



## LETTER FROM THE PRESIDENT

### *Leadership*

I'm sure we've all heard leadership skills are not something we're born with, they're developed. Developing the necessary skills to become a successful leader, you first must know your strengths and then learn when and how to use them. Successful leaders have the ability to observe the strengths in others and discern how to bring them to life.

One of the simplest lessons in leadership was shared at the 2010 Presidents' Caucus; *Teach, Train, Trust*, where EWI Corporate President, Sharon Bennett, explained: "A leader teaches her team to know who they are and the power they possess. She provides training so they can hone their skills, empowers them to improve their personal and professional lives, and then trusts them to carry on the work to succeed."

Mastering these five skills, taken from DiSC and John C. Maxwell, will help us become a more successful leader as we teach, train, and trust:

- **“Personal Accountability:** The ability to take responsibility for one’s own actions, conduct, obligations, and decisions, without excuses. Integrity is not what we do as much as who we are.
- **Goal Achievement:** The overall ability to identify and prioritize activities that lead to a goal. With vision, the leader is on mission, and a contagious spirit is felt among the team until others begin to rise alongside the leader.
- **Interpersonal Skills:** The ability to interact with others in a positive manner. Leadership has less to do with position than it does disposition. His or her followers catch a leader’s attitude more quickly than his or her actions.
- **Self-Management Skills:** The ability to prioritize and complete tasks in order to deliver outcomes within allotted time frames. Great leaders never set themselves above their followers except in carrying out responsibilities.
- **Influencing Others:** The ability to personally affect other’s actions, decisions, opinions, or thinking. Everyone is a leader because everyone influences someone. Not everyone will become a great leader, but everyone can become a better leader.”

Empowering the team provides the opportunity to take ownership in their work and personal lives resulting in the development of successful leadership. If in doubt, try it, try any one of these five skills and see where it leads you. My bet...the proof is in the individual determination.

*Still growing,*  
Janis



## EWI OF TULSA FEBRUARY 2011 MEETING

### PARTY PRO RENTS FIRM NIGHT

- When:** **Thursday, February 10, 2011**
- 5:30 pm Check-in/Registration
  - 6:00 pm Welcome
  - 6:15 pm Invocation & Dinner
  - 6:45 pm Firm Night Presentation
  - 7:15 pm Q & A
  - 7:25 pm Drawing for our FOUR Sweetheart Baskets**
  - 7:30 pm Adjourn
- Dress:** **Business or Business Casual**
- Where:** **Camp Loughridge**  
4900 W. 71<sup>st</sup> Street, Tulsa
- Cost:** **\$40.00**
- RSVP:** **By Noon, Friday, February 4**
- Respond to:** **Maureen Quinn, Oklahoma Manufacturing Alliance**  
maureen@okalliance.com or  
call 918.592.0722
- Meeting Fees:** **Make checks payable to EWI of Tulsa**  
Fee may be paid at the door or mailed to:  
Jan Ehrle  
Mid-America Land, Grain & Cattle Co.  
P.O. Box 52610  
Tulsa, OK 74152-0610

Email RSVP Response Guideline – Please type in the subject line:

Yes, I will attend or Yes, I will attend with \_\_\_ guests (names in body of email)  
or  
No, I will not attend  
(List reason for missing in body of email, i.e., vacation, etc.)

#### 2010-2011 Officers & Directors

##### President

Janis Cohlma, Tropical Plant Design, Inc.  
janis@tropicalplantdesign.com, 918.622.3400

##### Vice President/President-Elect

Alandra Baggett, Omni Air International  
abaggett@oai.aero, 918.831.3020

##### Secretary

LaQuinda Davison, Gateway Foundation  
ldavison@gateway.org, 918.259.1405

##### Treasurer

Jan Ehrle, Mid-America Land, Grain & Cattle Co., Inc.  
jan\_ehrle@tulsaconnect.com, 918.749.2426

##### Ways & Means

Karen Kellogg, JPMorgan Chase & Co.  
karen.l.kellogg@chase.com, 918.586.5434

##### B/C/DP

Margaret Harrison, Tulsa Community College  
mharrison@tulsaacc.edu, 918.595.7224

##### Membership

Susan Lambert, Linde Process Plants, Inc.  
susan.lambert@lppusa.com, 918.477.1424

##### Sergeant-at-Arms

Kim Bowman, T.D. Williamson, Inc.  
kim.bowman@tdwilliamson.com, 918.447.5044

##### Program

Angie Walters, Tulsa Metro Chamber  
angiewalters@tulsachamber.com, 918.560.0222

##### Communication

Amie Schlosberg, Linde Process Plants, Inc.  
amie.schlosberg@lppusa.com, 918.477.1212

##### Advisor

Jessica Bolen, Montereau  
jbolen@montereau.net, 918.491.5204

##### Advisor

Linda Polson, PSA-Dewberry, Inc.  
lpolson@dewberry.com, 918.295.5228

##### Advisor

Judy Russell, ONEOK, Inc  
jrussell@oneok.com, 918.588.7931

**“It’s not the position that makes the leader; it’s the leader that makes the position.”**

**– Stanley Huffty**

# 2011 SPRING LEADERSHIP CONFERENCE



The 2011 Spring Conference planning is off to a great start and the response to fill our baskets has been phenomenal! From a planned 3 baskets to a full 4 baskets is more than we anticipated. If this is a sample of the type of support that our chapter has for the conference, I know that our ticket sales will be successful. Now it's time to sell...sell...sell!

Thanks all of you for supporting this event.

## ewi Sweetheart Baskets

Only 1000  
Tickets

Tickets  
\$20 each

Great  
Sweetheart  
Gift

Just in time for Valentine's Day. Drawing will be held February 10, 2011.  
Four incredible baskets! Only 1,000 tickets to be sold at \$20 each.  
Give your sweetheart the perfect gift – a basket full of fun, food, and treats!  
Proceeds benefit EWI of Tulsa and the 2011 Spring Leadership Conference.

St. Valentine's  
Day

| #1 – For “My Honey”<br>CASH VALUE = \$615   | #2 – For “My Darling”<br>CASH VALUE = \$640   | #3 – For “My Beloved”<br>CASH VALUE = \$640   | #4 – For “My Dearest”<br>CASH VALUE = \$600   |
|---|---|---|---|
| <p>Basket contains gift cards for:</p> <ul style="list-style-type: none"> <li>• \$25 Arby's</li> <li>• \$50 Spa visit</li> <li>• \$100 Cyprus Grille</li> <li>• \$25 Gadget Company</li> <li>• \$50 Los Cabos</li> <li>• \$25 Movie passes</li> <li>• \$25 Mrs. DeHaven's Flowers</li> <li>• \$25 Pei Wei</li> <li>• \$50 Quik Trip Gas Cards</li> <li>• \$40 Robertson Tire/Oil Chg.</li> <li>• \$50 VISA Gift Cards</li> <li>• Weekend night stay with breakfast for 2 – Tulsa Marriott Southern Hills</li> </ul> | <p>Basket contains gift cards for:</p> <ul style="list-style-type: none"> <li>• \$25 Arby's</li> <li>• \$50 Charleston's</li> <li>• \$25 Gadget Company</li> <li>• \$100 Michael Fusco's</li> <li>• \$25 Movie passes</li> <li>• \$25 Mrs. DeHaven's Flowers</li> <li>• \$50 Quik Trip Gas Cards</li> <li>• \$50 Ricardo's</li> <li>• \$50 Spa visit</li> <li>• \$40 Te Kei's</li> <li>• \$50 VISA Gift Cards</li> <li>• Weekend night stay with breakfast for 2 – Tulsa Marriott Southern Hills</li> </ul> | <p>Basket contains gift cards for:</p> <ul style="list-style-type: none"> <li>• \$25 Arby's</li> <li>• \$50 Charleston's</li> <li>• \$25 Gadget Company</li> <li>• \$100 Michael Fusco's</li> <li>• \$25 Movie passes</li> <li>• \$25 Mrs. DeHaven's Flowers</li> <li>• \$50 Quik Trip Gas Cards</li> <li>• \$50 Ricardo's</li> <li>• \$50 Spa visit</li> <li>• \$40 Te Kei's</li> <li>• \$50 VISA Gift Cards</li> <li>• Weekend night stay with breakfast for 2 – Tulsa Marriott Southern Hills</li> </ul> | <p>Basket contains gift cards for:</p> <ul style="list-style-type: none"> <li>• \$25 Applebee's</li> <li>• \$25 Chili's</li> <li>• \$25 Lone Star</li> <li>• \$50 Los Cabos</li> <li>• \$100 Michael Fusco's</li> <li>• \$25 Movie passes</li> <li>• \$25 Olive Garden</li> <li>• \$50 Quik Trip Gas Cards</li> <li>• \$50 Ricardo's</li> <li>• \$40 Robertson Tire/Oil Change</li> <li>• \$50 Utica Square Merchants</li> <li>• Weekend night stay for 2 – Downtown Double Tree</li> </ul> |

**SAVE THE DATE!**

2011 Spring Leadership Conference  
Professional Development  
Workshops  
April 14 –16 , 2011  
The Marriott Southern Hills

**EWI of Tulsa**  
Connections + Careers + Community

Since 1938, EWI has been the leading association for business professionals and their firms. EWI is a global organization with a combined membership of more than 2,100 other companies and nearly 3,000 representatives spread throughout 67 Chapters across North America.

For additional information, contact:  
Alandra Baggett  
EWI of Tulsa Vice President/President Elect  
c/o Omni Air International  
abaggett@oai.aero  
918.831.3020  
EWI of Tulsa Website: [www.ewitulsa.org](http://www.ewitulsa.org)

## BOARD REPORTS

### JANUARY MEMBERSHIP REPORT

#### Member Firm Resignations

American Red Cross Tulsa Area Chapter  
The Rowland Group

#### New First Representatives

Kasey Lardizabal, State Farm Insurance Companies

#### First Representative Resignation

Renee Matthews, Saint Francis Health System

#### Second Representative Resignations

Tammie Blessing, JPMorgan Chase & Co.  
Karen Johnson, Tulsa Tech

#### New Co-Executive

Jeffrey C. Crippen, Omni Air International, Inc.

#### Executive Resignations

Regina Moon, American Red Cross Tulsa Area Chapter  
Lynn Flinn, The Rowland Group

#### Firm Without Representatives/Executives

Saint Francis Health System (1<sup>st</sup> Representative)

#### Leading Ladies

“Leading Lady” is a designation given to those Representatives who have been present at each monthly meeting from the “First Hello to the Final Farewell.”

Since it is still early, almost everyone is a Leading Lady! We will start listing the Leading Ladies in the next couple of months—I hope to see your name listed here!

### TREASURER’S REPORT

The GENERAL OPERATING ACCOUNT as of  
December 31, 2010, was \$30,165.08

“Learning is a treasure that will follow its  
owner everywhere.”

– Chinese Proverb

### FEBRUARY BIRTHDAYS

#### EXECUTIVES

| Date | Name           | Company                   |
|------|----------------|---------------------------|
| 2    | Matt Henderson | Henderson Benefits Group  |
| 12   | Henry Zarrow   | Zarrow Family Office, LLC |
| 23   | Paul Landaiche | Merrill Lynch             |
| 24   | Ernest Moody   | Moody’s Jewelry, Inc.     |
| 25   | Karen Kirchman | Stanfield & O’Dell        |

#### REPRESENTATIVES

| Date | Name          | Company                         |
|------|---------------|---------------------------------|
| 2    | Karen Kellogg | JPMorgan Chase & Co.            |
| 4    | Maureen Quinn | Oklahoma Manufacturing Alliance |
| 13   | Diane Jarvi   | Osteopathic Founders Foundation |
| 16   | Glenda Stoner | Hilti, Inc.                     |

### FEBRUARY FIRM ANNIVERSARIES

| Year | Company                              |
|------|--------------------------------------|
| 1972 | Tulsa Metro Chamber                  |
| 1973 | Zarrow Family Office, LLC            |
| 1986 | Mid-America Land, Grain & Cattle Co. |
| 1992 | Hilti, Inc.                          |
| 1997 | United States Beef Corp. (Arby’s)    |
| 1997 | The William K. Warren Foundation     |
| 2007 | Verizon Wireless                     |

### JANUARY ATTENDANCE

|                            |           |
|----------------------------|-----------|
| First Representatives      | 37        |
| Second Representatives     | 6         |
| Third Representatives      | 0         |
| Sustaining Representatives | 4         |
| Life Members               | 2         |
| Executive/Representatives  | 1         |
| Guests                     | 3         |
| Executives                 | 3         |
| <b>Total</b>               | <b>56</b> |

\* The First Representative count does not include Executive/Representatives. For total first representative count, add the first representative and the Executive/Representatives together.

\*\* Life Member count includes one member who is also counted in the First Representatives count.

\*\*\* Executive count does not include Executive/Representatives. For total Executive count, add the Execs and Exec/Reps together.

## EWI OF TULSA MEMBER FIRMS

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Accent Moving & Storage/Mayflower  
 Admiral Express Office Supply  
 Allegra Print & Imaging  
 Alzheimer's Association  
 Bella Gardens Wedding Chapel  
 Doubletree Hotel Downtown  
 The Flintco Companies, Inc.  
 Gateway Foundation  
 Helmerich & Payne, Inc.  
 Henderson Benefits Group  
 Hilti, Inc.  
 JPMorgan Chase & Co.  
 Linde Process Plants, Inc.  
 Merrill Lynch  
 Merry Maids  
 Mid-America Land, Grain & Cattle Co.  
 Miss Helen's Private School  
 Montereau  
 Moody's Jewelry, Inc.  
 Moore Funeral Home, Inc.  
 Mrs. DeHaven's Flower Shop  
 Oklahoma Mailing Equipment  
 Oklahoma Manufacturing Alliance  
 Omni Air International  
 ONEOK, Inc.  
 Osteopathic Founders Foundation  
 Party Pro Rents  
 Pepsi Beverages Company  
 PSA-Dewberry Inc.  
 Public Service Company of Oklahoma\*  
 Renaissance Tulsa Hotel and Convention Center  
 Riggs, Abney, Neal, Turpen, Orbison & Lewis  
 Robertson Tire Co., Inc.  
 Saint Francis Health System  
 Senior Star Living  
 Stanfield & O'Dell, P.C.  
 State Farm Insurance Companies

T.D. Williamson, Inc.  
 Terry F. Rigdon, D.D.S.  
 Tropical Plant Design, Inc.  
 Tulsa City-County Library  
 Tulsa Community College  
 Tulsa Marriott Southern Hills  
 Tulsa Metro Chamber\*  
 Tulsa Tech  
 United States Beef Corp. (Arby's)  
 The University of Tulsa\*  
 Verizon Wireless  
 Warren Professional Building Corporation  
 The William K. Warren Foundation\*  
 World Travel Service, LLC  
 Zarrow Family Office, LLC

## FIRMS REPRESENTED BY SUSTAINING, LIFE, AND HONORARY MEMBERS:

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Anchor Stone Co.  
 Crane Carrier Company  
 Don Nickles, U.S. Senator  
 Fred Jones Ford  
 Gaffey, Inc./Overhead Cranes  
 MAPCO, Inc.  
 Parker Drilling Company  
 Siegfried Insurance Agency, Inc.  
 Tulsa Airport Authority  
 The Williams Companies, Inc.

*\* Denotes a firm with a sustaining member.*

"The truth of the matter is that you always know the right thing to do. The hard part is doing it."

– Norman Schwarzopf



## ***EWI of Tulsa Board of Director's 2010-2011 Goals***

Your 2010-2011 Board of Directors is off and running and ready for a great year with EWI of Tulsa. The new Board worked hard to develop goals to measure our success for the year and is making sure that we are productive, but most importantly that we have a fun year. Below, are the goals for each Committee:

### **President – Janis Cohlma**

- To be a leader that inspires representatives to take their leadership to the next level
- To increase EWI of Tulsa visibility in the community
- To bring more professional development opportunities to our representatives
- To increase executive participation
- To bring the 2011 Spring Leadership Conference to Tulsa

### **Vice President/President Elect – Alandra Baggett**

- To assist each function leader to stay focused on the goals approved in 2010-2012 Strategic Plan
- To assist the Treasurer to update the general ledger accounts to comply with the Form 1 and Form 31 formats
- To plan the Executive luncheon, building on the foundation of the prior year

### **Secretary – LaQuinda Davison**

- To learn how to effectively and efficiently prepare the minutes for each of the meetings
- To learn my goals and responsibilities as EWI Secretary

### **Fund Raising – Karen Kellogg**

- To increase % in attendees
- To increase sponsorships over last year
- To increase school and teacher attendance in the form of firm sponsored tables

### **B/C/DP – Margaret Harrison**

#### ***EWISP and ASIST***

- To have a successful Student/Counselor breakfast
- To have an EWISP Tulsa scholarship recipient to place at corporate level
- To have each school or agency contacted to submit a name for application consideration for both programs

#### ***READING RALLY***

- To have a successful Reading Rally

### **Membership – Susan Richmond**

- To retain 95% of our member firms at renewal
- To increase membership by 16 new firms through 2011
- To increase awareness to membership that everyone is a part of the membership process

### **Sergeant at Arms – Kim Bowman**

- To learn all EWI members by name/face recognition
- To keep complete and accurate records of attendance
- To keep President, Treasurer, Secretary, Program Director, and other Directors apprised of attendance information for their respective areas

### **Programs – Angie Walters**

- To have successful, meaningful, fun meetings
- To organize "get to know you" games for each meeting
- To have fun after hours socials quarterly

### **Communication – Amie Schlosberg**

- To provide information about EWI of Tulsa to new executives and representatives
- To promote awareness and encourage participation in Corporate teleseminars/webinars
- To enhance the Public Relations Program to promote EWI of Tulsa Chapter

## WHAT YOU MISSED IN JANUARY THROUGH CONNECTIONS, CAREERS, AND COMMUNITY

I would like to thank our Vice President/President-Elect, Alandra Baggett, for stepping in for me while I was out of town. I understand she did an awesome job and that Alton Arevalo was fabulous! From your comments, it seems everyone really enjoyed the fun “career” segment of the evening with Alton.

I would like to say a special thank you to Amy Adkins, Executive of Mrs. DeHaven’s Flower Shop, for presenting the “connections” part of our program with a firm spotlight on her company. The lucky recipients of the centerpieces also send their thanks.

Thank you for all the gift cards that you brought to be a part of our “Sweetheart Baskets” giveaway. How are your ticket sales going? Feel free to send me an email with the number of tickets you have sold in the subject line of your email. Alandra printed 40 tickets for me and I have sold 25 so far...I have some work left to do. I better get busy. Thank you again for your support.

*Still growing,  
Janis*



Linda Jones, Verizon Wireless, and new executive from Merry Maids, Amy Bates, catch up before the meeting.



Lisa Stansill, United States Beef Corp (Arby’s) and Betty Oswald, University of Tulsa



Tonya Solomon, Allegra Printing, talked with membership guest, Nancy Hillman, and Teri Edmondson, The William K. Warren Foundation.

### **What you will experience at the February meeting:**

February’s meeting will be hosted by Stephanie Layson and Party Pro Rents. I can’t wait to see how beautifully she will have Camp Loughridge decorated for the evening. Party Pro Rents is such a fascinating company; you will be amazed when you watch her video presentation.



Jessica Bolen, Montereau, and Amy Adkins, executive with Mrs. DeHaven's Flower Shop.



Myra Trahern, Life Member, and Diana Triplett with Robertson Tire Co., Inc.



Lesa Johnson, Pepsi Bottling Group, and Judy Russell, ONEOK, Inc.



Beth Phillips of the Tulsa Metro Chamber and guest speaker, Alton Arevalo, from Health Zone

"The secret of success in life is for a man to be ready for his time when it comes."

– Benjamin Disraeli



**SAVE THE DATE**

Business & Education Forum  
Thursday, September 8, 2011  
Murray Banks

Murray has been a successful educator, receiving Vermont's Teacher of the Year award in physical education and was honored nationally with the Outstanding Educator Award. He is also an accomplished athlete, being a top finisher in the Ironman Triathlon World Championship twice as well as winning two skiing masters world championships. His energy, humor, enthusiasm, and genuine positive attitude are infectious to all!



## EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT...



**Andrea Terry**

**Representing Terry F. Rigdon, DDS**

### 1. What does your company do and what is your function within the company?

Our company is a Cosmetic and Dental Implant Office. We do general dentistry, but we specialize in Smile Makeovers. We see patients from all over Oklahoma, Kansas, Missouri, and Arkansas. We also have a handful of patients that come to us from overseas. Dr. Rigdon has done Smile Makeovers on a number of other dentists. I am the Practice Administrator and Marketing Director. I oversee the day-to-day operations of the business office. Dr. Rigdon and I work together to market our practice to the public, as well as other general dentists who do not have the ability to do dental implants. Our biggest marketing tool is patient referrals.

### 2. How did you get into this business?

I was raised in the dental industry. My mom was a dental assistant for years in Missouri before marrying a dentist in Oklahoma. So, with both of my parents being in the dental field, it just fit that my degree is in marketing and management, which I use daily. I gained knowledge of the inner workings of a dental office as I grew up.

### 3. What do you enjoy most about your current job?

Our practice is a very family-oriented practice. My dad is the dentist, I manage the practice, my mom helps in the back office as a patient care coordinator, and my sister-in-law works the front desk, as well as helping me with the marketing. We do have staff members that are not family, but over the years they have grown to be our extended family.

### 4. What was your first job?

I was a waitress at Rib Crib when I was 16.

### 5. What was your favorite thing about childhood?

I loved going to the lake and skiing. Anytime I could be outside, I was.

### 6. Tell us something interesting about yourself that a lot of people don't know, a little known fact or accomplishment, past or present.

I was Model Pledge in November of 2000 for the Zeta Tau Alpha Women's Fraternity at Oklahoma State University.

### 7. Who do you consider to be your role model? Why?

My grandmother. She is a very strong, independent woman who is sincerely dedicated to her family, religion, and friends. She showed me how a woman can work and raise a family together successfully. She holds strong to her values and has made sure those values are passed down to her kids, grandkids, and great-grandkids.

### 8. Tell us a little about what you like to do in your spare time. What is your passion/hobby?

In my spare time, I love watching my kids play sports: football, baseball, and ballet. I love spending time outdoors. Four wheeling is probably my biggest hobby. My husband and I like to ride through the Arkansas Mountains.

### 9. What's on your bucket list?

I would love to visit Florence, Italy.

### 10. What is the biggest benefit to your being affiliated with Executive Women International? Or, what do you hope to gain from your affiliation with EWI?

I feel networking is very important; I hope to gain a strong network, not only for business, but for friendships as well. Outside of the dental field I do not know many business professionals and I would love to break out of that shell.

## DATES TO REMEMBER...

| EVENT                         | TIME    | DATE                  | LOCATION  |
|-------------------------------|---------|-----------------------|---|
| Program Committee Meeting     | 11:30   | February 1            | Tulsa Metro Chamber                             |
| EWISP Breakfast               | 7:00 am | February 2            | Tulsa Tech Lemley Campus Health Bldg, Room 3117 |
| B/C/DP Committee Meeting      | Noon    | February 3            | Tulsa Tech Lemley Campus                        |
| Fundraising Committee Meeting | 5:30    | February 7            | JPMorgan Chase & Co., 4 <sup>th</sup> floor     |
| EWI of Tulsa Monthly Meeting  | 5:30    | February 10           | Camp Loughridge                                 |
| Membership Committee Meeting  | 12:00   | February 15           | Linde Process Plants, Inc.                      |
| Monthly Board Meeting         | 11:45   | February 16           | Linde Process Plants, Inc.                      |
| Executive Luncheon            | 11:00   | February 23           | Tulsa Country Club                              |
| LCAM                          |         | September 22-24, 2011 | Minneapolis, MN                                 |

## HAVE INFORMATION TO SHARE?

### COURTESY NOTICES

Email notifications distributed via email to the entire EWI of Tulsa membership by the Courtesy Function leader, Tonya Jimenez. Please send your news to Tonya at [tonya.jimenez@jgh.com](mailto:tonya.jimenez@jgh.com).

### EWI ON FACEBOOK

EWI of Tulsa is now officially on Facebook. If you aren't on Facebook yourself, but would like to follow EWI of Tulsa, email Janice Morgan at [janice.morgan@alz.org](mailto:janice.morgan@alz.org).

### EWI OF TULSA DIRECTORY UPDATES

Please provide any updates for the directory to Maureen Quinn via phone at 592-0722, fax 592-1417, or email at [maureen@okalliance.com](mailto:maureen@okalliance.com).

### EWI CORPORATE UPDATES (WWW.EWICONNECT.COM)

Check your member information on the Corporate Website and update your profile online. If you do not have access to email/internet, please contact Maureen Quinn via phone at 592-0722 or email at [maureen@okalliance.com](mailto:maureen@okalliance.com).

### POSTINGS FOR MONTHLY CONNECT

Please send all submissions for the Connect to Amie Schlosberg via phone at 477-1212 or email [amie.schlosberg@lppusa.com](mailto:amie.schlosberg@lppusa.com).

**March submission deadline: February 18<sup>th</sup>**

## TRICKS OF THE TRADE - DID YOU KNOW?

***Could someone crack your passwords?***

Creating secure passwords sounds simple enough. You need passwords you'll remember but others won't guess – and you should have different passwords for different sites. And, if you keep a hard copy of them somewhere, anyone could find it. Here's one solution *Lifehacker.com* recommends:

Develop a "base" password you'll remember. Make it something no one would guess. Then add site-specific words to the middle of the password.

Say you use *rabbitsfrogs* for your base password. On your banking site, you might add digits from your bank account: *ra12bbitsfrog56s*.

**Tip:** It's more secure to add the specific hint in the middle of the base word, rather than tacking it on at the end.

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