



LETTER FROM THE PRESIDENT

EVERYONE WINS!

Did you read the Corporate *EWIConnect* dated June 15? WOW, the new membership incentive program is pretty amazing. The plan has something for everyone - the new firms, existing firms, representatives, and chapters. Corporate views this incentive program as a win-win situation for everyone that participates, and I agree.

In the same issue it was reported that EWI received **49 new member firms in May**. I found myself envying the success of other chapters and wondering if they have gone through any of the negative experiences we have when recruiting prospective member firms. If so, they have **failed forward**.

I told myself it's time to get up, get over it, and get going. No more daydreaming or talking about it; we've got to get out there and recruit. Who better to get this membership drive started than, you guessed it, our Past Chapter Presidents. I have asked this group to stand together and create their wish list of prospective members and to recruit them. Now, I am asking all EWI of Tulsa representatives to do the same. Membership is not a committee of ONE, but a committee for EVERYONE.

It's encouraging to realize that all of us have the potential to overcome problems, mistakes, and misfortunes. All we have to do is learn from our mistakes and **fail forward**. To succeed, a person needs only four things according to John C. Maxwell's book, *Failing Forward*. You can remember them by thinking of the word REAL.

- ❖ **Relationships:** The greatest skill needed for success is the ability to get along with other people. It impacts every aspect of a person's life. Your relationships make you or they break you.
- ❖ **Equipping:** One of the most significant lessons I've learned is that those closest to you determine the level of your success. If your dreams are great, you achieve them only with a team.
- ❖ **Attitude:** People's attitudes determine how they approach life day to day. Your attitude, more than your aptitude, will determine your altitude.
- ❖ **Leadership:** Everything rises and falls on leadership. If you desire to lift the lid on your personal effectiveness, the only way to do it is to increase your leadership skills.

Every representative in our chapter uses the REAL approach everyday. We can use our relationships with others to recruit, help equip our membership committee, change our attitudes about growth, and blow the lid off our leadership skills to succeed in failing forward.

We can use this outline for recruiting prospective members to EWI of Tulsa:

1. Create a wish list of prospective Tulsa companies you would like to see become members of EWI of Tulsa. When thinking of potential member firms, think diversification of companies (big and small), classifications of major and minor, or consider someone you or your executive do business with on a regular basis. Would this firm be a good fit with EWI? If so, would your executive join you in making a "sales call" to discuss the value of EWI membership?
2. Once you have identified a company, check the EWI classifications of majors and minors to ensure we do not already have a member firm in Tulsa listed in that classification. Where do we need to fill in the gaps with majors and minors?
3. Research the company's website to find out its type of business so a major and minor classification can be established (as all firms must be assigned these classifications). The major classification is the primary business of the firm. The minor classification more specifically defines the firm's business. If you are unsure about the major/minor classifications, call or email Susan Lambert or me and we will gladly help you with the classifications.
4. Discuss your completed list with Susan Lambert or me so 1) the firm information can be presented to the Membership Committee and 2) the firm can be approved by the Chapter Board for posting to the EWI of Tulsa membership. There is a 10-day waiting period following posting of the firm during which the executive of a member firm can submit written notice of an objection to the firm's joining our Chapter. These steps must be completed before we can extend an invitation to any firm to become a member of EWI of Tulsa.
5. Prepare to make contact with your prospective firm to sell EWI. I know this will be the hard part for many of you, but if you believe in what you are selling, your message will come from the heart and be sincere. If your executive cannot join you, take another EWI of Tulsa representative with you. As you make more calls, you will become more comfortable, even a pro in no time at all!
6. Remember, the Membership Committee has an array of helpful information for you to utilize. Professional-looking packets of EWI material from Corporate and our chapter; forms for you to use to keep track of the prospects you develop and the outcome of your contacts; and, of course, application forms that have been updated to better reflect the options and pricing of becoming a member firm.

Maxwell encourages his readers to fail early, fail often, but always **fail forward**. Turn your mistakes into stepping-stones for success. I encourage our Chapter to stand together to turn our membership growth around and succeed by **failing forward**.

Have you chosen a prospective firm to recruit yet?

Still growing,
Janis



"To succeed, you have to be open to problems. You have to be open to failure. And as you go up the ladder, you gain the right to get more problems."

~Dave Anderson, Famous Dave's of America

This Just In From EWI Corporate...

MEMBERSHIP INCENTIVE PROGRAM

The Corporate Board is pleased to announce a new incentive program for the remainder of 2011! We have designed the incentive to include all parties...you, the new member firm, the existing firms, and of course, the Chapter! Everyone has a chance to win and help grow our EWI network of members. The incentive plan will run from July 1-December 31, 2011. This incentive plan will take the place of the traditional 15 for 12 campaigns. Here's how it works:

Firms - New

Every new member firm that joins an EWI Chapter between July 1 and December 31, 2011, will have the \$50 Corporate administrative fee waived and will be entered into a drawing for a free 2012 EWI membership (Chapter and Corporate dues for all new member firms and their representatives who joined during this time period.)

Firms - Additional Representatives

Every member firm that adds an additional representative (maximum of three) between July 1 and December 31, 2011, will receive entrance into a drawing for a free 2012 EWI membership (Chapter and Corporate dues for all representatives who joined during this time period.)

Representatives

Every representative who successfully recruits a new member firm (complete membership application and funds must be received at the Corporate Office between July 1, 2011 and December 31, 2011) will receive an entry into a drawing for \$1,000 cash! (Representative's name can be entered multiple times – once for each new member firm recruited during this time period.)

Chapters

The Chapter that recruits the most new member firms between July 1 and December 31, 2011, will receive a customized EWI Chapter banner stand or \$450 credit in the EWI Merchandise Shoppe. In the case of a tie, a drawing will be held to determine the one Chapter winner. All winners will be announced in the January 18, 2012 EWI Connect.

RECRUITMENT GROWTH UPDATE

Congratulations to the following chapters for their growth in May:

Nine New Firms: EWI of Calgary

Four New Firms: EWI of Grande Prairie

Three New Firms: EWI of Birmingham
EWI of Cincinnati
EWI of Honolulu
EWI of Los Angeles
EWI of San Antonio

Two New Firms: EWI of Atlanta
EWI of Colorado Springs
EWI of Denver
EWI of Hampton Roads
EWI of Omaha
EWI of Washington DC

One New Firm: EWI of Corpus Christi
EWI of Des Moines
EWI of Huntsville
EWI of Oklahoma City
EWI of Phoenix
EWI of Pomona Valley
EWI of San Diego
EWI of Spokane
EWI of Wichita

EWI – Total for May - 49 new member firms

“You leave home to seek your fortune, and when you get it, you go home and share it with your family.”
~ Anita Baker, Singer & Songwriter

Each month we showcase Chapters that are realizing a significant increase in their membership. Congratulations to the Chapters listed above for keeping the “Focus on the Firm.”

~*~ OFFICIAL NOTICE ~*~

Notice is hereby given that the July Business Meeting for EWI of Tulsa will be held Thursday, July 14, 2011 at 6 pm.

Location: Arby's Training & Operation Building, 4940 East 49th Street, Tulsa, OK

Janis Cohlma, President

LaQuinda Davison, Secretary

**EWI OF TULSA
JULY 2011
CHAPTER BUSINESS MEETING**

When: **Thursday, July 14, 2011**
 5:30 pm Check-in/Registration
 6:00 pm Welcome
 6:15 pm Invocation
 6:20 pm Dinner
 7:00 pm **Mandatory** Business and Chapter
 Development Program
 7:45 pm Closing Remarks

Dress: **Business or Business Casual**

Where: **Arby's Training & Operation Building**
 4940 East 49th Street; Tulsa, OK

Cost: **\$40.00**

RSVP: **By Noon, Friday, July 8**

Respond to: **Susan McCoy, Tulsa Tech**
 susan.mccoy@tulsatech.edu or
 call 918.828.5007; fax 918.828.5009

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@tulsacc.edu, 918.595.7224

Membership

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

Sergeant-at-Arms

Susan McCoy, Tulsa Tech
 susan.mccoy@tulsatech.org, 918.828.5007

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

~*~ Don't forget... ~*~

Your attendance at our Business Meetings is extremely important as we conduct the business of the chapter. We need your voice!

Please make sure to pay your dues for this mandatory meeting, even if you are unable to attend.

BOARD REPORTS

JUNE MEMBERSHIP REPORT

New Second Representative

Brandi Bryan, Moore Funeral Home, Inc.

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.”

Our current Leading Ladies are:

| | |
|--------------------|----------------|
| Alandra Baggett | Sarah Diehl |
| Jan Ehrle | Angela Fritz |
| Margaret Harrison | Diane Jarvi |
| LuAnne Martindale | Carrie Modrak |
| Roberta Montgomery | Maureen Quinn |
| Bassima Roz | Diana Triplett |

TREASURER’S REPORT

The GENERAL OPERATING ACCOUNT as of May 31, 2011, was \$52,887.88.

OUR MISSION

EWI brings together key individuals from diverse businesses for the purpose of:

- Promoting member firms,
- Enhancing personal and professional development, and,
- Encouraging community involvement.

OUR VISION

To be a professional organization that creates value for its member firms and their representatives through career development, business connectivity, and involvement in local communities.

JULY BIRTHDAYS

EXECUTIVES

| Date | Name | Company |
|------|--------------|---|
| 3 | David Riesen | Oklahoma Mailing Equipment |
| 17 | John Gibson | ONEOK, Inc. |
| 21 | Jeff Price | Renaissance Tulsa Hotel and Convention Center |
| 31 | Joe Moore | Moore Funeral Home, Inc. |

REPRESENTATIVES

| Date | Name | Company |
|------|--------------------|----------------------------------|
| 3 | Rita Young | The William K. Warren Foundation |
| 7 | Leslie Rosencutter | Sustaining Member |
| 17 | Alandra Baggett | Omni Air International |
| 18 | John Hamill | Honorary Member |
| 22 | Angela Fritz | Moody’s Jewelry, Inc. |

JULY FIRM ANNIVERSARIES

| Year | Company |
|------|-------------------------------|
| 2003 | Admiral Express Office Supply |

JUNE ATTENDANCE

| | |
|----------------------------|-----------|
| First Representatives* | 38 |
| Second Representatives | 7 |
| Third Representatives | N/A |
| Sustaining Representatives | 3 |
| Life Members | 1 |
| Executive/Representatives | 3 |
| Guests | 19 |
| Executives** | 6 |
| Total | 73 |

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

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

“Female friendships that work are relationships in which we help each other belong to ourselves.”

~ Louise Bernikow, Journalist & Women’s History Lecturer

EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT...

Kecia Holloway

Executive with Doubletree Hotel Downtown

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

We are a full-service, 417-room hotel connected to the Tulsa Convention Center and the official host hotel of the BOK Center. We host conventions as well as business and leisure travelers and also offer meeting space for catered events. I am the Director of Sales & Marketing for the hotel.

2. How did you get into this business?

I applied for the position of concierge at the Doubletree Hotel at Warren Place. I had no idea what the job was or how to pronounce it, but thought it sounded exotic!

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

The people I work with and our guests. Every day is a different day at the hotel.

4. What was your first job?

I worked at a Tastee Freeze when I was 14 years old.

5. What was your favorite thing about childhood?

Playing in the summer from sun up to sun down and riding my horses.

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 a professional cheerleader.

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

I don't think I am a role model, but I try to be a good person. I take the things I have learned from my past relationships and try to use the good things and not repeat the bad things with those currently around me.

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

My family is my passion, but I also love to spend time with my husband and two sons watching sports or riding our horses on the weekends.

9. What's on your bucket list?

Above all, to see both of my sons complete college, grow up into independent men, and start a happy family of their own. Then my husband and I can travel abroad!

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?

It is wonderful exposure for our hotel and networking with other EWI members. The hotel is very involved in the community, and EWI provides us other great opportunities to serve our community.

WHAT YOU MISSED IN JUNE THROUGH CONNECTIONS, CAREERS, AND COMMUNITY

When I read over the scholarship applications, there was one thought that kept going through my mind. These women had a goal to make a better life for themselves. Each had struggles with personal issues, balancing school and work schedules, and raising children, but most of all they had the desire to give back to others. Their attitude of not giving up showed the judges that no matter how bad the condition of their life or their circumstance, they were determined to make it! It's easy to quit – it takes faith to go through with something.

Our keynote speaker, Becky J. Frank, Chairman and CEO of Schnake Turnbo Frank | PR, gave each recipient a red journal so they could start writing about the next chapter in their lives. She encouraged all of us to follow and pursue our dreams, put our goals into action, keep close to what motivates us, have confidence to execute our dreams, continue to work hard, and be proud of our pioneer spirit. She closed with a powerful statement, "Good for all of you here who are pursuing your continued education. You're daring and bold. Embrace it and show this world how it's done."

Again, a special thanks to Beth Phillips, Vernice Bersche, Jessica Bolen, Pat Desormeau, Janice Morgan, Rita Young, and Margaret Harrison for all the hours they spent planning the ASIST program. Also, another thank you goes to Stephanie Layson with Party Pro Rents for the beautiful linens and the centerpieces. What a nice feeling to walk into a room that has great tablescapes. It makes us feel special! Thank you for taking such good care of us. Ladies, you are very much appreciated.



2011 ASIST Winners: (clockwise from top left) Emma De La Cruz, Christen Robinson, Heidi Dupree, Katie Matthews, Diana Jones, Kelley Currie, Diana Calvert, and Marci Parkhurst.
Not pictured: Crystal Sinor and Viktoriya Kotkova

What you will experience at the July meeting:

July Business Meeting

"No one ever accomplishes anything of consequence without a goal...Goal setting is the strongest human force for self-motivation."

~ Paul Myer



CONGRATULATIONS TO EWI OF TULSA'S 2011 ASIST SCHOLARSHIP WINNERS!



Marci Parkhurst



Katie Matthews



Kelley Currie



Heidi Dupree



Diana Jones



Diana Calvert



Christen Robinson



Emma De La Cruz

Unfortunately, Crystal Sinor and Viktoriya Kotkova were unable to attend.



The evening's guest speaker, Becky J. Frank, Schnake, Turnbo, Frank | PR, speaks to the membership and scholarship winners.

"One of my main goals on the planet is to encourage people to empower themselves."
~ Oprah Winfrey



Dr. Kara Gae Neal, Executive with **Tulsa Tech**, Janis Cohlma, **Tropical Plant Design**, and Beth Phillips, **Tulsa Metro Chamber**.



Jody Davis, Executive with **Accent Moving & Storage/Mayflower**, Christi Ray, **Miss Helen's Private School**, and Angela Fritz, **Moody's Jewelry, Inc.**



Jan Ehrle, **Mid-America Land, Grain, & Cattle Co.** and Linda Jones, **Verizon Wireless**.



Dorothy Irby, **Sustaining Member**, Myra Trahern, **Life Member**, and Diana Triplett, **Robertson Tire Co., Inc.**



Beth Phillips, **Tulsa Metro Chamber**, and ASIST Judge, Susan Harris.



ASIST Function Leader, Beth Phillips, **Tulsa Metro Chamber**, addresses the group.

SPECIAL THANKS...

Janis Cohlmia and workers of EWI,

I wanted to thank you for the wonderful experience that you and the others let me be a part in. I see that everyone in EWI is very passionate in what they do for others. This opportunity encouraged me to keep going for my dreams. I was surrounded by inspiring women and it only made me think of the hard work I'm putting in will pay off one day. Again, I want to thank you for picking me as one of the scholars.

Thank you,
Diana Calvert

EWI of Tulsa,
I just wanted to send a little word of thanks to everyone! I'm sorry I was unable to be there in person, but I was there in spirit and I am honored to have been chosen.

Thank you to EWI,
Crystal Sinor

EWISP Winner's thank you note:

EWI of Tulsa,

I want to thank you and the entire EWI organization for my EWI Scholarship. It was such an honor to attend the banquet and meet the wonderful members of your organization. I really appreciate everything you did to make me feel special, and I look forward to following your organization in the future. Please let everyone know how thankful I am.

Sincerely,
Jennifer Carmichael

**TIPS FOR CONTINUOUS IMPROVEMENT IN YOUR WORK**

The desire to continuously improve keeps work interesting. It also helps you feel good about your accomplishments. In fact, even admins who have clearly mastered key skills tell us they're always trying to get better at their jobs. Here are four ideas:

1. **Set a goal:** Chances are you're better at some jobs than others. And while it's tempting to focus on strengths, we can make the biggest improvements in our weakest areas. So try setting a personal goal for improving one of your skills.
2. **Don't take it personally:** Sometimes what's standing in the way of our improvement is ourselves. Let's face it: Who doesn't get a little defensive when someone criticizes their work? But the secret is: don't take it personally. Put your emotions aside and face the criticism head on. Ask yourself: Is there any truth in this criticism? There's always some take-away value in the feedback we're given.
3. **Stay positive:** The key to keeping yourself mentally positive: believing you can get better. Monitor your "self-talk." When you have negative thoughts, force yourself to ignore them. You'll feel better and have stronger focus.
4. **Celebrate successes:** The best part about continuously improving – we're more likely to have something to celebrate. When you've met a personal goal, take the opportunity to pat yourself on the back. It can be as simple as marking it off a list or giving yourself a break before you tackle your next goal.

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EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT...

Chuck Prucha **Executive with Oklahoma Manufacturing Alliance**



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

I'm honored to be the President/CEO of the Oklahoma Manufacturing Alliance. The Alliance is a not for profit organization tasked with the responsibility of working with manufacturers throughout the state to help them improve their productivity and become more profitable in their operations.

2. How did you get into this business?

After a brief (1 year) retirement to Lake Eufaula, I noticed an ad in a paper in Southeast Oklahoma announcing that the Alliance was in need of a Manufacturing Extension Agent for Southeast Oklahoma. After a 25-year career in manufacturing, I was pretty sure that I might have the qualifications necessary to fill the position. And, I was right. I enjoyed that position for 6 years.

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

A very enjoyable part of what I do now as President is the opportunity to meet so many great people throughout the state, including manufacturers, suppliers, and public and private officials.

4. What was your first job?

My first job that created a steady revenue stream was mowing lawns as a boy. My dad had a push type reel mower. He let me use it around the neighborhood until I could earn enough money to buy my own power mower. Wow, what an incentive. I bought the widest power mower I could get, thinking that I could mow much more in a shorter period of time. I didn't think about the fact that the wider mower was almost too heavy and too wide for me to push.

5. What was your favorite thing about childhood?

I always loved to be outdoors. I always wanted to be in the woods or around water. Still do!

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

In 1977, I learned to fly. I enjoyed flying for many years while in business, but I quit flying in the 1990s. Someday, maybe I'll take it up again.

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

My dad was my role model. He was a man that lived every facet of his life beyond reproach.

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

I truly enjoy boating in the summertime and snow skiing in the winter. I'm not a very good fisherman, but I try since we live at the lake.

9. What's on your bucket list?

My bucket list includes learning to fly a helicopter.

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 have always believed in encouraging every employee to be a part of an organization that allows them to participate in professional activities outside of the workplace. EWI offers opportunities for leadership and professional development.



CONNECTIONS | CAREERS | COMMUNITY

PROFESSIONAL DEVELOPMENT WEBINAR
OFFERED BY EXECUTIVE WOMEN INTERNATIONAL

“Generational Communication”

WITH ANNA LIOTTA

TUESDAY, JULY 12, 2011

**3:00 PM (ET), 2:00 PM (CT), 1:00 PM (MT),
NOON (PT), 9:00 AM (HAWAII)**

**** Open to all employees of EWI Member Firms ****



ANNA LIOTTA

With four generations – Traditionalist, Baby Boomer, Generation Xers and Millennials – meeting in the workforce for the first time in history, leaders are challenged to find new ways to meet each generation’s values, attitudes, beliefs, expectations and demands.

Anna Liotta will share Generationally Savvy™ Solutions you can use to attract, engage and invigorate each of the four generations currently in your marketplace. This high energy, action packed presentation will give participants ideas on how to turn the generations’ competing needs from obstacles into opportunities and the ability to evaluate and make changes in an organization’s culture that will enable all generations to thrive.

Anna Liotta is President and CEO for Resultance Inc., a consulting firm that helps companies respond effectively to present and future generational forces in the workplace.

To register, visit <http://www.myeventpartner.com/PIID=E955D780844C>

DATES TO REMEMBER...

| EVENT | TIME | DATE | LOCATION |
|--|-------|-----------------------|---|
| Program Committee Meeting | 11:30 | July 5 | Tulsa Metro Chamber |
| Professional Development Webinar "Generational Communication" | 2:00 | July 12 | EWI Corporate |
| EWI of Tulsa Monthly Meeting Mandatory Business Meeting | 5:30 | July 14 | Arby's Training & Operation Facilities |
| Fundraising Committee Meeting | 5:30 | July 18 | JPMorgan Chase |
| Membership Committee Meeting | 12:00 | July 19 | Linde Process Plants, Inc. |
| EWI Board Meeting | 11:45 | July 20 | Linde Process Plants, Inc. |
| Leadership Conference and Annual Meeting (LCAM) | | September 22-24, 2011 | Minneapolis, MN |

HAVE INFORMATION TO SHARE?

COURTESY NOTICES

If you have an announcement you'd like distributed to the members, please send your news to Tonya Jimenez at tonya.jimenez@jgh.com.

EWI OF TULSA IS ON FACEBOOK

If you would like to follow EWI of Tulsa on Facebook, email Janice Morgan at janice.morgan@alz.org.

EWI OF TULSA DIRECTORY UPDATES

Please provide any updates for the directory to Maureen Quinn via phone at 592-0722 or email at 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 at 592-0722.

POSTINGS FOR MONTHLY CONNECT

Please send all submissions for the Connect to Amie Schlosberg at amie.schlosberg@lppusa.com.

AUGUST SUBMISSION DEADLINE: July 22

INCREASE YOUR CHANCES OF GETTING NOTICED...

No doubt, there are times you'd like a promotion, pay raise, or just some kind of recognition. The question is: How can you increase your odds of getting it?

Take feedback – and use it

You need to get noticed – and here's what *CNN.com* recommends:

- **Ask for it:** A *Washington Post* survey found women were 85% less likely to ask for a promotion than men. Moral: If you want something, you have to speak up.
- **Never cry at work:** When it's hard to hold back the tears, remember: Crying can ruin your credibility.
- **Make use of feedback:** Being criticized isn't fun, but the smart admin takes the feedback and uses it to become even better at her job.
- **Act the professional:** You know the saying, "You have to walk the walk and talk the talk." It's true!

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