

## SBWN Members Spotlighted at March Luncheon



New member Deborah Howe, CHom, CST, LMT described her work in Homeopathy, and Craniosacral Therapy.



Long time member Gila Zak of Quantum Wave Hypnotherapy and Biofeedback described a new service she nows offers.



President Christine Womack and Treasurer Rita Flores enjoyed the buffet lunch.

Photos by Dawn Rodden

Annual membership fees are due April 3rd.  
Invoice included in newsletter.  
You may pay at April Luncheon

MARCH MEETING PHOTOS .....	cover	WOMEN IN LEADERSHIP .....	3
APRIL LUNCHEON MEETING INFO .....	2	ANNOUNCEMENTS .....	3
MESSAGE TO MEMBERS .....	2	SBWN AT LOBPCC BUSINESS EXPO .....	4
BIRTHDAY GIRLS.....	3	MEMBERSHIP DUES INVOICE .....	attached

### Mission Statement

Professional business women promoting one another to achieve professional and personal goals. SBWN meets each month and offers its members valuable networking time with other businesswomen and informative presentations from a variety of speakers on topics relevant to business and the goals of businesswomen. In addition, we provide financial support and assistance to Women's Shelter Program of San Luis Obispo County and award Cuesta College Scholarship(s) to female adult re-entry students.

## SBWN 2018-2019 Coming Events

### APRIL

Luncheon  
Tuesday, 3rd @ noon  
La Palapa  
1346 2nd Street  
Los Osos/Baywood Park

### BOARD INSTALLATION & SOCIAL TIME

#### Board Meeting

Tuesday, 10th @ 5:30pm  
LO/BP Chamber  
781 Palisades Ave., LO

### MAY

Luncheon  
Tuesday, 1st @ noon  
La Palapa  
1346 2nd Street  
Los Osos/Baywood Park

#### Speaker:

Heidi Harmon  
Mayor of SLO

#### Board Meeting

Tuesday, 8th @ 5:30 pm  
LO/BP Chamber  
781 Palisades Ave., LO

### JUNE

Luncheon  
Tuesday, 5th @ noon  
La Palapa  
1346 2nd Street  
Los Osos/Baywood Park

#### Speaker:

TBA

#### Board Meeting

Tuesday, 12th @ 5:30 pm  
LO/BP Chamber  
781 Palisades Ave., LO



## A Message to Our Members

Dear members,

As your incoming President, I want to personally invite you to the luncheon being held April 3rd. We will be having a special celebration marking the 35th anniversary of our organization and installing the new board.

As the new year for our organization begins, we are once again asking for your feedback through the following survey. We are intent on building membership back up, bringing back evening mixers for those who cannot attend the luncheons and lining up dynamic speakers on topics important to YOU! But most importantly, we are focusing on building the networking opportunities essential to sustain and grow our businesses.

**MEMBERS have either a standing or  
absentee reservation for lunch.**

**Member cancellations or guest reservations  
are required by 12:00 P.M. the Friday prior  
to the day of the meeting.  
Book your reservation online  
at [www.sbwn.org](http://www.sbwn.org) or email [info@sbwn.org](mailto:info@sbwn.org)**

## How to Join & Member Benefits

Our general membership luncheon meetings are held on the first Tuesday of each month at 12 noon. There is a \$20 meeting fee for members; \$25 for non-members and guests. (Annual membership dues are \$45). Non-members are welcome to attend two luncheon meetings – then we hope you will join us as a member. Online membership applications available at [www.sbwn.org](http://www.sbwn.org) or email [info@sbwn.org](mailto:info@sbwn.org) to request a membership brochure.

- Networking, Business Contacts & Referrals
- Friendship & Mentoring
- Education & Community Outreach
- Increased Visibility for Your Business
- Leadership Opportunities
- Monthly Meetings/Newsletter
- Membership Directory
- Group member of the  
Los Osos/Baywood  
Park Chamber of Commerce

We will also be putting together special social events that will allow members and their guests to get to know one another better in both a personal and professional manner.

**For this to be a success, we need to hear  
from you! Please fill out the survey:**

**<https://www.surveymonkey.com/r/RB88YT6>**

Please join us for the luncheon where we will discuss in more detail the exciting new changes to the network!

Thank you to all who have encouraged me to step into this leadership role once again. It is only with your help that we, as an organization, can usher in the next thirty five years of the South Bay Women's Network!

Best regards,

Gila Zak

2018 Incoming President

## Installation of 2018/2019 Board of Directors & Social Time

On Tuesday, April 3, 2018, South Bay Women's Network (SBWN) will meet at La Palapa Mexican Cuisine & Seafood, located at 1346 2nd Street in Baywood Park at noon. At this month's luncheon meeting, SBWN will install new board members for 2018-2019. This year begins our organization's 35 year. We encourage all members to join us in welcoming the upcoming board, as well as saying thanks and goodbye to those that have finished their service to the organization. As there is no speaker at this event, members will have time to socialize and network.

SBWN is a non-profit organization open to all women on all job levels and in every occupation that wishes to share ideas, build friendships, and exchange support needed for personal and professional growth. The meeting fee, which includes informative speakers, beautiful venue, networking and lunch, is \$20 for members and \$25 for guests. For required guests reservations and member cancellations please visit our website at [www.sbwn.org](http://www.sbwn.org) or email us at [info@sbwn.org](mailto:info@sbwn.org) no later than 12 noon the Friday prior to the meeting. Bring a friend to lunch!



# ANNOUNCEMENTS!!!!!!

## MARK YOUR CALENDARS

**JULY LUNCHEON**  
will be held July 10th  
due to the holiday

• **PENNIES FROM HEAVEN:** A penny jar will be at each meeting to contribute to our scholarship fund. So check your pockets and the bottom of your purse for loose change and bring to the next luncheon meeting.

• **ARTICLES WANTED:** Remember the newsletter is your voice. We welcome members to submit short articles (200 to 300 words) that reflect women in business, women issues or subjects that our membership would find helpful.

The Networker newsletter also offers SBWN members an opportunity to stay in touch with what other members are up to with posts in *Network in the News* and *Personal Notes* columns. Our newsletter deadline is the 15th of each month. If you have any questions or submissions, contact us via email, [info@sbwn.org](mailto:info@sbwn.org).



## Birthday Girls

Peggy Zatt .....April 6

## We had 9 Members & Guests at Our March Luncheon

### A thought for the month...

*You create opportunities by  
performing, not complaining."*

- Muriel Siebert, first female  
member of the New York Stock Exchange

## Women in Leadership

Here are three ways you can lead from your strengths and stay true to who you are at the same time.

**Speak up.** A key mistake many women make is to sit back and let others do the talking. This is particularly easy to do when you're surrounded by strong personalities, male or female. If you keep your head down in meetings and speak only when spoken to—that's got to change. Plan ahead for important encounters, whether it's a staff meeting, a client presentation or a one-on-one with your boss. Jot down talking points in advance. Anticipate topics of discussion that might come up and be prepared to offer a suggestion or idea. Volunteer to participate in presentations. Raise your hand and ask questions at company meetings.

**Stand out.** Before you can move up, you have to get noticed. Women often play it safe, try to blend in and not make waves. A better strategy is to model the behavior of people who have already arrived at the place you want to go. If your company has a formal mentoring program, get involved. If it doesn't, take steps to find a mentor, someone whose accomplishments and behavior you admire. Hire an executive leadership coach and use the tools he or she provides to create the kind of image that will get you and your accomplishments noticed.

**Shine your light.** It's a mistake to think that just because you're doing your job, and doing it well, someone is going to notice. You have to be responsible for launching your own public relations campaign. This does not involve obnoxious bragging about every job completed or milestone reached. It does involve letting your boss and others in the company know when you've made an important contribution. Copy your boss (and even her boss) on important memos and progress reports. If others consistently take credit for your ideas or your work, make it a point to let people know what role you've played.

Copyright ©2005-2018 Joel Garfinkle, All Rights Reserved. JOEL GARFINKLE is recognized as one of the top 50 coaches in the U.S., and the author of 7 books, including *Getting Ahead: Three Steps to Take Your Career to the Next Level*

## 2017-2018 SBWN Board of Directors

### President

Christine Womack  
Raymond James Financial  
(415) 699-8632  
[cwomack1968@gmail.com](mailto:cwomack1968@gmail.com)

### Vice-President

Paulla Ufferheide  
Wines for Humanity  
(805) 900-5152  
[paulla@winesforhumanity.com](mailto:paulla@winesforhumanity.com)

### Secretary

Lynette Tornatzky  
Author  
(805) 534-9196  
[luneto2@yahoo.com](mailto:luneto2@yahoo.com)

### Treasurer

Rita Flores  
Sage Ecological Landscapes  
(805) 305-4792  
[openmind.rmf@gmail.com](mailto:openmind.rmf@gmail.com)

### Membership Director

Open

### Marketing Director

Dawn Rodden  
Creative Design Graphics  
(805) 528-8263  
[studio@creativedesigngraphics.com](mailto:studio@creativedesigngraphics.com)

### Historian Director

Open

### Events Director

Open

### LUNCH RESERVATIONS

[info@sbwn.org](mailto:info@sbwn.org)  
[www.sbwn.org](http://www.sbwn.org)

## SBWN Members participated in the 2018 Los Osos/Baywood Park Business Expo



SBWN Secretary Lynnette Tornatzky with member Debbie Wacker at the SBWN Booth.



SBWN member Lois Taylor, Lolo's Fun Rings & Things/ Xyngular.



SBWN member Sandra Brazil, Pampered Chef.

Photos by Jenna Rodden



**ADVERTISING OPPORTUNITY - SBWN**  
Members may submit flyers for our monthly on-line newsletter for \$25. Please contact Dawn Rodden, for format information or if you need to submit a hardcopy for scanning. E-mail all digital files to [info@sbwn.org](mailto:info@sbwn.org).

**ONE MONTH FREE  
BUSINESS CARD SIZE AD  
FOR ALL MEMBERS  
YOUR AD HERE!**

**NEXT NEWSLETTER DEADLINE: April 15th**