



2009 DIRECTORY

2009 President's Message

The year 2009 is starting with many challenges and also opportunities. The recent federal budget promises tax relief for business and dollars for skills training to help relieve the effects of the recession.

As the global economic situation unfolds, the role of networking is more important than ever. The WIN lunches offer an opportunity to network with other business women looking to share their knowledge and expertise. It's a time to listen and learn.

The program committee is arranging a year of excellent speakers and information. April is our 26th anniversary and will be celebrated by membership.

Be an active member, attend lunches and join a committee.

Many thanks to the executive board for their time and commitment - it has been a pleasure to work with you.

As we look forward to another year, may it be positive and prosperous!

Brenda Wynowsky
President
2009 K-W WIN

Lynne Jackson
Vice-President
2009 K-W WIN

What is Networking?

Networking is many different things to different people. It is getting together to get ahead; it is connecting people with people; it is linking up, sharing information and putting people with needs in touch with those who can help.

The reasons why women would network are just as diverse. Women come out to make friends; to look for other job opportunities leading to career enrichment; to look for good people to bring into their companies; to hear stimulating speakers; and to build a safety net to deal with both personal and professional situations.

Initiative and etiquette play major roles in effective networking. It requires outward focus. Everyone networks for different reasons, so take the time to learn why the people you meet at networking sessions have chosen to attend. If you are looking for assistance, invest your time in those within your network and they will invest their time with you. You cannot expect the system to succeed unless you have invested in it as well and repaid your helpers for their time and investment in you.

Getting to know a diverse group of women is only the first step in building a relationship. You must also take the time to understand their special skills, goals and characteristics. Plan to spend time and effort on this outside of the regular meetings.

Some Networking Do's:

- Use your networking time to expand your contacts - don't sit with the same friends time and again
- Use your directory to plan, in advance, those you would like to meet
- Give thanks and feedback to those who have offered assistance
- Be respectful of the time restraints and priorities of others
- Make only one request at a time of each networking participant
- Keep your promises - if you have offered help, make sure you follow through
- Accept advice when you've asked for it
- Take the time to recognize the successes of others

Mission Statement

K-W Business Women In Networking advocates the success of business women. Members commit to the support of each other in the development of personal and professional excellence.

Our Goals are to:

- provide a forum for building and maintaining business and personal relationships
- commit to provide programs that advocate the success of women in the business community
- increase public awareness of the **WIN** group to attract committed members
- encourage and solicit commitment from each and every member to strengthen the group and, in turn, strengthen each member, personally and professionally
- maintain excellence through competent core members, guest speakers, members' forums and professional connections among members

Policies and Procedures

Membership

Fees:

- Renewal fees are due by December 31 of each year. Cheques are payable to K-W Women In Networking
- Fees include a membership badge (if new member), e-newsletter, and membership directory
- A fee of \$10.00 will be charged for replacement badges

Membership Directory:

- The Directory will be updated online on www.kwwin.ca as required
- New members will also be published in a "New Members" column in the monthly e-newsletter
- All information changes are to be in writing and submitted directly to K-W Business Women in Networking membership Chair

Luncheons

Logistics:

- Luncheons are held on the last Wednesday of each month (excluding December).
- Reservations are required to be made through the K-W Business Women in Networking by emailing Jill.brush@libro.ca or by calling 519-746-9946 by Friday at 4:00 p.m. the week prior to the lunch
- If you have made a reservation for the luncheon but do not attend, you will be invoiced for the cost of the lunch.
- If you have not made a reservation but attend the luncheon, you will be asked to wait to see if space is available

Guests:

- Guests are encouraged to attend up to two luncheons.
- After attending two luncheons, a request will be made for a guest to become a member

Members' Forum:

- This is a scheduled opportunity for members to talk about the who, what, where, when and why of themselves and their career
- Discussion surrounding a topic related to their employment is encouraged although direct sales pitches are discouraged
- Members are asked to limit their forum talk to 10 minutes

Speakers:

- Guest speakers are invited to attend through the Planning Committee to speak at specified luncheons.
- These guest speakers are typically non-members that speak on a topic of interest to WIN members.
- Guest speaker talks are limited to 35 minutes, including time for questions

Policies and Procedures

Luncheons (continued)

Direct Sales and Promotional Materials:

These items are permitted on the display table. Members are encouraged to bring information items and business cards. Keep in mind, all materials must be removed at the end of the luncheon by the individual members themselves.

E-Newsletter

A monthly e-newsletter will be sent to all active members via email. Members are encouraged to share information about career updates and new ideas on a monthly basis.

Charitable Activities

Because of the myriad of charities in this Region, WIN supports them all in spirit. Rather than through direct appeals, members associated with charitable organizations are asked to support their charities through personal networking.

Executive Committee

Members interested in getting involved with the Executive Committee are asked to contact the President.

Members:

- President (one year commitment)
- Vice-President (two year commitment, including President)
- Treasurer (two year commitment)
- Secretary (two year commitment)
- Committee Chairs (two year commitment)
 - Membership
 - Program
 - Communications
 - Past President
 - 2-Members at Large (1 year commitment)

Appointment of Executive:

- All Committee Chairs are expected to be “members in good standing”
- The Vice-President is acclaimed to the President position
- Nominations from the Executive Committee for Vice-President
- These nominations are given to presiding Vice-President by a preset date for a ballot vote during the March Executive meeting
- Retiring Committee Chairs are asked to appoint a new Committee Chair from their existing Committee
- Members to be elected via:
 1. A call for nominations is made during the December, January and February luncheons. All formal nominations go to the Vice-President
 2. Election of the Executive Committee is held during the Annual General Meeting at the March luncheon; Annual General Meeting.

Meetings:

- The Executive Committee meets once a month prior to the luncheon
- Executive members are expected to attend each meeting, however, a designate (i.e. Committee Member) may attend in their absence
- Meeting schedules and locations are established in advance on an annual basis. Specific dates, times and locations may be obtained from K-W Business Women in Networking Newsletter (also located on www.kwwin.ca)
- If members wish to attend an Executive meeting, they are asked to contact the President in advance.

Budgets and Contracts:

- Only the President, Vice-President and Treasurer have the authority to sign contracts and bank documents for the Association. Under no circumstances are committee chairs and/or members allowed to open a separate bank account in WIN's name
- Actual expenditures must have prior approval granted by the Treasurer

2009 Executive Committee

Position	Committee Member	Telephone	Fax	Email
PRESIDENT	Brenda Wynowsky	519-584-0123		wyn@rogers.com
VICE-PRESIDENT	Lynne Jackson	519-570-9955	: 519-570-0292	lynne.jackson@libro.ca
TREASURER	Kristen McQuiggin	519-571-3717	519-742-0680	kristen_mcquiggin@scotiamcleod.com
SECRETARY	Diana Richmond	519-591-1640	519-725-0351	d_aspecialgift@hotmail.com
Membership Chair	Angela Baas	519-277-0305	519-885-4914	angelabaas@sympatico.ca
Communications	Ann Broughton	519-669-0650		abdesignsonline@rogers.com
Program Committee Chair	Karin Barthel	519-885-0200	519-885-4914	khbarthl@gmail.com
Member-at-Large	Sophie-Nicole MacLean	519-893-3580		macleaneuphoria@sympatico.ca
Member-at-Large	Chelsey Roberts	519-208-6204 (ext. 202)	519-342-1196	croberts@propertyguys.com

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Membership List By Name

Name	Company Position (Category) Description	Address Phone Fax Email Website
<p>Angela Baas</p> <p>www.angelabaas.com</p>	<p>RE/MAX Twin City Realty Inc. Sales Representative</p> <p>(Real Estate) Committed to helping buyers and sellers handle all of the details of their real estate transaction to ensure a rewarding and memorable experience.</p> <p>www.sendoutcards.com/17045 SendOutCards Client Appreciation Representative</p> <p>(Marketing) A unique powerful relationship building system that generates consistent referral business one card at a time</p>	<p>83 Erb St. W. Waterloo N2L 6C2 P: 519-885-0200 F: 519-885-4914 angelabaas@sympatico.ca</p> <p>P: 519-277-0305 angelabaas@sympatico.ca</p>
<p>Karin Barthel</p> <p>www.karinbarthel.com</p>	<p>RE/MAX Twin City Realty Inc. Sales Representative</p> <p>(Real Estate) 19 years of serving both buyers & sellers in K-W. Will guide you through all phases of your real estate transaction.</p>	<p>83 Erb St. W. Waterloo N2L 6C2 P: 519-885-0200 F: 519-885-4914 khbarthl@gmail.com</p>
<p>Dianne Bauer</p>	<p>Certified Funeral Celebrant Funeral Director</p> <p>(Services) Creating personalized, meaningful, funeral services for families who wish to celebrate the life of their loved-ones-- an alternative to traditional religious funeral rites.</p>	<p>P: 519-570-9802 F: 519-570-9802 C: 519-572-0073 diannebauer@rogers.com</p>



<p>Kathleen Beauvais, B.A. www.newagehealthonline.com</p>	<p>New Age Health (Health & Wellness) Biofeedback has been scientifically proven to help reduce stress and hypertension that may be related to illness, injury or emotional trauma.</p> <p>Galvanic Spa - Nuskin Imagine an anti-aging device that refines, purifies and stimulates the skin without the use of invasive procedures? Talk to me about this affordable and very effective system.</p>	<p>P: 519-884-7795 F: 519-884-3767 info@newagehealthonline.com KBEAUVAIS@rogers.com</p>
<p>Karen Bertram C.A.</p>	<p>The CFO Services Group Inc. (Accounting & Tax) Providing CFO services for corporations and individuals, including business plans, cash flows, accounting direction, tax analysis, etc.</p>	<p>Phone: 519-241-2415 akbetram@golden.net</p>
<p>Elisabeth Betker</p>	<p>Homeopathy & Holistic Health Clinic of Waterloo Homeopathic Doctor, MD (Germany) (Health & Wellness) A holistic, complementary medical system using natural and safe remedies to help individuals suffering from a wide variety of acute and chronic ailments.</p>	<p>112 Albert St. Waterloo N2L 3S8 P: 519-885-4955 F: 519-886-3808 chrisbetker@rogers.com</p>
<p>Janine Bischoff www.second-foundation.com</p>	<p>Second Foundation Consulting Sales Executive (Consulting & Computers) Accounting Software Consulting, Implementation and Support. Business Intelligence, Document Management and Portals.</p>	<p>5 Hill Street, P.O. Box 65 Kitchener, ON N2G 3X4 P: 519-885-2040 Ext. 1633 F: 519-885-5674 Janine.bischoff@sympatico.ca</p>
<p>Ann Broughton www.abdesignsonline.com</p>	<p>AB Design Graphic Designer (Freelance Design Services) Web Design / Graphics / Illustration / Logo Design / Print Media / Photography</p>	<p>7 Robin Dr. Elmira N3B 1W9 P: 519-669-0650 ann@abdesignsonline.com</p>



<p>Jill Brush</p> <p>www.libro.ca</p>	<p>Libro Financial Group Commercial Account Manager</p> <p>(Financial) Libro is a full service financial institution offering personal and business banking with the perks of ownership.</p>	<p>1-420 Erb St., West Waterloo, ON. N2L 6H6</p> <p>P: 519-725-6060 F: 519-725-6161 jill.brush@libro.ca</p>
<p>Wendy Cooper</p> <p>www.PremierHomecareServices.com</p>	<p>Premier Homecare Services Marketing Director</p> <p>(Homecare Services) Premier Homecare Services is a private non medical home care company offering services to people of all ages and health concerns. 100% Canadian, accredited and specializing in Alzheimer and Dementia care.</p>	<p>33 Bridgeport Road East Waterloo, ON N2J 2J4 wcooper@homecarephs.com</p> <p>P: 519-239-4460 F: 519-884-9685</p>
<p>Denise Cornfield-Furlong</p> <p>www.insearchofexcellence.ca</p>	<p>In Search of Excellence Principal Coach and Trainer</p> <p>(Training) Working with women entrepreneurs who are ready to put their great ideas into action!</p>	<p>R.R. # 1 Proton Station, ON N0C 1L0 P: 519-923-9968 F: 519-923-9997 denise@insearchofexcellence.ca</p>
<p>Paula DeLorenzi</p>	<p>Cameron Keller, C.A. Chartered Accountant</p> <p>(Accounting) Accounting & taxation services for owner-managed businesses and professionals and corporations.</p>	<p>490 Dutton Drive, Suite A-3 Waterloo, ON N2L 6H7 P: 519-888-9616 F: 519-888-9602 paula@camkeller.on.ca</p>
<p>Pam Gingrich</p> <p>www.goldsworthywellness.com</p>	<p>Registered Massage Therapist</p> <p>(Health & Wellness) Registered Massage Therapist offering therapeutic and relaxation treatment in a wellness facility.</p>	<p>804 Columbia Forest Court Waterloo, ON N2V 2M6 P: 519-888-9734 pamgrmt@rogers.blackberry.net</p>

<p>Lynne Jackson www.libro.ca</p>	<p>Libro Financial Group Lending Specialist</p> <p>(Financial Services) Offering 20 years financial experience. I coach and advise consumers, home builders, contractors, Realtors and small business owners on how to make Libro's full range of financial products/services work for them.</p>	<p>100-1170 Fischer-Hallman Kitchener, ON N2E3Z3</p> <p>P: 519-570-9955 F: 519-570-0292</p> <p>Lynne.Jackson@libro.ca</p>
<p>Sophie-Nicole MacLean http://macleaneuphoria.yourpassionconsultant.com/</p>	<p>Passion Parties Passion Diva Coach & Romance Specialist</p> <p>(Retail) "The Ultimate Girls' Night In" Private-in-Home Parties For Women . . . to educate women about their sexuality and how to bring more intimacy to their relationship . . . presenting exclusive-luxurious products that pamper, pleasure & provide excitement. Superb quality body care products, books, romance games, adult toys; etc.</p>	<p>98 Windrush Trail Kitchner, ON N2P 2B3 P: 519-893-3580 Cell: 519-577-3100 macleaneuphoria@sympatico.ca</p>
<p>Kristen McQuiggin BBE, CIM, CFP, FMA, FCSI, EPC</p>	<p>ScotiaMcLeod ScotiaMcLeod Investment Associate</p> <p>(Finance & Insurance) Wealth planning services: investments, income protection, tax and estate planning.</p>	<p>102 - 150 Water Street South Cambridge, Ontario N1R 3E2 P: 519-740-3972 F: 519-740-4303 kristen_mcquiggin@scotiamcleod.com</p>
<p>Cathy Mendler</p>	<p>A New Leaf Personalized Organizing Solutions</p> <p>(Services) For individuals and small business.</p>	<p>P: 519-669-1377</p> <p>anewleaf.cathy@gmail.com</p>
<p>Dr. Jennifer Moore www.beechwoodchiropractic.com</p>	<p>Beechwood Chiropractic Clinic Chiropractor</p> <p>(Health & Wellness) Preventative care and treatments for problems due to work-related, sports and motor vehicle accident injuries.</p>	<p>404 Erb St.. West Waterloo, ON N2L 1W8 P: 519-888-6030 F: 519-888-6031 jmoore1@hotmail.com</p>



<p>Linda Nagel</p>	<p>Candlepower Community Candle Maker / Founder</p> <p>(Retail) Hand rolled pure beeswax candles touch our hearts! Create unique candle making events for your clients, family, yourself. Or purchase candles ready made. Free consultations.</p>	<p>#17-590 Bearinger Rd. Waterloo ON N2L 6C4 P: 519-886-0662</p> <p>lsnagel@hotmail.com</p>
<p>Linda Nelson</p>	<p>Cameron's Flower Shop President</p> <p>(Retail) Flowers - fresh and silk Plants - flowering & tropical</p>	<p>683 Belmont Ave. W. Kitchener, N2M 1N8 P: 519-743-3684 F: 519-743-0175</p> <p>sales@cameronsflowers.com</p>
<p>Diana Richmond</p> <p>www.a-special-gift.net</p>	<p>A Special Gift Owner</p> <p>(Retail) Unique special giftware</p> <p>Atek Electric Partner (Miscellaneous) We design, consult, install and repair. We also offer Handyman services.</p> <p>ACN- (ALL COMMUNICATIONS NETWORK) Telecom Consultant Diana REP. ID.# 01633570</p>	<p>272 Northcrest Place Waterloo N2J 3X5 P: 519-591-1640 F: 519-725-0351</p> <p>d_aspecialgift@hotmail.com</p> <p>P: 519-746-7160 or 519-591-1640 g_atek@hotmail.com</p> <p>P: (519) 591-1640 www.dianagary.acnrep.com</p>
<p>Chelsey Roberts</p> <p>www.propertyguys.com</p>	<p>Property Guys.com Private Sale Consultant</p> <p>(Real Estate)</p>	<p>6 Young Street W. Waterloo, ON N2L 2Y8 croberts@propertyguys.com</p> <p>P: 519-208-6204 (ext. 202) F: 519-342-1196</p>
<p>Brenda Wynowsky</p>	<p>B's Beauty Studio & Spa Owner/ Hairstylist</p> <p>(Beauty) Personal hair care for men and women. Full service studio and spa. Free consultation. Evening appointments</p>	<p>150 Bankside Drive Kitchener P: 519-584-0123 wyn@rogers.com</p>

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Membership By Category

CATEGORY	NAME	COMPANY	DESCRIPTION
ADVERTISING	Ann Broughton	AB Design	Freelance design services: web design / graphics / Logo Design/Print Media/Photography
ACCOUNTING & TAX	Karen Bertram	The CFO Services Group Inc. Chartered Accountant	Providing CFA services for corporations and individuals, including business plans, cash flows, accounting direction, tax analysis, etc.
	Paula DeLorenzi	Cameron Keller & Company Chartered Accountant	Accounting & taxation services for owner-managed businesses & professionals.
ARTS & CRAFTS	Linda Nagel	Candlepower	Celebrate life's moments; make hand-rolled pure beeswax candles with clients, friends, family at your events. Free consultation.
BEAUTY & PERSONAL CARE	Brenda Wynowsky	B's Beauty Studio & SPA	Personal hair care for men and women. Full service studio. Complimentary consultations. Evening appointments.
	Kathleen Beauvais, B.A	Galvanic Spa - Nuskin	Imagine an anti-aging device that refines, purifies and stimulates the skin without the use of invasive procedures. Talk to me about this affordable and very effective system.

COMMUNICATIONS

Diana Richmond ACN All communications network

COMPUTER & SERVICES

Janine Bischoff Computer and Consulting Accounting Software Consulting, Implementation and Support. Business Intelligence, Document Management and Portals. services.

CONSULTING

Janine Bischoff Second Foundation Consulting Accounting Software Consulting, Implementation and Support. Business Intelligence, Document Management and Portals.

COUNSELLING

Diane Bauer Funeral Celebrant Creating personalized, meaningful, funeral services for families who wish to celebrate the life of their loved ones – an alternative to traditional religious funeral rites

FINANCIAL



Karen Bertram	The CFO Services Group Inc.	Providing CFO services for corporations and individuals, including business plans, cash flows, accounting direction, tax analysis, etc.
Jill Brush	Libro Financial Group Commercial Accounts	Libro is a full service financial institution offering personal and business banking with the perks of ownership.
Lynne Jackson	Libro Financial Group - Lending	Offering 20 years financial experience, I coach and advise consumers, home builders, contractors, Realtors and small business owners on how to make Libro's full range of financial products/services work for them.
Kristen McQuiggin	ScotiaMcLeod	Wealth planning serices, investments, income protection, tax and estate planning

HEALTH & NUTRITION

Kathleen Beauvais, B.A.	New Age Health	Biofeedback has been scientifically proven to help reduce stress and hypertension that may be rrelated to illness, injury or emotional trauma.
Elisabeth Betker	Homeopathy & Holistic Health Clinic of Waterloo	A holistic, complementary medical system using natural and safe remedies to help individuals suffering from a wide variety of acute and chronic ailments.
Pam Gingrich	Massage Therapy	Registered Massage Therapist offering therapeutic and relaxation treatment in a wellness facility.
Dr. Jennifer Moore	Beechwood Chiropractic Clinic	Preventative care and treatment for problems due to work related, sports and motor vehicle accident injuries.

INSURANCE

Kristen McQuiggin	ScotiaMcLeod	Wealth Planning services- Investments, income protection, tax and estate planning
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MARKETING

Angela Baas	SendOutCards	A unique powerful relationship building system that generates consistent referral business one card at a time.
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REAL ESTATE

Karin Barthel	RE/MAX Twin City Realty Inc.	Over 15 years of serving both buyers & sellers in K-W. Will guide you through all phases of your real estate transaction.
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Angela Baas	RE/MAX Twin City Realty Inc	Committed to helping buyers and sellers handle all of the details of their real estate transaction to ensure a rewarding and memorable experience.
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Chelsey Roberts	Property™Guys.com	Sell your house. Pay yourself.
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RETAIL

Sophie-Nicole MacLean	Passion Parties	Private-in-home parties for women to educate women about their sexuality and how to bring more intimacy to their relationship presenting exclusive luxurious products that pamper, pleasure and provide excitement. Superb quality body care products, books, romance games, adult toys etc.
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Linda Nagel	Candlepower	Hand rolled pure beeswax candles touch our hearts! Create unique candle making events for your clients, family, yourself. Or purchase candles ready made. Free consultations.
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Linda Nelson	Cameron's Flower Shop	Flowers- fresh and silk Plants- flowering and tropical Weddings & all occasions flowers & gifts.
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Diana Richmond A Special Gift Unique special gifts and decor

SERVICES

Ann Broughton AB Design Freelance design services: web design / graphics / Logo Design/Print Media/Photography

Wendy Cooper Premier Homecare Services A private non-medical home care company offering services to people of all ages and health concerns. 100% Canadian, accredited and specializing in Alzheimers and Dementia care

Cathy Mendler A New Leaf Personalized organizing solutions for individuals and small business.

Dawn Miller Memory Gardens Cemetery & Cremation Centre Specialist in pre-planning cemetery arrangements. Planning today, for tomorrow

Diana Richmond ATEK Electric We design, consult, install and repair. We also offer Handyman services

TRAINING

Denise Cornfield-Furlong Principal Coach & Trainer Working with women entrepreneurs who are ready to put their great ideas into action!





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