


 iwil

 Illinois women
in leadership

together we will

IWIL CALENDAR 2008

MARCH

Date: Thursday, March 20
Time: Luncheon (11:30 a.m.)
Location: Hoogland Center for Arts
Program: "Giving Feedback on Performance: An Easy 5 Step Process" with Pat Kelly

APRIL

Date: Thursday, April 17
Time: Breakfast (7:30 a.m.)
Location: Sangamo Club
Program: IWIL Scholarship and GEM Awards program

MAY

Date: Thursday, May 17
Time: 5:30 – 8:30 p.m.
Location: TBA
Program: IWIL Annual Meeting and Social

JUNE

Date: Thursday, June 19
Time: Luncheon (11:30 a.m.)
Location: Inn at 835
Program: "Mentoring: The Key to Success" with Linda Dillon

PRESIDENT'S MESSAGE

"Say Hello to Someone New"

Karen Loeb Westbrook, IWIL President

Space has been an interesting place lately; a lunar eclipse, a daring space walk and the shuttle returning to earth. Each activity evokes a different response in every person. For me the eclipse is calm yet breathtaking, the space walk is daring and exciting and the shuttle returning to earth is tense yet awe inspiring.

Our February speaker reminded me that meeting people or networking can evoke different responses from different people. I admitted at the meeting that I found my first several IWIL meetings very daunting.

I had the "space shuttle landing" tense feeling in my stomach. Sixty women who all know each other and I was not in my comfort zone. And, what did I have to talk about? I had a new job with a company no one ever heard of and probably could care less about. So, in addition to following Kathleen Steven's around, I reached back to a little trick my mother taught me. If you are a good hostess, you can walk into any room and pretend it is your party. Find the person who isn't talking to any one and go talk to her. Suddenly, the meeting became the lunar eclipse; calm yet breathtaking.

These feelings were soon followed by my spacewalk, daring and exciting (actually Kathleen forgot to tell me she wasn't going to be at a meeting so I was given a little push.) culminating in my Shuttle landing, that tense but awe inspiring feeling before each meeting. (I know we have fabulous members, I just worry no one will show up.)

I will have on my hostess hat at the next meeting. We have terrific members who are bringing a large number of guests to our meetings. We have wonderful new members. There are a number of different organization women leaders can join for networking.

Let's go out of our way to make them feel welcome and appreciated as they begin their journey with us *To Infinity and Beyond!*



IWIL CREDO

"I WILL..."

...make things happen,
...promote professionalism
...seek educational opportunities
...mentor,
...participate,
...encourage others,
...climb the ladder,
...empower others,
...educate the world,
...make a difference,
...do more than my part,
...provide the initiative,
...take action,
...implement ideas,
...be involved in the process,
...give back to the community,
...and leave a legacy."

IWIL SCHOLARSHIP COMMITTEE

AWARDS TO BE ANNOUNCED AT APRIL 17 MEETING

After careful review of 35 qualifying applicants for the IWIL High School Scholarship and Chrysalis Scholarship, the Committee submitted nine candidates to IWIL leadership for interviews. The interviews have been conducted and our four award winners will be revealed on April 17. Plan to attend! And learn more about IWIL Scholarships online at www.iwil.biz.

IWIL PROGRAM RECAP

THE INS AND OUTS OF NETWORKING

IWIL FEBRUARY MEETING RECAP

Mary C. Croft, CLTC, of Herr Capital Management, LLC, gave a dynamic presentation about the process of networking on a daily basis. Here are her 10 networking tips.

1. **Have the tools to network with you.** These tools include: an informative name badge, business cards, brochures about your business.
2. **Set a goal for the number of people to meet.** Identify a reachable goal based on attendance and the type of group. Don't leave until you've met your goal!
3. **Act like a host, not a guest.** A host is expected to do things for others while a guest sits back and relaxes. Volunteer to help greet people. If you see visitors sitting, introduce yourself and ask if they would like to meet others. Act as a conduit.
4. **Listen and ask questions.** Remember that a good networker has two ears and one mouth and uses them proportionately. After you've learned what another person does, tell them what you do. Be specific, but brief. Do not assume they know your business.
5. **Give leads or referrals whenever possible.** The best networkers believe in giving back. If you don't genuinely attempt to help the people you meet, then you are not networking effectively.
6. **Exchange business cards.** Ask each person you meet for two cards. One to pass on to someone else and one to keep. This sets the stage for the networking to happen.
7. **Join one or more local groups.** Don't just join any organization. It's important to find the groups that are right. Always remember active-participate and take a leadership role.
8. **Never eat alone.** Keep your social, conference and event calendar full. Every event is an opportunity to meet new friends that can introduce you to new business.
9. **Always ask and don't keep score.** It never hurts to ask. The worst anyone can say is no. "Successful networking is never about simply getting what you want. It's about getting what you want and making sure that people who are important to you get what they want too."
10. **Send thank-you notes.** When someone does something for you, helps you out on a project, gives you good advice, takes the time to introduce you or contacts you after a long period of silence, say "THANKS!"

SPECIAL INTEREST GROUPS (SIGs)

Want to network more with other Illinois Women in Leadership members by sharing a more personal side of yourself?

Volunteers have started small special interest groups (SIGs) that meet outside the time constraints of our monthly meetings. If you want to join or start a SIG, contact **Annette Piper** at apiper@ibankmarine.com.

Book Club

Marianne Jackson, 217-498-8962

See the [IWIL online calendar](#) for schedule and current reading selection.

Festival of Trees 2008

JoDeen Roley, 217-522-9774, jodeen@yahoo.com.

Gardening

JoAnn Abrams, 217-546-2249 or jabrams@rmc-bigcnc.com

Golf

Sharon Thornton Knop, 217-496-3050 or Mallorie Teubner, 217-720-0729

Gourmet

Susan Fulks, 217-483-2774

Hiking

Viv Bennett, 217-622-8976 or viv8976@insightbb.com

Scrapbooking

Viv Bennett, 217-622-8976 or viv8976@insightbb.com

Support Group for Members with Aging Parents – LOVE

Marianne Jackson, 217-498-8962

The Underwires

Mary Mann, 217-525-3000 or mary.mann@rsmi.com

IWIL NEWS

IWIL MEMBERS TALK IT UP

WHAT ARE DOING, AT HOME OR AT WORK, TO GO "GREEN"?

"United Way's Annual Meeting in February went green. Nothing was on paper – not the annual report or the menus. The annual report was presented using PowerPoint and published on our webpage. At home we are using the new compact fluorescent light bulbs." – **Emily Rabin**

"We are getting a new furnace that is a high efficiency one. We also got new windows. It really works to cut the energy bill." – **Becky Lober Hendricks**

"A couple things: We are doing a major addition/remodel and we are using bamboo flooring. Bamboo is a very renewable resource because it grows quickly. Also, we filter our own water at home rather than drink bottled water. We are able to reuse our own containers. This reduces carbon emissions." – **Kathleen Stevens**

-- By Sarah Bueuning, IWIL Communications Committee

WELCOME NEW MEMBERS!

Andrea Renee Turner Quinn, Department Supervisor, JC Penney

Susan Prather Wilkey, Owner, Flora Scape

Lisa Wentzel, Owner, Lisa Wentzel Photography

Jamie Osborne, Regional Operating Officer, Girl Scouts of Central Illinois

GOLF SIG GEARS UP

SLOTS STILL AVAILABLE

Anyone interested to in golfing with the IWIL Golf Special Interest Group can contact Sharon or Mallorie! Play starts April 28 with golf for 12 weeks. The cost is \$96 payable to Pasfield Golf Course prior to the start of the league.

Sharon Thornton Knop
sharon.t.knop.hyyz@statefarm.com
217-496-3050

Mallorie Teubner
mallorie66@yahoo.com
217-720-0729

ILLINOIS WOMEN IN LEADERSHIP

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EXECUTIVE BOARD

President – Karen Loeb Westbrook
Immediate Past President -
Rachel Broughton
Vice President – Annette Piper
Secretary – Sharon Thornton Knop
Treasurer – Sheryl Daugherty

COMMITTEE CHAIRS

Communications - Ann Londrigan
Directory – Brenda Shutz
Hospitality – Carlissa Puckett
Membership – Linda Nickerson
Mentoring – Jill Kennedy-Broughton
Program – Kathleen Stevens
Public Relations – Eileen Kluckman
Registration - Kathy Maslouski
Scholarship – Jill Leka
Website – Theresa Boley

“To Infinity and Beyond”



Send your **IWIL news** to
info@iwil.biz!

If you wish to opt-out of future e-mail communications, please let us know by sending a message to info@iwil.biz and you will be added to the snail mail list.

IWIL is a 501(c)(3) tax exempt organization. Membership dues, contributions and donations are tax deductible.

Newsletter design IWIL's Sharon Hewitt, Hewitt Graphic Design

MORE IWIL NEWS

PAY TO SAY

Comcast/Insight subscribers...If your email address is changing, please update the IWIL membership directory by contacting Brenda Shutz, bshutz@hanson-inc.com or info@iwil.biz.

Brother James Court is having its annual auction on April 17. They are looking for unique items and gift certificates for the silent as well as the live auctions. Please contact **Kathy Maslouski**, kmaz10@sbcglobal.net if you would like to donate.

Congrats to **Dr. Diane Hillard-Sembell** on recently becoming the first area orthopaedist to be subspecialty-board-certified in sports medicine by the American Board of Orthopaedic Surgery. Dr. Di scored in the top 7th percentile of the nearly 600 sports medicine-trained physician examinees nationwide in this inaugural test covering all aspects of sports medicine.

WHAT'S THE BOOK CLUB READING?

THIS SIG TYPICALLY MEETS THE LAST SATURDAY OF THE MONTH

March - *Middlesex*—Read it already and loved it.

April - *Eat, Pray, Love*

May - *On the Road*

June – The new Chris Boyalean book

MARK YOUR CALENDAR!

NEXT IWIL PROGRAM

When: 11:30 a.m., Thursday, March 20, 2008

Where: Hoogland Center for the Arts, 227 East Adams Street, Springfield

Topic: “Giving Feedback on Performance: An Easy 5-Step Process”

Speaker: **Patricia T. Kelly, Professional Training Consultant**

Communicating effectively and giving feedback to employees about their performance are essential tools for every manager and leader. Our speaker will talk about communication styles and behavioral preferences that can sometimes present barriers to effectively interacting with subordinates, peers and superiors. Learn about an easy 5-step process to help you overcome these obstacles to effective communication.

* *This program is NOT included in the IWIL pre-pay program.*

Cost: \$17 Members, \$18 Guests (by Feb. 15), \$22 at the door
Reservation forms can be found on the IWIL Website, www.iwil.biz, Calendar & Activities.