



October 2011

NAWIC O M NETWORKING N

Happy Hour October 20, 2011

You are cordially invited to the annual Networking event sponsored by the St. Louis Chapter of the National Association of Women in Construction Membership Committee.

Free Appetizers; Attendance Prizes; Raffle; CASH BAR

Bring your BOSS, Co- Worker, Spouse, Vendor, Customer, Tradesperson, Student, BEST Friends, and BUSINESS Cards and come enjoy some networking!

Anyone that brings a Potential Member or Guest will be entered into the Drawing.

Date: Thursday October 20, 2011

Time: 6:00 pm to 8:00 pm

Where: Hacienda

9748 Manchester Road

Rock Hill, Missouri 63119

Must RSVP by E-Mail:

danah@championprecast.com

by October 14, 2011

NAWIC CORE PURPOSE

To enhance the success of women in the construction industry

A FINAL WORD FROM ANNETTE, PRESIDENT 2009-2011

The year has come to a close and for me. It ended with a bang at the NAWIC Convention right here in St. Louis. It was a very good convention, one of the best that I've attended. The opening welcome party was fun, the speakers were all excellent and I learned new approaches to thinking like a CEO, and was enlightened by new technology in Energy. The award luncheon was wonderful, our chapter was awarded not only the CAD Drafting 3rd place, which we already knew about, but also an award for our WIC Week Networking event at the Construction Career Center High School. Kudos to Teresa for her ideas, planning and implementation of this event. And last but not least, Kita Haynes our membership chairwoman got an award for best use of the NAWIC Blog.

The two years that I served as your president have been wonderful. It was uplifting to always receive a warm welcome at the business meetings. My construction network has grown just as my leadership abilities have. Our events were all a grand success. This success did not happen because I was president, but rather because of the members who stepped up to chair, organize and hold successful events. Special thanks to:

Kita Haynes & Anna Baldwin – Block Kids

Kita Haynes - Membership

Tricia Schelbe – Golf Tournament

Kimberly Staats, CIT, CDS & Donna Kabel – Holiday Gathering

Teresa Willis – Construction Industry, Magic Camp & WIC Week (National Award for best Educational Event)

Laura Wehrenberg, CIT & Ashlee Penno – CAD Drafting (1st place Region/3rd place National)

Sharon Winterberg, CIT, CDT – Perspective Newsletter, Web Page Coordinator

Stacey Madsen, CIT & Sue Seawright – Canstruction (Special Recognition Award for trying so hard for 5 years. We became proud parents of a Rhino at the Zoo and were given a red dinosaur, which explains RJ's appearance in many pictures)

Sandra Carter, CIT – Scholarship

Teresa Willis & Diane Grimsley – Strategic Planning

Dana Horstmeyer – Reservations

Mary Kay Kelly - Directory

And a very special thanks to my advisors – Sandra Carter, CIT, Kimberly Staats, CIT, CDS & Donna Martin and to my 2010-2011 Board of Directors Patty Ahrens, CIT, Kita Haynes, Jean Goldenstein, Diane Grimsley, Anna Baldwin, Sue Seawright and Dr. Deborah Henry.

If your actions inspire others to dream more, learn more, do more
and become more, you are a leader.

John Quincy Adams

I hope I was a successful leader in your eyes!

Most Sincerely,

Annette Elich-Parker

2009-2011 NAWIC Chapter 38 President



AND NOW A WORD FROM YOUR PRESIDENT, ANNA BALDWIN!

September started off with a bang by attending NAWIC's National Convention in St. Louis (See attached report). The next important event was the beautiful Installation ceremony held at Bartilino's on Thursday, September 15th. Thank you all for coming out and supporting our new Board – we had 22 members attending and 12 guests.

President	Anna Baldwin
Vice President	Kita Haynes
Secretary	Sue Seawright
Treasurer	Jean Goldenstein
Directors	Pat Aherns
	Vanessa Byrd
	Michelle Dyer
	Diane Grimsley

Parliamentarian	Donna Martin
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I'm looking forward to the new NAWIC year. I'll be contacting you soon, setting up committee chair meetings and sharing ideas about NAWIC.

Please come to our October 20th Membership Event at Hacienda!

Anna Baldwin



St. Louis Chapter #38 2010/2011 Leadership Team

President

Anna Baldwin
Duke Realty
anna.baldwin@dukerealty.com

Vice President

Kita Haynes
Duke Construction
Kita.haynes@dukerealty.com

Secretary

Sue Seawright
Satellite Shelters, Inc.
SueS@satelliteco.com

Treasurer

Jean Goldenstein
Larson Allen
jgoldenstein@larsonallen.com

Directors:

Patty Ahrens
Ahrens Contracting
Pahrens@ahrenscontracting.com

Venessa Byrd
Shannon & Wilson
vmb@shanwil.com

Michelle Dyer
Paric Corporation
michjkr@yahoo.com

Diane Grimsley
Horizon Engineering
dgrimsley@Horizon-Engineering.com

Immediate Past President

Annette Elich-Parker
Wiegmann Associates
aparker@waidb.com

CALENDAR

October 20, 2011	HAPPY HOUR – Hacienda
November 17, 2011	Joint Meeting with ASPE
December 15, 2011	Holiday Gathering
November 4-5, 2011	Annual Planning Conference Lake of Ozarks, MO
April, 2012	FORUM IN ST LOUIS

*Our own success, to be
real, must contribute to
the success of others.*

- Eleanor Roosevelt

ST LOUIS CHAPTER WEBSITE

<http://www.nawicstl.org>

REGION 6 WEBSITE

<http://www.nawicregion6.org>

NAWIC WEBSITE

<http://www.nawic.org>

NEF WEBSITE

<http://www.nawiceducation.org>

CELEBRATING Birthdays & NAWIC Anniversaries (September/October)

HAPPY BIRTHDAY!

Dianne Grimsley	9/20
Nancy Hannold	10/11
Lorenz Bannes	10/24
Catherine Taylor-Yank	10/24

HAPPY ANNIVERSARY!

Patty Cook	1978
Gloria Davison	2003
Ruby Gill, CIT	2003
Julie Ledbetter	2003
Kita Haynes	2008
Karla Weaver	2009

IF WE MISSED YOUR BIRTHDAY, PLEASE LET US KNOW.

MEMBERSHIP RENEWAL

CATCH THE SPIRIT OF NAWIC!

We're starting another great year of meetings and activities. The SPIRIT OF NAWIC brings together women working in various phases of the industry at various locations in our metropolitan area. The more members we retain and keep coming to meetings, conferences and workshops, the more **powerful** our **network** becomes.

As of today, September 28, we have 26 renewals out of 48 current members. You can still register after Oct 1, but there will be a small additional late fee. If you joined NAWIC during the last year (10/2010-9/2011) you will have only the pro-rated amount due. Go to www.nawic.org, log in with your full name and password and renew your membership on line.

If you have any questions regarding your membership, do not hesitate to contact the NAWIC Office by email at membership@nawic.org or call 800-552-3506.

WELCOME TO NEW MEMBER, Robin Williams, who joined us this summer!

Robin Williams
Castia Stone
9538 Breuer Drive
St. Louis, 63123
Cell: 314-581-6947
robin@castiastone.com

COMMITTEES

Whose job is it to make NAWIC the premier association that is most recognized for enhancing the success of women in the construction industry?

The success of NAWIC can only be based on the success of *you* – its member. And by doing your part for the organization as a whole, your membership can become one of the most valuable tools you will ever own, as you make connections, develop leadership skills and impact the industry that you love, and depend on, a positive way.

Volunteer to serve on a committee. Become involved in chapter activities. NAWIC is a volunteer association so *you* need to volunteer to get the most out of your membership, and to help make the St. Louis NAWIC chapter an active, meaningful organization for all women in the construction industry.

It is not your job alone to make that happen. It takes all of us, working together, to achieve success, so check out the committee openings below and let Anna know how you would like to serve. Then, talk with your NAWIC friends and encourage them to follow your lead. Together, we can make it happen!

2011-12 COMMITTEE CHAIRS

Block Kids

Chair Open
Co-Chair – Lindsay Offerman
lindsay@assurancebrokers.com

CAD/Drafting

Laura Weherenberg / Ashlee Peno
lwehrenberg@sbcglobal.net/
apeno@stlsi.com

Canstruction

Stacey Madson CIT / Sue Seawright
slmadsen@tarltoncorp.com / SueS@satelliteCo.com

Construction Industry (WIC Week/ MAGIC Camp)

Teresa Willis
teresa@MOWIT.org

Fundraising - 50/50

Venesa Byrd
vnb@shanwil.com

COMMITTEES STILL OPEN:

BLOCK KIDS

AWARDS DINNER (JUNE)

HOLIDAY GATHERING

PROFESSIONAL EDUCATION
(Programs for Meetings)

Golf Tournament

Patricia Scheble
Patricia.Scheble@Libertymutual.com

Membership

Kita Haynes
Kita.Haynes@dukerealty.com



It had been ten years since I had attended a NAWIC national convention and I was very excited. I was thinking back to when I attended my first national convention in Dallas in 1993, and was looking forward to watching and listening to Kita Haynes' enjoy her experience as a first timer.

The convention was held in the beautiful Renaissance St Louis Grand Hotel downtown across from the America's Center.

Naturally, the convention started off on Wednesday, August 31st with registration and NEF had a beautiful display of fund raising items you could take a chance on. The NAWIC store was also open for business. After you took the escalator up to the next level you were welcomed with the NAWIC Marketplace. Here is where the St. Louis Chapter and other chapters as well set up fund raiser tables to secure more funds for their local chapters. The St. Louis Chapter sold metal picture frames. You could also purchase chapter cookbooks, NAWIC shirts, bags, cases, etc.

Wednesday night's welcome party was "sports" theme. It was fun to watch the ladies come in the room wearing their favorite sports team wear. You saw from St. Louis Cardinals to yes, someone was wearing the Green Bay Packers Wisconsin Cheese Head. The room was delightful and every nook and cranny had something going on. There were games you could play from trying your luck putting a golf ball, playing darts, to throwing a football into a machine and also one for basketball. Naturally the DJ was playing some great tunes and ladies got up and danced. The food was awesome and ranged from the best nachos I ever ate, to chili 5 ways, hot dogs, brats and pizza. The evening was topped off with taking pictures with your friends with your sports gear on and a good time was had by all.



Thursday's Annual Meeting began at 8:30 AM in the Majestic Ballroom. The General Session was opened with an awesome tribute to 9/11.

Our own Annette Elich-Parker introduced Kathleen M Ratcliffe, President of the St. Louis Convention & Visitors Commission. Kathleen welcomed all 325 ladies attending convention to St. Louis and suggested visiting the St. Louis Arch & Grounds, City Museum, Old Courthouse, the City Garden Park area south of the hotel close to Keiner Plaza. She also mentioned the Japanese Festival at Missouri Botanical Garden. Kathleen also made mention of the some successful businesses here in St. Louis, which are ran by women; i.e., St Louis Business Journal, Brown Shoe, Enterprise and Tarlton.

The next speaker introduced was Louis G. Joseph, President and CEO of the Brewer-Garrett Company who delivered his keynote speech about the "Fundamentals of Success". These Fundamentals allow us to reach our goals in our personal and professional lives. Those seven pillars are: 1) Integrity 2) Attitude 3) Relationship 4) Leadership 5) Time 6) Focus and 7) FUN. It was wonderful, listening to Debra Gregoire, CIT – 2010-2011 NAWIC National President, speak and enlighten all of us NAWIC ladies.

The following professional seminars were offered at convention:

- Walk, Talk & Negotiate Like a CEO
- Saving 25% Off Your Utilities
- How Today's Trends Are Impacting the Construction industry
- Time Management: n Achieving Your Highest Priorities
- What Every Construction Industry Professional Needs to Know about Lawsuit Protection, Tax Reduction, & Estate Planning
- New Energy Technologies
- Four Generations Working Under the Same Roof
- Powershift
- Threshold Thinking: Breakthrough to the Place Success is Possible
- Press Releases: Tips, Tricks and How-To
- Bridging the Employment Gap
- NEF Seminar – Jury Duty: A Sexual Harassment Mock Trial

I would like to acknowledge the following ladies who were chosen and assisted as Pages during Annual Convention Meeting:

Maggie Eichholz - Central Missouri Chapter
Brooke Eimers – Greater Kansas City, MO Chapter
Stephanie San Paolo, CIT – Southwest Missouri Chapter
Kita Haynes – St. Louis, Missouri Chapter



NAWIC National Awards Luncheon was held in the Landmark Ballroom and St Louis received a few surprises. Michael Cimo, St. Louis, Mo Chapter 38 received 3rd Place in the “national” NEF CAD/Design/Drafting. The St. Louis Chapter NAWIC members received recognition for our fabulous WIC week consisting of Magic Camp, Canstruction and mentoring and guiding students at the Construction Career School events. Our own Kita Haynes also received an award for setting up a NAWIC “Bulletin Board” at her office.

The next few days were full of seminars and interacting with new and old friends at these seminars. It was surely nice to be in the mix of all these wonderful women from all over the United States

The Installation Luncheon was moving, delightful and touching. It's truly wonderful to meet the ladies on the National Board and participate in sharing on all the wonderful educational programs offered to the ladies of NAWIC:

- CBT – Construction Bookkeeping Technician
- CIT – Construction Industry Technician
- CCA – Certified Construction Associate
- CDS – Construction Document Specialist

NAWIC also affords each Chapter members of the board an opportunity to participate in seminars about their perspective positions of the board; i.e., President, Vice President, Secretary, Treasure, etc. I attended Chapter Leadership Training with all the chapter presidents and national board. Items of interest that were discussed were NAWIC'S value to women, NEF programs, membership recruiting, action plans and mentoring programs.

The whole NAWIC National Convention was wonderful. I thoroughly enjoyed seeing some old friends I hadn't seen in 10 years. I was able to make some new friends, assist them in a time of need, and have breakfast, lunch, and dinner with those ladies. Attending these national conventions are not only educational, but affords you the opportunity to meet more NAWIC sisters!

See you in Denver next year!

Respectfully submitted,

Anna Marie Baldwin
President – St Louis Chapter 38



GO TO THE CHAPTER WEB SITE FOR MORE PICTURES OF CONVENTION!





2011- 2012 NATIONAL PR & Marketing Contests

BEST EVENT WITH ANOTHER ASSOCIATION:

Join forces with another association and participate in one of their events. It could be a chili cook-off, BBQ, golf tournament, poker tournament, etc...

Make sure to take pictures and submit to sandee.morgan@mailhosts.com before July 31, 2012. Prizes will be awarded at Convention 2012 in Denver.



MOST CREATIVE MARKETING / LOGO / BRANDING ITEM:

Has your chapter come up with a unique or creative NAWIC branded item? Take a picture of the item and submit to sandee.morgan@mailhosts.com before July 31, 2012. Prizes will be awarded at Convention 2012 in Denver.



MOST PUBLICIZED CHAPTER:

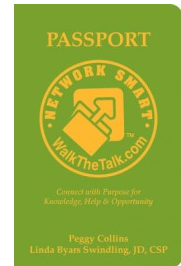
Get the word about NAWIC out there!! Every time your Chapter is written about in a publication scan a copy of the article and submit to sandee.morgan@mailhosts.com before July 31, 2012. Prizes for the chapter who is the most published will be awarded at Convention 2012 in Denver.



WHY YOU SHOULD TALK TO STRANGERS

By Linda Swindling

In the *Passport to Success* I coauthored with Peggy Collins called "[Network Smart: Connect with Purpose for Knowledge, Help & Opportunity](#)" we say that great connectors have these traits:



- Outgoing but interested in others.
- Positive about themselves and others.
- Highly resourceful.
- Open to adventure.
- Proactive.

If you possess these traits then you are on your way to becoming a great networker. A few ways to strengthen the above traits are:

- **Identify and participate in associations, social networks and industries** that can provide important relationships. Some of my best connections are from my church network and from the National Speakers Association. By the way, the National Speakers Association just published an [article I wrote](#) in the September edition of *Speaker Magazine*.
- **Deliver your elevator speech.** Many of you have heard this concept. It means that you should be able to describe your business or what you do in the 20-30 seconds it would take you to ride an elevator. How many times has someone asked you what you do and you just state your company's name or your job title. Try this statement next time, "I help people/businesses to _____ so that they can _____."
- **Don't be afraid to ask for help.** Self-imposed obstacles to connecting with others include feeling shy, fear of rejection, not knowing what to say, thinking you are begging or bugging someone or not wanting to be indebted to others. Acknowledge the obstacle that is keeping you from connecting. Know that most people (including you) like to be helpful to other people.
- **Network internally.** Remember to connect with people who work within your organization. Networking smart can help you become known as a resource and create more job security during reorganizations. Often when organizations downsize, the person placed on the elimination list is the person no one on the management team knows.

The next time you are resisting making a connection remember, when you are an adult, **it is a good thing to talk to strangers.**

A recognized authority on negotiations, workplace issues and high stakes communication, Linda Byars Swindling, is an author, media expert, a "recovering" employment attorney, and a Certified Speaking Professional. The creator of the popular *Passports to Success* book series, Linda speaks at conventions, associations and companies throughout the country. She can be reached at Zan@LindaSwindling.com or (214) 536-6666.