To help the parents and grandparents network, there will be fun games and activities for

the children.

The event will be held at the home of Debby Peter's just four miles south of Perrysburg at 23250 McCutcheonville Road from 6 - 10 PM on Thursday, June 21.

Children of all ages can enjoy 'catch and release' fishing. Bring your rod and tackle and watch the fish jump onto your hook. Be aware that the fish are good-sized. CNER Holly Hollister, Savage & Associates, who has had the privilege of fishing with his children at the pond says, "I was afraid that the fish were going to pull the kids in!"

If the weather cooperates, swimming and kayaking will be

available also.

For the kids, Jennifer Alford, Creative Financial Partners, will provide face painting and toss games. Greg Peters, Cyber Data Solutions, will be teaching and leading others in the new cup stacking game that is sweeping the nation.



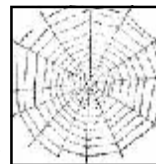
Reservations are required no later than June 14. Call Jennifer Alford at 419-873-8500 x 1010. Adults will pay \$15 and children are \$5 for the BBQ dinner. Payment is expected with reservation.

## LET THE NUMBERS TELL THE STORY

We all know that networking is a good thing. Recently, on two separate occasions, I experienced an "A-ha!" moment regarding the true power of networking and word-of-mouth.

In the first instance, I was setting up my account on LinkedIn. This is an online social networking service which allows you to track your immediate contacts and provides tools to help you form new relationships through introductions. As you add more connections to your personal network, the system shows the number of people

who are in your extended network. Now, I had around 30 in my immediate network (one step away). At two steps (the connections of my connections) I was already up to over 500 people in my network. Going one step further put the total at over 100,000! Oh, sure, they aren't all *good* connections, but it amazes me how quickly those numbers can grow.



My second "A-ha!" came when I was talking to a friend about the various projects I had done in my business over

the years. As I was describing some of them, it suddenly occurred to me that well over 90% of them could be traced back through a string of relationships to my very first project and the guys I helped over ten years ago. Who knows where I would be now if I had known then how better to take care of my network!

I'm sure that we've all experienced these moments of discovery where we see how interconnected we all really are. I'm just glad I now have the training to understand exactly how powerful a good network can be.

-Greg Peters

Cyber Data Solutions

**DATE CHANGE:**

To help The Spaghetti Warehouse celebrate their 25th Anniversary, we will have our monthly lunch one week earlier than normal on July 10. It will be the same time of 11:30 AM. **Lunch that day will only be \$7.50.** As usual either check or cash, please. **Invite a guest for this lunch only.**

**CN Board of Action**

Jennifer Alford  
 Dave Achen  
 Merri Bame  
 Julie Cantu  
 Doug Clark  
 Joani Donovan  
 Arlene Gerig  
 Brent Gray  
 Sue Greene  
 Linda Everhardt Kardux  
 Karen Kiemnec  
 Julie Kuney  
 Linda Kuns  
 Jeff LaCourse  
 Matt Lee  
 Leasa Maxx  
 Nick Nigro  
 Sandy Pirwitz  
 Tim Speweik  
 Darlene Robinson  
 Angie Weid

Thank you to Sandy Pirwitz and Nick Nigro for their eagle eyes that edited this month's newsletter.

**MEMBER HORNTOOTING****Peggy Mathews**

Peggy Mathews, Shaklee representative, shares that Shaklee's *Get Clean* products were featured on *Oprah* on April 20. Follow this link <http://www.shaklee.net/pws/library/flash/getclean-tv2.html> to see the footage.

**Debbie Papay**

Debbie J. Papay, Attorney, was the 2007 Davis College Commencement Speaker at Stranahan Theater on May 4. Debbie is a graduate of Davis College.

**Michael Temple**

Michael Temple, Temple Development Company, has been nominated for the 20 under 40 award. This award is an annual event where 20 young community leaders are recognized for their contributions to the community. The winners of this award will be chosen in September at an annual event.

**Darlene Robinson and Debby Peters**

Darlene Robinson, The William Vaughan Company and Debby Peters, Certified Networker will be rowing in the 2007 Dragon Boat Races again on July 28, 2007 at International Park!

**Barbara Mullholand**

Barbara Mullholand, USANA Health Sciences, and her family are traveling to Dallas, Texas for the Memorial Day Holiday weekend. While there, Barbara will also be training with her USANA business associates in Dallas. The training makes it a business and pleasure trip and a tax write off at the end of the year. What a great way to mix business with pleasure.

**Lisa Litalien**

Lisa Litalien, Manager of Corporate Services for Central Travel would like to announce that Central Travel received the 2007 Torch Award. The Better Business Bureau presented the award for a medium sized business at its 6th annual Torch Award for Marketplace Ethics event on May 1, 2007. The Torch Awards are given to just three companies, small, medium, and large-sized, whose business practices exemplify ethics, integrity and exceptional customer service.

**Greg Peters**

Greg Peters, Cyber Data Solutions, is proud to announce the successful completion of a web development project with the Michigan Venture Capital Association. The system launched on May 11 and they've heard nothing but rave reviews from the MVCA members.

**Julie Kuney**

Julie Kuney, Comfort Keepers, would like to share that her office will be receiving The President's Club Award at their annual conference June 1, 2007. The award is reserved for the top ten percent of all offices that meet standards of excellence.

**Mary Lou Vargo**

Mary Lou Vargo, National City, participated in Reality Day at Leverette Jr High on May 23. Students picked a career and family choice (married, 2 children, 2 cars, etc) then picked up their paycheck, and proceeded to the bank to deposit their check. In turn they paid their bills and at the end of the day they determined if the choices they made were reality. Over 120 students participated, so Mary Lou was busy being their banker for the day helping them see how the real world operates!

## MEMBER HORNTOOTING

Jody Zink

Jody Zink, Loss Realty Group, also does freelance voiceover work. She is especially proud of two new clients in Detroit. She recently voiced radio and television spots for the Detroit Free Press and Buffalo Wild Wings.

Mary Ann Mills

Mary Ann Mills, Sulphur Springs Realty, has been nominated for President Elect for Women's Council of Realtors. She accepted and was sworn in on May 1. She is extremely proud to accept this position. She will assume the position of president in 2008 for the Toledo Chapter.

Beth Holt

The Safety Council of Northwest Ohio and the Division of Safety & Hygiene are pleased to congratulate Beth Holt, Holt Roofing/Construction. Holt was recognized at the 53rd Annual Industrial Awards Banquet on May 24, 2007.

Jeff Pettit

Jeff Pettit, Artistic Memorials, recently refinished the veteran's memorial at Lake Township Cemetery in time for their Memorial Day celebration. The granite and bronze memorial had been in place since the 1950s and had seen better days. Jeff lives in the Lake Township community and provided this at no charge as another way to give back to his community.

Nick Nigro, Matt Lee and Debbie Papay

CN Graduates Nick Nigro, Davis College, Matt Lee, Accessible Renovations and Debbie Papay, Bayer, Papay & Steiner, teamed up to raise \$500 for the Toledo Humane Society's "Bark in the Park" annual walk. Nick was the winner of the \$50 gasoline card offered by Debbie for the team with the most pledges. Way to go, Nick!

Bob Rank

At the Sylvania Chamber of Commerce Expo, Bob Rank, BORB Enterprises, was named the volunteer of the year for the Sylvania Chamber of Commerce. Bob has been involved in the Sylvania Commerce Arts and Craft Show and is a current Board Member serving as Chairman of Membership/Program Committee. Bob was in the original CN class.

Debi Roth

Debi Roth, FedEx Services, reports that since she is new to Florida, she has been working to get involved and meeting people. Her network may be small but it is growing. She was just nominated for Treasurer of the Central Florida chapter of the Institute of Internal Auditors (IIA). She and her husband have just purchased a home and are getting settled. She also hired CNER Terry Williams, Action Mechanical, to do some work on her home in this area to get it ready for sale.

Kathy Stringham

On May 11 Kathy Stringham, Coffee News of Monroe, graduated from Leadership Monroe, a program of the Monroe County Chamber of Commerce, which spanned nine months and taught the participants about the community, beginning with a weekend team building retreat.

Deb Keller

Deb Keller, HMH Wellness Center, has been asked to be the Dean of Students at the Healing Arts Institute (HAI), a local Massage Therapy School, in Perrysburg, Oh. She will be recruiting prospective new students, working with current students at HAI, coordinating all continuing education for Licensed Massage Therapists, placing graduates into jobs and marketing for the school. She will also maintain her private practice at HMH Wellness Center.

**JOIN US TO  
HONOR  
THESE  
PEOPLE AT  
THE JULY 17  
GRADUATION**

Come find out who all these people are!

Friday Morning Class



Thursday Evening Class



Findlay Class



## COMMUNITY NETWORKING LISTING

### June



**6th-WEN BG meeting**, Frickers, 11:30 AM - 1 PM

**13th-WEN morning networking meeting**, Clarion Hotel, 7:30 - 9 AM

**7th - Bowling Green Chamber 5 Minute Networking**, 10:30 AM - 1:00 PM

**10th - Toledo Chamber EPIC Race**, The Toledo Club 5:30



**19th-WEN late afternoon meeting**, IDDM, Heidelberg College, 4:30 - 6 PM

**20th-Ad Club**, The Toledo Club, 11:45 AM - 1 PM ☺

**21st-WEN West meeting**, Sports Center, 11:30 AM - 1 PM, \$10

**25th-WEN Luncheon meeting**, Clarion Hotel, 11:30 AM - 1 PM. \$12

## NETWORKING THAT FITS LIKE A GLOVE

BY LEASA MAXX, MAXX GRAFX

**C**N's module seven (Working with Contact Spheres) offers five steps in selecting the groups with which to make profitable business connections.

Much like the CN course itself, I believe you get out of your networking group as much as you put into it. It's about participation and developing relationships. Recently, I took a close look--using the CN tips as a guide--at how one of my groups is working for our business.



I have been part of the *Relationship 2 Referral (R2R) Partners* group since 2005, when 8 of us got together for the sole purpose of "helping members achieve professional success through personal introductions, high quality referrals, and the sharing of business best practices." That is our mission today. And, in the last two years, we have grown to 19 members strong.

On the surface, we may look like other referral-based networking groups. Digging a little deeper, I see both similarities and key differences:

It's true, only one profession is represented in each group; members take turns giving both

short and detailed business presentations; and we always make time for open networking. While substitutes are permitted, attendance is encouraged so that members can foster meaningful business relationships with each other.

Here's where we are a little different: all members have a business-to-business focus; we meet face-to-face just twice monthly; and there are no dues to join.

A fair amount of business is passed too – along with announcements of other networking events, speaking engagements and volunteer opportunities. Directly or indirectly, each of us works intently to find ways to make each other successful and profitable.

R2R Partners embraces technology, professional development and good clean fun to stay connected outside of regular meetings by getting together virtually through a Google Group page. There, we post more opportunities to network, challenges we're having, as well as testimonials about our members.

Join me at the R2R Partners June 7 Visitors' Day at the Mannik & Smith Group. Networking begins at 8 a.m. sharp. Drop me a note ([leasa@maxxgrafx.com](mailto:leasa@maxxgrafx.com)) or call at (419/868-6688) and let me know you'll be there.

## STEP IN THE RIGHT DIRECTION BY NICK NIGRO

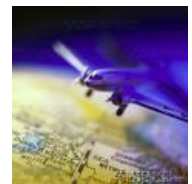
**F**or years, I have been dropping my stray coins into a jar behind my bedroom door. When I count the money, I am surprised how much I have collected. Making small changes in our daily life can add up over time as well. Perhaps, picking up the book *Small Change* by Susan and Larry Terkel is just the recipe for your reading pleasures during the approaching summer months.



Making small changes in your daily habits- such as your meals and snacks, your relationships, your work, or even your leisure – and watching those changes gradually turn into a much healthier, happier, and more satisfying journey through each day is awfully inviting.

Isn't it true that a one degree angle is difficult to draw on a piece of paper? However, if a flight from New York to Los Angeles is off course by

just one degree, the plane could end up in Mexico. We drift off course, too. What seemed like a fabulous career has become tedious. That great relationship has lost its luster. Like a pilot, we find our selves off course. Now, you can respond by putting on a parachute and jumping off the plane or you can choose to keep the plane on course. This book encourages us to stay with the latter.



This step-by-step guide is highly recommended by this reviewer. The stepping stones to success are always under construction. *Small changes* are easier than big makeovers. *Small changes* add up to big benefits over time. *Small changes* are more consistent with human nature. Just perusing this little volume might be the inspiration that you need to create a new you, one step at a time. Do it for yourself and those you love. What are you waiting for?

## USING NETWORK PARTNERS

We all know how important it is to give back to those referral sources that have provided us with business. Judy Gorun and I recently made the decision to give back to the community that we both live in. We developed our *Spring Seminar Series* with varied programs in an attempt to reach as many residents as possible.

Our first event was a fashion show and it was a huge success! The second one focused on the many aspects of home ownership. Calling on our resources, we had a stager, an appraiser, a home inspector, a home warranty provider, a title agent and a mortgage loan originator on hand to explain their services



and benefits. They dispelled the myths of home ownership.

In order to manage this series, we called on sources from BNI, clients, colleagues and the CN community. It is a wonderful position to be in having all these people at our disposal. Better yet that they know how to make us look good!

Arlene Gerig, Re/Max Preferred

## MEMBER SPOTLIGHT - SHIRLEEN & CHUCK KISTNER

Early in her life, Shirleen Kistner decided she did not ever want to have her own business or to be married to someone who was in business for himself. Isn't it interesting how life unfolds? Two and a half years ago both Shirleen and her husband, Chuck, started their own businesses and they both love it! Shirleen must be very good at what she does because she recently won the *Entrepreneur of the Year Award* for alumni at Lourdes College.



dream.

The same year Shirleen opened her shop, Chuck started

his own business, Allied Flooring, providing full service floor covering from sales to installation. Like his wife, he also loves helping others but in his business, he helps others by enhancing their homes with the right products. He recently hired their son and is pleased to be building a family business that will be his legacy to their son.



and formed relationships with more people in the last year since being introduced to CN and BNI than in the previous ten years!

Both of them agree that one of their proudest accomplishments is the success of their 27-year marriage as well as raising two children, a daughter who teaches in South Carolina and a son who is part of the floor covering business. The family also includes their dog Snuggles who serves as a kind of therapy dog and a diversion for men and children in her yarn shop.

Gardening is a hobby they share and in 2004, they won the *Yard of the Month* in Bedford Township and they have taken on maintaining and planting the island in their cul-de-sac in their "spare" time. Besides their hobby, it means a lot to both of them to help others. Chuck says when he's having a bad day, he does something good for others to help him feel better and Shirleen firmly believes in the motto, "givers gain."

-Karen Kiemnec, Stampin' Up

In 2004, after deciding she was tired of the corporate world, Shirleen opened her own business called Vintage Yarns. She teaches women to knit but has taken her craft into an unexpected direction...most of her clients are cancer patients. She offers them an opportunity to get their minds off their disease and to feel a sense of accomplishment at a point in their lives when they most need it. For Shirleen, helping cancer patients gives her a sense of fulfillment. She makes a difference for others, and she is following her



## PODCASTS

**What is a podcast?** It is a audio presentation via the telephone *and* the Internet. Interested people can listen and participate via the phone or they can "view" who is on the podcast, type in questions, and also listen at the same time via the website. Most podcasts are recorded so they can later be listened to or downloaded to an electronic listening device like an iPod. Go to [www.talkshoe.com](http://www.talkshoe.com) and search for **Networking on the Chin** to listen to several recordings that Debby has made. **Sandy Pirwitz, Sandy's Stuff for Women**, was interviewed on May 24 for her insight on handing out business cards.

### Golf Outings

- **June 4**, Sylvania Chamber, Highland Meadows
- **June 22**, Davis College Foundation, Bedford Hills
- **July 13**, BNI Golf Outing, Riverby Hills Golf Course
- **July 16**, Maumee Chamber, South Toledo Golf Club
- **July 18**, Perrysburg Chamber, Riverby Hills Golf Course



CNP of Ohio Ltd

PO Box 1121  
Perrysburg, OH 43552

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

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website at  
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*Stamping Out Cold Calls*



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# 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 (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 (\$1299 - Check, VISA, Mastercard)  
\_\_\_\_\_ Option 2 (3 monthly payments of \$446 - Credit Card Only)  
\_\_\_\_\_ Option 3 (6 monthly payments of \$226 - Credit Card Only)  
\_\_\_\_\_ Option 4 (9 monthly payments of \$154 - Credit Card Only)  
\_\_\_\_\_ Option 5 (18 monthly payments of \$79 - Credit Card Only)

**Credit Card Information: (Circle one) - VISA Mastercard**

**Card Number:** \_\_\_\_\_

**Exp. Date:** \_\_\_\_\_

**CID #:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

Your Credit Card Statement will read "CNP of Ohio, Ltd"

**CANCELLATION POLICY: Cancellations received less than 14 days prior to the course start date will incur a \$100 processing fee**

**You can fax this registration to (419) 833-1566 or submit to: PO Box 1121, Perrysburg, OH 43552**