



# American Business Women's Association



## WOMAN TO WOMAN

Fort Bend County Chapter

December 2007

### Inside this issue

December Meeting	2
Operation "Till It Ends"	2
November Minutes	3
Infomercial News	3
Houston Area Council	4
Protecting Your Identity	4
Industrial Online Mktg	5
Vendor Tables	5
WOY Nominee, Loan Mansy	6
In Other News	6
WOY Nominee, Louise Grasse	7
Kroger Card & Yahoo Group	8
Prayer Requests	8
Spring Conference Key Note Speaker	8
Birthdays & Anniversaries	8
FHPW Officers	9
Chapter Board Mtgs	9
Links to Know	9
Member Email Listing	10
Advertisements	11
Invocation & Benediction	11
Board Members	12
Code of Conduct	12
Mission Statement	12

### President's Message

Oh, what an EXCTING evening we had at our November meeting. We were truly honored to have as our guest, *CYNDA WILLIAMS, Founder of Operation till it Ends*. We also want to welcome our new members who joined, Julia D. Mercer, Amanda McCalla, Linh Perez and Douniazed Zee Wong. Additionally we would like to thank our visitors, Maggy Horgan and Janis Fertitta for having visited our chapter meeting. We look forward to having both of them return at a future meeting, having made their decision to join our chapter.

I want to thank *Cynda Williams* for taking the time out of her very busy schedule to visit our chapter meeting and enlighten our members on everything Operation Till It Ends is doing for our Soldiers in Afghanistan and Iraq. This is a massive project requiring numerous volunteers, so if any member has a few extra hours a week to help with this project Cynda would be most grateful for any additional help she can recruit. As we get closer to the holidays, we want all of our soldiers to receive everything we are donating in time for the holidays and as Cynda explained this takes numerous man hours in getting these donations boxed and shipped overseas.

Also, I would like to thank

Melissa Lewandowski for a great job in chairing the Chapter Woman of the Year Event for 2008. The nominees for the 2008 Woman of the Year are *Loan Mansy* and *Louise Grasse*. Their bios are in the newsletter for your preview before the December meeting at which time we will vote for our Chapter 2008 Woman of the Year. The winner will be announced at the December meeting.

**"Tools That Engage and Excel your time Management Experience" was the topic of our speaker, Barbara Fields.** Barbara put on a great presentation and utilized the entire membership during her presentation which really makes it much more interesting when members can actually participate.

During our three month Fall Membership Campaign we signed up 11 new members. A great job was done by our members. For the Spring **Membership Drive, let's double that amount of new members.** If we average 4 new members a month every month, we would bring on 50 new members per year. That would be a record for this **chapter. Let's make it happen** this year. There are many members that have not brought any visitors or new members and we ask you to bring visitors to the chapter meetings along with the members that have been bringing visitors regularly

every month. We can grow this chapter larger than it has ever been with just a little **more work on everyone's part.**

Ladies, we are going to have an exciting Holiday Event on Thursday, December 6, 2007, including vendor tables so you can shop till you drop as you will not be limited to shop only from 5:30 to 6:30. You will be able to shop throughout the evening and after the meeting. We will also have our gift exchange of \$20.00 - \$25.00 wrapped gift for all of you who want to participate; we will have our donations, letters and Holiday Cards to our Soldiers for Operation Till It Ends; and lastly we ask each member to bring an unwrapped toy for a child for Toys for Tots; in addition to getting all dressed up in after 5:00 attire and enjoying a festive evening and meal.

I want to wish each and every one of you a very safe Thanksgiving Holiday, and look forward to seeing all of you on the 6<sup>th</sup> of December.



Happy Holidays, Marilyn Nelson

- 2006-2007 & 2007-2008 President of ABWA Fort Bend County Chapter
- 2007 FHPW Woman of Excellence

## Fort Bend County Chapter Holiday Meeting

Sugar Creek Country Club  
December 6, 2007, 5:00 p.m.

Networking and shopping throughout the evening

Dinner Meeting Cost:  
6:30 Dinner

Members with Reservation, \$20.00, Guest with Reservation, \$22.00  
No Reservation, add \$5.00

### Meeting Information:

Holiday attire or after 5 dress, Guest and spouses invited  
Woman of the Year to be announced, Program, Wine Tasting,  
Vendor Tables, Unwrapped toys for Toys for Tots and Operation  
Till It Ends Christmas cards will be accepted, Members and Guests are  
invited to join our gift exchange, \$20 minimum gift

To reserve a vendor table, contact [tara@taralcook.com](mailto:tara@taralcook.com)  
Vendors should bring a table donation of \$20.00, limited space,  
reserve today, Tables for Members no cost, Guest \$20.00

## Operation Till It Ends

Although it was originally decided not to bring items in December for our project, I would ask that every member did something special for the holiday season. Please bring a Christmas card to send to a soldier with words of encouragement and for the holiday season.

A small gesture of appreciation in the card will bring a smile to their face this holiday season. Some ideas of items to put in the card

are: AT&T phone cards, bookmarks, prayer cards, a photo with holiday scenes - snow, Christmas tree, etc.

Mary Ammerman & Jean Shelledy, Co-Chairs of ABWA'S  
**Operation "Til It Ends project.**

A BIG THANK YOU TO THOSE  
WHO HAVE ALREADY  
DONATED!

For more information on this Project, you may go to [www.operationtilitends.org](http://www.operationtilitends.org) website.



## November 2007 Chapter Minutes

The monthly meeting took place at the Sugar Creek Country Club in Sugar Land, Texas, November 1, 2007. There were 11 members and 9 guests of which 4 became new members who joined that night present. The meeting was called to order at 6:30 p.m. by the President, Marilyn Nelson. The invocation and Pledge of allegiance were lead by Louise Grasse after which everyone introduced themselves.

Melissa Lewandowski and Ann Oliphint conducted the Woman of the Year voting. Members eligible to be considered:

- Mary Ammerman
- Marilyn Nelson
- Debbie Braun
- Melissa Lewandowski
- Pat Davion
- Melanie Soders
- Charlotte Grace
- Nery Salazar
- Loan Mansy
- Jean Shelledy
- Ann Oliphint
- Elizabeth Wichard
- Louise Grasse
- Tina Zak

The following withdrew their names from consideration:

- Mary Ammerman
- Marilyn Nelson
- Pat Davion

- Melissa Lewandowski
- Ann Oliphint
- Jean Shelledy

The remaining names were voted on and the top two, three if there is a tie, will be accepted for final voting which will be at the December meeting and the WOY will be named. The top two nominees were Loan Mansy and Louise Grasse.

Loan Mansy introduce the speaker for the evening: Barbara Fields **“Tools That Engage and Excel Your Time Management Experience.”**

Mary Ammerman introduced Cynda Williams, the Founder of Operation Till it Ends. Cynda talked about how and why she started Operation Till it Ends. Our Chapter has chosen Operation Till it Ends as one of its community projects for the year and the members are to bring items and letters for our soldiers every moth except January. Mary Ammerman and Jean Shelledy will deliver all items collected to Cynda Williams for distribution. The operation has a website [operationtillitends.com](http://operationtillitends.com) and largest need is for ATT phone cards.

### Business Meeting

Minutes of the October meeting were approved as posted on-line. **The treasurer’s report will be**

presented at the November Board meeting.

Two Board recommendations were presented for approval. That Louise Grasse, Marilyn Nelson, and Cathy James each are reimbursed \$100.00 from the SBMEF fund for attending the Mini MBA Program at the ABWA National Conference in Greensboro, North Carolina. That our Chapter SBMEF funds will be made available and distributed to primary members who qualify and should there be any remaining SBMEF funds, they will be made available and distributed to all secondary members who qualify. Both recommendations passed unanimously.

Pat Davion presented Federation of Houston Professional Women (FHPW) update. Louise Grasse presented Houston Area Council of ABWA update. Tara Cook presented birthdays and anniversaries for November.

The December meeting will be our Holiday celebration with after five or cocktail attire. There will also be a gift exchange with a minimum of 20.00 for the gift.

Meeting adjourned at 8:15 P.M.

Pat Davion, Recording Secretary

## Infomercial Sign Up

Are you interested in advertising your business? Home Business or 8 to 5 business?

You have the opportunity to do so during each meeting; a 10 minute infomercial to our members and guest.

If you are not a business, please see Marilyn Nelson to approve the nature of your talk. You will need to bring a table donation worth a minimum of \$15 and you can place a short bio in the newsletter.

January, February, April, May & June 2008 are available.

Contact Tara Cook to sign up, [tara@taralcook.com](mailto:tara@taralcook.com)

## 20th Anniversary of Houston Area Council of ABWA

**A**t the Houston Area Council 20<sup>th</sup> celebration meeting on October 25<sup>th</sup> the Council provided a cake, elected new officers and the Past Presidents were asked to speak about what experiences they had as Presidents and what they are doing now.

1995 Past President, Louise Grasse and members of the Fort Bend County Chapter talked about not having emails back then that she had to pick up the phone to communicate with her board. Not everyone had a computer or access to one.

Being President of the Council was very exciting and stressful but you have many members to mentor and guide you. We talked a lot about networking our businesses but we

**can't forget this is an educational organization too. ABWA has so many opportunities at our Chapter's and Network's and at the conferences to learn to think outside of the box. I encouraged each member of the council to go back and educate their members on what ABWA has to offer.**

Article by Louise Grasse



## Protecting Your Identity

**P**hotocopy the contents of your wallet and save time later! Place the contents of your wallet on a photocopy machine. Copy both sides of each license, credit card, etc. so you will know what you had in your wallet and all of the account numbers and phone numbers to call to cancel. Keep the photocopy in a safe place. We've all heard horror stories about fraud that's committed using your name, address, SS#, credit, etc. To limit the damage in case this happens to you or someone you know take the extra step and photocopy. As everyone always advises cancel your credit cards immediately, but the key is having the toll free numbers and your card numbers handy so you know whom to call. Keep those where you can find them easily. File a police report immediately in the jurisdiction where it was stolen, this

proves to credit providers you were diligent, and is a first step toward an investigation, should one be required. Next, call the three national credit reporting agencies immediately to place a fraud alert on your name and SS#. The alert means any company that checks your credit knows your information was stolen and they have to contact you by phone to authorize new credit.

The numbers are: Social Security Administration (fraud line): 1-800-269-0271; Equifax: 1-800-525-6285; Experian (formerly TRW): 1-888-397-3742; Trans Union: 1-800-680-7289



Article by Cathy James

## FREE RAFFLE TICKET

I am very excited to tell you that this year, your birthday gift becomes your choice. When you attend the monthly meeting during your birthday month, you will receive a free ticket to place in the donation basket of your choice! Upon arrival, please let me know that it is your birthday month and you will be presented with a FREE TICKET!

Tara L. Cook, 2007–2008  
ABWA Fort Bend Vice-President



## Industrial Online Marketing Programs



The manufacturing sector is experiencing very competitive times. Competition is fierce, markets are global, pricing is declining, negotiations are tough, customers are reducing the number of suppliers they use, and more jobs and businesses continue to go over seas.

In the old days, trade publication advertising, direct mailers, exhibiting at various trade show events, and advertising in print directories and catalogs were enough to generate adequate, though not always, quality industrial sales leads. Over the last 5 years these methods have become less and less effective, typically generating marginal returns and more quantity than quality leads.

This scenario puts a tremendous strain on industrial companies to increase sales and profitability through higher-quality sales lead generation and marketing programs. As marketing and advertising budgets continue to shrink, manufacturers look for more effective ways to drive additional sales revenue.

### Industrial Marketing Shifts to Online

Within the last couple of years, there has been a significant shift in the percentage of industrial marketing dollars invested in various marketing channels. As engineers and technical buyers turn to the internet to find product and service information, it is no surprise that a larger percentage of marketing program dollars are being shifted to web marketing programs, including search engine optimization, pay-per-click, email marketing, and in

general, website design or redesign.

Business-to-Business (B2B) online commerce is projected at \$2.7 trillion by 2006, according to Forrester Research. The rate of internet users is growing at an average rate of 10% each month, equaling an average of one million new internet users per month. As more and more countries increase internet connectivity and technologies, these numbers are going to continue grow exponentially.

According to a recent Gartner Dataquest survey, 90 percent of engineers use the internet to research technical products. In another survey, 74 percent stated that the Internet has contributed to shortening their design cycles. Engineers and technical buyers are now embracing the internet as their number one resource for product sourcing. They actively look for sourcing solutions, including searching for services, products, and components.

### Industrial Internet Lead Generation

According to the Direct Marketing Association, businesses are flocking to online marketing because the benefits are real and measurable, such as cost savings, visibility, and new customer acquisition. Other benefits of internet marketing include:

**“Quality” not quantity of leads.** Engineering and technical buyers are actively searching for products, services, and solutions online –they are ready to buy. This makes them much more qualified than most industrial leads generated by traditional marketing programs.

Sales leads at the speed of business. Internet leads are generated in real time. They have a much higher probability of converting to a sale than leads that are generated from direct mailers or trade shows, which typically

are days or weeks old.

Highly accountable and measurable. Online marketing programs are easy to track and measure and therefore, justify ROI.

Reach & frequency. Internet marketing allows you to reach a much greater percentage of your target audiences and is readily available 24/7/365. Traditional marketing programs have inherent limitations, such as the number of direct mailers you send, readership of a magazine or attendees of a trade show.

Same marketing budget, higher ROI. In order for manufacturing companies to reap the benefits of higher quality sales leads, it is not necessary to increase marketing budgets. It is simply a means of reallocating marketing dollars to internet marketing programs, such as search engine optimization or pay-per-click programs.

### Conclusion

Traditional forms of marketing within the industrial sector continue to decrease in effectiveness, as more and more engineering and technical buyers rely on the internet to find sourcing solutions. As a result, industrial companies have shifted their marketing dollars to the internet in order to capitalize on recent sourcing trends.

Industrial companies, who have implemented online industrial marketing programs, like search engine optimization have typically generated higher quality sales leads with significant ROI than industrial companies who continue to utilize only traditional marketing strategies.

*Article By:*

*JoJo Griffo,  
Internet Marketing Consultant,  
281.221.3048*

## Vendor Tables Available

We will begin, again, having vendor tables during our chapter meetings! This opportunity is free to all members with a raffle item donation (\$20.00 value) and for non-members the cost for a vendor table is \$20.00 and a \$20.00 raffle item donation is required. If you are interested in having a vendor table for our upcoming December meeting, please contact Tara L. Cook ASAP at tara@taralcook.com.

## 2007 Woman of the Year Nominee, Loan Mansy



I am grateful to you all, the members of our ABWA Fort Bend Chapter, for this prestigious nomination as your 2007 Woman of the Year. Below is my bio for your consideration.

In 1993, I graduated from the University of Texas at Austin with a Bachelor of Science Degree in Chemical Engineering. Since then, I have held many roles within the chemical industry: engineer, production supervisor, business operations manager, and currently technical sales manager for nine states in the Southwest US region.

Additionally, I am the Vice President of the Cartridge World franchise in

Missouri City, TX, where I am responsible for its sales and marketing development.

In 2005, I joined ABWA and **volunteered to be the chapter's** hospitality chair. In 2006, I became the Program Chair, and currently in 2007, I am serving on the Board as its Treasurer. Because for my volunteer efforts and hard work committed to growing and supporting our chapter, I was honored with the Protégé Award.

My proudest ABWA accomplishment is sponsoring our **chapter's cartridge recycling** program. My company, Cartridge World, donates \$1 to \$2 per cartridge recycled by our members. To date, over \$1,200 has been donated to the chapter, which is **used to help pay for our member's** continuing education. Because of this generosity and other achievements, I have been recognized with the Business

Associates Award by the chapter.

In addition to my career and ABWA, I have a beautiful and active family life with my husband and our three children (ages 10, 7, and 4). I am blessed to have my mother live with us as well. She is the foundation of my love and faith. I **am active with my children's** school, currently serving as its 4th Grade Level Coordinator. In prior years, I have served on the Parish Council of my church and taught bible school. When I do find some spare time, I enjoy reading a good book and playing tennis.

**I truly believe that "it's not just what ABWA can do for you... but what you can do for ABWA."** I have grown and learned so much from our ABWA organization and hope **that I've contributed as much in** return.

I humbly thank you for considering me worthy to represent our chapter as your 2007 Woman of the Year.

## In Other News

**D**istrict II Spring Conference will be held in San Antonio, TX. The dates are April 25 & **26, 2008. Ladies, you won't** want to miss out on this **great event. If you've never attended an** ABWA Conference, you are in for a **treat. And once you've attended, you won't want to miss another one.** Many members are ready to share hotel rooms and carpool. More details to come.

The 2008 National Conference will be held in Kentucky, Oct. 2-4. Mark your calendars!

**A**BWA has launched their new 2007-2008 theme. E3 - Engage, Experience, Excel.



New themed merchandise is available at [www.abwa.org/Merchandise.asp](http://www.abwa.org/Merchandise.asp). Check it out.

**L**adies, the Brian/College Station ABWA Chapter is asking for your help. Their chapter has graciously volunteered to assist Habitat for Humanity. They will help build a home for a family in their community. Although they have reached the number of volunteers they can have help with the home, there is another way you can help. A photo of the T-Shirts they are selling is shown below. The shirts are

\$15 and come in red or black. All sizes are available from Small to XX-Large. **The shirts are good quality cotton as I've** purchased one myself. If you are interested, contact me, Reagan Garcia. I am assisting the B/CS chapter in getting these shirts purchased by our Fort Bend **Chapters. Don't wait, order now!** [reagan@startlivinghealthy.org](mailto:reagan@startlivinghealthy.org)



## 2007 Woman of the Year Nominee, Louise Grasse



I am an employee of the Acosta Sales and Marketing and have been with the company for 25 years. My title is Retail Sales Representative for the Wal-Mart Blue Team. The accounts I am responsible for are Ocean Spray, Minute Maid, Welch's and the Clorox Companies.

I am a 19 year member of the Fort Bend County Chapter of ABWA. For the Chapter year of 2006-2007 I was the **Chapter's Vice-President**. My responsibilities included: taking photos and submitting articles to the newsletter, gathering table donations and vendors that raised funds for the chapter, mentoring members and assisting and mentoring the President. I was also on the committee of the Business Associate Event to raise funds for the chapter scholarship, and donated 4 baskets for the drawings that raised those funds.

**I created the Chapter's directory and brochure and handed out to the members. I started several years ago and continue to maintain the Kroger's and Randall's Community Card program.** This program was established to create funds each year to help members financially further their business skill.

I was the Delegate to the Houston Area Council of ABWA, to which I attended 4 of the 5 meetings reporting back to the members. I attended the ABWA National Leadership Conference in North Carolina. I am in the Inner Circle and sponsored 40th new member.

I have completed 8 of the 12 classes of the ABWA Mini MBA Program given by the Kansas State University Professors at the National Conferences. I was Co-Captain of the 2007 Education Cruise, which was hosted by the Fort Bend County Chapter; we raised funds and awareness of ABWA Nationwide. We

had over 100 in attendance.

I attend the WOTY Luncheon and WOE Gala to support our honorees.

I attend the Board meetings to guide and support the President. I have perfect attendance for last 19 years. I have donated an item each month to the table drawings that raises funds for the chapter.

This year I am the Membership Chair **and Publisher of the Chapter's Directory and Brochure**. I also take photos for the Historian when she is not available. I love mentoring the members in ABWA so they too can develop in their careers and business.

I am honored to be a WOTY Nominee this year. Being recognized as your Woman of the Year would make a dream come true for the many years spent helping this chapter grow and become the chapter it is today.

#### Offices held:

- 2006-2007 Vice President
- 2 Term President 2001-2003
- 1997 – Secretary
- 1990 and 1993 Vice President

#### Chairmanships held:

- 2007-2008 Membership
- 2005-2008 Membership Directory
- 2005-6 Newsletter Chair
- 2002 WOE
- 2001 Top Ten Chair
- 2000 Business Associate of the Year Chair
- 1999 Program Chair
- 1993&94 Publicity Chair,
- 1993 Membership Chair
- 1992 Hospitality Chair
- 1992 Woman of the Year Chair
- 1990 & 1991 Fundraising Chair
- 1989 Hospitality Chair

#### National Information:

- Campaign Manager for Cathy James, District II Vice President & National Vice President
- Sponsored 40 New Members, Golden Sapphire Star Inner Circle

- 2003 Winner of the, Get Into It (Membership Campaign)
- 1996/1997/2001/2002 Delegate, National Convention
- National C-Flag Award
- Attended 15 National Leadership Conferences
- 14 Spring Conferences

#### ABWA Houston Area Council Board Participation:

- 1996-1997 Past President
- 1995-1996 President
- 1994-1995 Vice President

#### ABWA Houston Area Council Participation:

- 2006-2007 Delegate
- 2006-2007 Historian Director
- 2002-2004 Brochures and Website Contest Director
- 2001-2002 Brochure Contest Director
- 1997-1999 Lizzie Award Director
- 1989-2002 Woman of the Year Committee

#### Federation of Houston Professional Women:

- 2003 & Woman of Excellence Gala Productions Chair
- 2003 & Woman of Excellence Gala Silent Auction Co Chair
- 3 time Delegate for the chapter

#### Education:

- Lee College
- Continuing Education through ABWA (34 Continuing Education Credits)

#### Community Involvement:

- 2002 Silent Auction Co Chair for the Education Foundation for Federation Woman of Excellence Gala, raised over \$5,000.00
- 1991&1992 as Chapter Scholarship Fundraiser Chair, raised over \$8,000 for Chapter Scholarship

## Kroger Card & Yahoo Group



Do you shop at Kroger? If so, are you using your Kroger cards from ABWA Fort Bend? If not, we need you to do so. Our chapter earns a percentage of your purchase when you use your Kroger card. The money earned is used for scholarships within our

chapter. Don't miss out on this opportunity! You may pickup your card during each meeting or contact Louise Grasse for additional information, lousegrasse@aol.com.



If you're not already a member of

the Fort Bend Chapter's Yahoo Group, sign up today so you won't miss anything!

<http://groups.yahoo.com/group/ftbendABWA>

Or Contact Cathy James, catherinejames@jordanrep.com for additional information.

### PRAYER REQUESTS

- Mrs. Kathi Jacobs - strength and comfort, wisdom for doctors
- Ms. Terri Ammerman - strength and comfort, complete healing in her body

*"For where two or three gather in my name, there am I with them." Matthew 18:20, NIV*

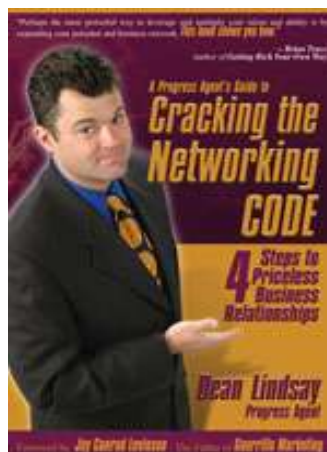
## SPRING CONFERENCE 2008, KEY NOTE SPEAKER



clients range from Fortune 100 companies to budding entrepreneurs, including American Express, American Airlines and Western Union.

For some professionals, networking seems so easy. Others don't have as much success building a productive networking relationship. Dean Lindsay, author of *Cracking the Network Code: 4 Steps to Priceless Business Relationships* (World Gumbo Publishing, 2005) breaks down this important business skill into four easy steps that turn any relationship into a priceless one.

Dean is an entrepreneur, business owner and sales executive. His



### FORT BEND CHAPTER NEWS



#### Birthdays

Melissa Lewandowski, Dec. 12  
Mary Ammerman, Dec. 13  
Bee Franks-Walker, Dec. 15  
Julia Mercer, Dec. 18



#### Anniversaries

Melissa Lewandowski, 8 yrs  
Laura Parks, 1 yr

## Federation of Houston Professional Women

The Federation of Houston Professional Women elected 2008 officers at their October quarterly meeting. The following is a list of the new officers.

- Connie Smith, President
- Pat Davion, President-Elect
- Elysce Garrison, Vice President
- Angila Ervin, Recording Secretary
- Marilyn Sander, Administrative Secretary
- Teri Walter, Treasurer

The Federation of Houston Professional Women (FHPW) is an alliance of women's professional organizations, chartered by the state of Texas as a non-profit, non-partisan business league. Each FHPW member organization, although diverse in style and structure, has professional or businesswomen members focused on education, networking, specific careers or community service.

FHPW offers quarterly events designed to bring its diverse membership together to promote a place of POWER and INFLUENCE. Quarterly events are open to both members and guests and allow Houston professional women the opportunity to network, have some fun and learn something new.

### NEWSLETTER DEADLINE

Please make note of the new newsletter deadline. The deadline has been moved from the 20th of each month to the 15th of each month.

All board members and committee chairs should have their articles in no later than end of business day each 15th of the month.

## FORT BEND CHAPTER BOARD MEETINGS

Board meetings are held the second Monday following our chapter meeting. We meet at La Madeleine in Sugar Land, located on Town Center Blvd and Highway 6. It is requested that all Board members and Committee chairs be in attendance. If you are unable to attend, please contact Marilyn Nelson, [marilynnelson@nelson-marketing.com](mailto:marilynnelson@nelson-marketing.com).



I want to give Special Thanks to all of the members who sent their thoughts, prayers and cards to my twin sister, Marlene Martin during her recent heart attack and hospitalization. I hope you are keeping her in your prayers as they will never be forgotten.  
—Marilyn Nelson

## LINKS TO KNOW & USE

National ABWA News:  
[www.abwa.org](http://www.abwa.org)

Houston Area Council Association:  
[www.abwahouston.org](http://www.abwahouston.org)

Federation of Houston Professional Women News:  
[www.fhpw.org](http://www.fhpw.org)



## Member Email Listing

Mary Ammerman marygraca@aol.com	Marilyn Houser-Nelson marilynnelson@nelson-marketing.com	Charlotte Rodriguez charlotte1sthorizon@yahoo.com
Debbie Braun dbrn99db@aol.com	Sulin Huang sulinsweethome@hotmail.com	Nery Salazar nerycleanserv@houston.rr.com
Karen Brown kbrown@karenforyourmemories.com	Kathi Jacobs kejacobs4@msn.com	Neeta Sane neeta@neetasane.com
Tara Cook tara@taralcook.com	Cathy James catherinejames@jordanrep.com	Sally Schaeffer-Ladouceur hurtномо@aol.com
Cherri Cox cherricox101@hotmail.com	Shelita Kimble shelita@rejuvenatingbodyworks.com	Jean Shelledy 281.499.5290
Pat Davion pdavion@hotmail.com	Melissa Lewandowski lewandowskimr@aetna.com	Janeen Smith janeen5391@comcast.net
Bonnie Dupre dconnections@earthlink.net	Amanda McCalla leonardm@comptroub.com	Melanie Soders serenelifestyles@yahoo.com
Bsrbara Eley specialrate@aol.com	Leah McClellan writeleah64@hotmail.com	Dedre Baker Smith dbakers1202@yahoo.com
Bee Franks-Walker bgfrankwal@aol.com	Loan Mansy Inmans@yahoo.com	Jane Spellman janespellman@allstate.com
Terry Futschik efsaccounting@verizon.net	Julia D. Mercer julia@jdm-enterprise.com	Pauline Taylor ptaylor@sincerelyfruitflowers.com
Reagan D. Garcia reagan@startlivinghealthy.org	Ann Oliphint buickollie@aol.com	Debbie Waddell dlwaddell@alltel.net
Charlotte Grace serenelifestyles@yahoo.com	Laura Parks ldl@houston.rr.com	Elizabeth Whichard ewhichard@allianceautocenter.com
Louise Grasse louisegrasse@aol.com	Suzette Peoples speoplesrealtor@aol.com	Douniazee Zee Wong dzeewong@gmail.com
Jo Jo Griffo jojo@allstarsb2b.com	Linh Perez linhlu2000@yahoo.com	Tina Zak tina@tinazak.net
Judy Gulgun fashionfix911@yahoo.com	Gina Plake gina@entouch.net	Verena Zbinden verenaz@sbcglobal.net
Becky Hall BeckyHall123@comcast.net	LoriAnn Robinson-Wallace loriann@redtangles.com	

If you are a member of the Fort Bend Chapter and your information is missing (or needs updating), please contact Reagan Garcia, reagan@startlivinghealthy.org. Your information will be updated in the next newsletter.

## Chapter Member's Advertisements

Call me today about our full line-up.  
(Auto. Home. Life. Commercial.)



JANE PENAN SPELLMAN, CIC,  
LUTCF

(281) 242 3222

101 Southwestern Blvd. Suite #135

SUGAR LAND

[janespellman@allstate.com](mailto:janespellman@allstate.com)



Subject to availability and qualifications. Insurance offered only with select companies. Allstate Insurance Company, Allstate Fire and Casualty Insurance Company: Northbrook, Illinois © 2007 Allstate Insurance Company.

### *Invocation*

Lord, in the quiet of the hour, we come to Thee for wisdom and for power. To view thy world through only love-filled eyes, to grow in understanding, to be wise. And sure to see Thy guiding light, and thus to know each other as Thou knowest us. Amen.

### *Benediction*

O Guiding Spirit, Guardian of our days, be with us as we go our separate ways. Help us to feel those thoughts that lift and bless. To know a closer bond of friendliness. To see Thy beauty always, every day, translated in living this we pray. Amen.

Executive Board

Marilyn Nelson, President

marilynnelson@nelson-  
marketing.com

281.208.1420 713.412.8110

Tara Cook, Vice President

tara@taralcook.com

281.242.0172 832.372.6353

Pat Davion, Recording Secretary

pdavion@hotmail.com

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**ABWA's Proud Code of Conduct**

1. All members will serve as goodwill ambassadors for **the American Business Women's Association.**
2. Members will not allow their personal beliefs and convictions to interfere with the representation of **ABWA's mission.**
3. Members will always treat their member colleagues, guests, vendors and sponsors with honesty, respect, fairness, integrity, responsibility, kindness, and in good faith.
4. Members will maintain compliance with ABWA National, Chapter and Express Network Bylaws.
5. Members will not use their personal power to advance their personal interests.
6. Members will strive for excellence in their professions by maintaining and enhancing their own business knowledge and skills, and by encouraging the professional development of other members.

**ABWA'S MISSION STATEMENT**

*The mission of the American Business Women's Association is to bring together businesswomen of diverse occupations and to provide opportunities for them to help themselves and others grow personally and professionally through leadership, education, networking support, and national recognition.*

**We're on the Web!**

[www.abwafortbend.org](http://www.abwafortbend.org)