

# chapter PULSE

An Individual Chapter Publication  
EXECUTIVE WOMEN INTERNATIONAL®

Chartered December 1969

PHILADELPHIA

February 2006

## MEMBER FIRMS

Alfa Laval Biokinetics Inc.

Bowhaus Design Groupe, LLC

Carey Limousine

Contemporary Staffing Solutions

Cradle of Liberty Council  
Boy Scouts of America

Firsttrust Bank

Greater Philadelphia Cares

Hepburn, Willcox, Hamilton & Putnam,  
LLP

Marriott Foundation

New York Life

Philadelphia Convention & Visitors  
Bureau

Philadelphia Hospitality, Inc.

Pure-N-Simple Productions

Turner Construction Company

The Union League

## SUSTAINING MEMBERS

Helen Cyzio

Cleta Higgins

Terri Maloney

Jane Sullivan

Executive Women International®

Philadelphia Chapter

February Membership Meeting

*Retirement Planning for All Ages*



**Date:** Tuesday, February 21, 2006

**Time:** 6:00 pm

**Location:** New York Life Offices  
555 East City Avenue  
Suite 800  
Bala Cynwyd, PA 19004  
610-660-7600

**RSVP:** Marie Gallagher, Program Dir  
215-587-5574 or  
gallagherm@unionleague.org

**Please note, new reservation policy in effect**  
(see page 7 for details )

## IN THIS ISSUE

Every Woman Involved	2
President's Message	3
EWI Membership	4
Chapter Meeting Schedule	4-5
Academy on Line	6
Chapter/Corporate Officers & Directors	7
Postings	8

## Assistance Needed –

As you know, we are still operating with an abbreviated Board of Directors. I'm sure you will agree the Board continues to do a fine job for our Chapter but we could do better. With an increase in resources, our Chapter will undoubtedly accelerate the growth we have experienced in 2005 to make us even better in 2006 –



While we are more than aware that many of our members are already short on time, between work and family responsibilities, those that have some time to spare are urged to join us. Assistance is needed on –

### Ways & Means Committee

Description: Assist Ways & Means Director Lynn Fraser with Silent Auction Fundraiser/Dinner including:

- Send out donor request letters
- Track donated items and print auction sheets
- Organize donated items at event
- Assist in collection of funds

### ASIST Committee

Description: Assist Ways & Means Director Lynn Fraser with recruiting potential scholarship recipients through university contacts

- Review applications for data completion
- Serve on ASIST Selection Committee
- Assist with Award Dinner preparations

Members who feel they can lend a hand are urged to contact Lynn at [lynn.fraser@contemporarystaffing.com](mailto:lynn.fraser@contemporarystaffing.com) to sign up. We look forward to hearing from you.

### Membership Committee

- Assist with Membership Drive meeting in sending out invitations to prospective members
- Assist day of Membership Drive to present a small portion of the presentation and answer any questions
- Develop leads using "Philadelphia Business Journal" and assist in sending out letters to prospective members
- Follow-up via phone and answer any questions. Assist in reporting same to Publication Director and President to be published in the Pulse.

Members who can lend a hand here are urged to contact Membership Director Robin Lane at [robin.lane@alfalaval.com](mailto:robin.lane@alfalaval.com)

## CALENDAR OF EVENTS

### Chapter Calendar

Our Chapter Calendar is taking on an expanded format. Program Director Marie Gallagher is doing her usual fine job in lining up what we hope you will agree are exceptional programs that you won't want to miss. See Pages 4-5 for subjects, dates and locations.

Chapter Board Meetings are held on the first Tuesday of the Month at Alfa Laval Biokinetics offices, 1635 Market Street, Suite 1500, Philadelphia, beginning at 5:30. All members are welcome to attend.

### Corporate Calendar

#### Professional Development Teleseminar

Thursday, February 16, 7pm EST

#### *Give Your Chapter a Publicity Boost*

With Joanne Stanway and Kathleen Veth of Stanway PR.

Insight and suggestions on how to maximize publicity at the Chapter level.

Teleseminars are Corporate sponsored and free to all members. You must pre-register on line at [www.executivewomen.org](http://www.executivewomen.org) (click on Professional Development tab) or by calling Corporate Headquarters.

#### Conferences

- |            |   |
|------------|---|
| Apr 20-22  | Spring Conference – Memphis Academy of Leadership Module 1 Volunteer Leadership   |
| May 18-20  | Spring Conference – Omaha Academy of Leadership Module 2 The Diverse Communicator   |
| Sept 14-16 | 2006 Leadership Conference & Annual Meeting – Orlando Modules 1, 3 and 4 <ul style="list-style-type: none"><li>- Power of Relationships (3)</li><li>- Leadership Experience (4)</li></ul> |

On-line registration available June 1, 2006

Attendance at any one of the above conferences is the true EWI experience. Any member wishing to attend one of the above conferences or needing further information, please contact one of the Board members.

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

## PRESIDENT'S MESSAGE

It is with much sadness we advise that AMC Delancey Group did not renew their membership for 2006. As a result, along with other personal matters, Linda McArdle has had to step down from serving as our 2005/06 Chapter President. We are certain this will prove to be a temporary absence from the Chapter for Linda and we look forward to her return. In the interim, Vice President/President Elect Christy Barilotti will serve as our Chapter President. Below is Linda's message to our membership.

### Executive Women International President's Message

This will be my final message to you as President of the Philadelphia Chapter. It is with great regret that I must inform you that I am resigning as President of the Philadelphia Chapter of Executive Women International effective immediately. I am no longer employed by AMC Delancey Group and they will not be renewing their membership in the Philadelphia Chapter.

It has been a great privilege to have served on your Board in various positions and most recently as your President, albeit for a short period of time. Please know that I will continue to support the Chapter in any way I can.

Your Board of Directors has asked Christy Barilotti, Vice President/President Elect to step into the President's position upon my resignation. Christy has performed her duties on the Board in a stellar manner and I know she will continue to be a great asset to the Chapter as President.

Please continue to support the Philadelphia Chapter by participating in our monthly meetings. On February 21, 2006 Christy Barilotti will present "Retirement Planning for All Generations" at the offices of New York Life, 555 City Avenue, Suite 800, Bala Cynwyd, PA. If you haven't yet responded, please email Marie Gallagher, [gallagherm@unionleague.org](mailto:gallagherm@unionleague.org).

Thank you for your membership in the Philadelphia Chapter. It has been an honor to be a part of this wonderful organization and to serve on the Board of Directors.

Linda

## EWI MEMBERSHIP

### *Did You Know...*

...that as a member of EWI, you are part of an organization that has been in existence for more than 65 years and is the premiere organization for networking and leadership development for today's business professionals and their firms,

...that in 1977, being at the forefront of acknowledging the increase of women holding executive positions, we changed our name to Executive Women International,

...that as a member, you are part of an organization comprised of over 3,000 companies and 3,500 representatives in 75 Chapters located in major cities throughout the U.S., Canada and Europe,

...that as a member, your professional development opportunities range from a comprehensive, proprietary Academy of Leadership series, an annual Leaders' Summit for graduates to the Academy program, to an online learning Certified Professional Leaders' Program and website offering leadership resource and skill building teleseminars. Professional development is cited by members as the key benefit of membership,

...that at the Corporate level, two competitive and valuable scholarships are offered annually; Executive Women International Scholarship Program (EWISP) that awards up to \$10,000 to eligible high school juniors and Adult Students in Scholastic Transition (ASIST) which provides 12 \$2,500 scholarships to adult students in career transition,

...that in addition to the above, and in response to membership wishes, new in 2005 is Corporate's EWI Fellows Program, providing five \$1,000 scholarships for Undergraduate Degrees and four \$2,500 scholarships for Graduate and Post-Graduate Degrees. Eligibility includes three years as an EWI representative, five years work experience and firm participation in our B/C/DP assessment program (all of our member firms participate). Applications are due April 30 and can be obtained along with further details on the Fellowship Program at [www.executivewomen.org](http://www.executivewomen.org).

## CORRECTION

In announcing our new member firm in the January Pulse, Hepburn, Willcox, Hamilton & Putnam, LLP, I incorrectly reported the firm was founded in 1980 thereby deleting a total of 100 years of rich history for Hepburn. The firm was in fact founded in **1880**.

Apologies to both Susan and Hepburn...

...Robin

## CHAPTER MEETING SCHEDULE



Feb 21      New York Life  
6:00 pm    555 City Line Avenue  
              Bala Cynwyd, PA

Member Christy Barilotti, a registered professional financial advisor, will present to us on retirement planning for all generations. It's never too early to begin planning for retirement and it's never too late to start. Christy will explore the many options available and help with questions you may have in determining which plan is best for you.



March 21    Annual Chapter Silent Auction  
6:00 pm    Monte Carlo Living Room  
              150 South Street  
              Philadelphia

Our Silent Auction event, held to raise funds for our annual Adult Students in Scholastic Transition (ASIST) Program, is always an exciting and fun event. We will be returning to the Monte Carlo Living Room, the venue that proved so successful last year.

(Continued)

# CHAPTER MEETING SCHEDULE

(Continued)



April 18 Radisson Warwick Plaza Hotel  
6:00 pm 1701 Locust Street  
Philadelphia, PA

Power Optimism Program™  
Developing Leadership with a Positive Edge

Dana Lightman, Ph.D., of POWER Optimism, developed this innovative program that teaches positive strategies to replace negative patterns. A psychotherapist, educator, author and speaker, Dana comes to us through the Corporate speakers bureau.



May (TBD) Chapter Annual Golf Clinic  
12 noon (Locations being explored)

Our inaugural clinic held last May met with much success and was very enjoyable. We have received several requests for a repeat this year. The event begins with a networking luncheon followed by instruction in golf etiquette, the drive, the chip and the putt by golf professionals, and wraps up with a reception to further the opportunity to network. Whether you are a regular golfer or a novice wanting to get into the game, this clinic is for all levels of players.



June 20 Peg O'Neill, Professional Speaker  
5:30 pm The Union League  
140 South Broad Street, Philadelphia

In this program, Peg will speak to us on building relationships in both our personal and professional life. Peg, as an author, educator, consultant and coach, and often referred to as Mrs. W.I.N-W.I.N!, is sure to provide sought-after tips on expanding our present relationships as well as building new ones.

# CHAPTER MEETING SCHEDULE

(Continued)

July No Meeting



August 15 Alberts Café & Grille  
6:00 pm 3180 Grant Avenue  
Philadelphia, PA

Annual ASIST Scholarship Award

We Again look forward to this annual event where our Chapter has the pleasure of awarding a \$2,000 scholarship to a deserving area student. Your Ways & Means Committee has begun the selection process that will lead to what is certainly the highlight of our year.



Sept 19 Positano Coast  
12 noon 4<sup>th</sup> and Walnut Streets  
Philadelphia

Business Meeting/Installation of 2006/07  
Board of Directors



Oct (TBD) 2006 Chapter Reading Rally

Nov 21 Tentative – The Honorable Lynn Abraham  
District Attorney  
City of Philadelphia

Dec 19 Holiday Celebration  
Tentative – Tour of Philadelphia Art  
Museum

# NEW MEMBERS



We are pleased to announce our newest member, the Marriott Foundation.

Many of you have had the pleasure of meeting Kelley Arredondo, Director of the Marriott Foundation for People with Disabilities Bridges...from school to work<sup>®</sup> program. The program began in 1989 to foster the employment of young people with disabilities as they prepare to leave high school. Since 1990, the success of this program has resulted in more than 7,800 youths being placed with over 1,500 employers in six metropolitan areas.

Join us in welcoming Kelley. We look forward to continuing the rewarding relationship we have enjoyed over the past many months.

## A Note from Your Membership Director

While I hesitate to be the bearer of bad news, you have probably noticed from page 1 we have experienced the loss of several firms going into 2006. These firms include:

- AMC Delancey Group
- GMAC
- MCS Management Services
- ProSearch, Inc.
- Radisson-Warwick Hotel
- Waste Management
- Woudsma Chiropractic

For the most part, these losses reflect a change in employment of several of the representatives. Additionally, budget cuts and logistics enter into the scenario, leaving that ever-present fact we all experience from time-to-time, that of “no time.” On the flip side of things, we welcomed five new firms into membership in the latter part of 2005 with more on the way.

I bring this to everyone’s attention to insure you, as members, these losses are in no way a reflection on our Chapter. I am certain all would agree our Chapter activities continue to be events that fulfill the EWI mission and provide each of us the opportunity of camaraderie unsurpassed in similar organizations.

2005 saw added programs in the area of community service for our Chapter; ones which we can all be proud of. I believe all of us have forged relationships as a result of our membership that not only serve to strengthen our Chapter but also ourselves each and every day, both personally and professionally. For those of you who find it difficult to attend meetings, I cannot urge you strongly enough to come out and see firsthand what many of us enjoy each month.

I would ask all members to please pay particular attention to our postings this month. These firms are being targeted in an aggressive membership campaign being undertaken by your Board of Directors. Any member with contacts and/or wishing to assist our Board in this endeavor, please contact me as soon as you can.

Robin

### EWI<sup>®</sup> MISSION AND VISION MISSION

Executive Women International<sup>®</sup> is an organization that brings together key individuals from diverse businesses for the purpose of:

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

### VISION

TO BE THE LEADING CONNECTION FOR BUSINESS PROFESSIONALS

**OFFICERS AND  
DIRECTORS**

**PRESIDENT**

Christy Barilotti  
**New York Life**  
610-660-7600  
clBarilotti@ft.newyorklife.com

**VICE PRESIDENT/PRESIDENT-ELECT  
(TEMPORARILY VACANT)**

**TREASURER**

Isis Petrie  
**PureNSimple Productions**  
856-625-6484  
isistp@gmail.com

**PROGRAM DIRECTOR**

Marie Gallagher  
**The Union League**  
215.587.5574  
gallagherm@unionleague.org

**MEMBERSHIP DIRECTOR**

Robin Lane  
**Alfa Laval Biokinetics Inc.**  
215.656.2538  
Cell Phone: 215.432.6053  
robin.lane@alfalaval.com

**PUBLICATIONS DIRECTOR**

Robin Lane  
**Alfa Laval Biokinetics Inc.**  
215.656.2538  
Cell Phone: 215.432.6053  
robin.lane@alfalaval.com

**WAYS & MEANS DIRECTOR**

Lynn Fraser  
**Contemporary Staffing Solutions**  
215-568-5630  
lynn.fraster@contemporarystaffing.com

**SERGEANT-AT-ARMS**

Marie Gallagher  
**The Union League**  
215.587.5574  
gallagherm@unionleague.org

**2005-2006 CORPORATE  
BOARD OF DIRECTORS**

**President**

Debbie Taylor – Dallas Chapter  
[debbie.taylor@siemens.com](mailto:debbie.taylor@siemens.com)

**Vice President/President/Elect**

Judy Russell – Tulsa Chapter  
[jrussell@oneok.com](mailto:jrussell@oneok.com)

**Secretary/Treasurer**

Diana Larsen – Orlando Chapter  
[dlarsen@gray-robinson.com](mailto:dlarsen@gray-robinson.com)

**Membership Priority Program Director**

Darlene Banogon – San Diego Chapter  
[dbanogon@myisland.com](mailto:dbanogon@myisland.com)

**Membership Director**

Karen Kuhn – Washington, DC Chapter  
[karen.kuhn@qwest.com](mailto:karen.kuhn@qwest.com)

**Professional Development Director**

Wendy Cowley – Salt Lake City Chapter  
[whcowley@regence.com](mailto:whcowley@regence.com)

**Education Director**

Louise Anderson – Jackson Chapter  
[landerson@mauricehjoseph.com](mailto:landerson@mauricehjoseph.com)

**Corporate Advisor**

Michelle Lovatt – Richmond Chapter  
[mlovatt@richmondva.org](mailto:mlovatt@richmondva.org)

**Executive Director**

Tara Ross  
[tara@executivewomen.org](mailto:tara@executivewomen.org)

**PLEASE NOTE – REVISED  
RESERVATION POLICY IN EFFECT**

We find we are experiencing an increase in no-shows at our monthly meetings. A member is considered a no-show when they have indicated by the RSVP deadline they will be in attendance and then do not make it. We have all had the occasion of planning to attend and then at the last minute being unable to get away from the office and we understand this, however, the Chapter must still incur the cost of the meal. Therefore, regretfully, we will begin invoicing members for a “no-show” occurrence.



## P O S T I N G S

The following firms are being considered for membership in the Philadelphia Chapter, EWI. If no written objections are received from an executive of a Member Firm within ten (10) days of the posting, the Membership Committee will contact the firm.

FIRM	MAJOR	MINOR
H & G Sign Company	Construction	Commercial Design
Smith-Edwards-Dunlap Co	Printing Services & Supplies	Graphic Design
Restaurant Associates	Food Industry	Caterers
TD North	Banking	Banking Commercial
BPG Properties Ltd.	Real Estate	Property Management
Cintas Corporation	Clothing Industry	Service Apparel: Manufacture & Distribution
Ewing Cole	Architects	Engineering/Architecture
Advanced Office Environments	Furniture, Fixtures & Appliances	Office Furniture & Design
Comcast Corporation	Broadcasting Service	Cable Television Service
160over 90	Website Design	
Cigna Corporation	Insurance	Employee Health Benefits
At Home Health Inc.	Health Care	Home Health Care
Hay Group	Business Service – Management	Consultants/Management
Deloitte & Touche USA	Business Service – Accounting and/or Auditing	Accounting, Auditing and Tax Services

If any member has a contact(s) in any of the above firms, please contact Robin Lane at your earliest convenience.

### SHARE THE NEWS

Please send items of interest to our fellow members for inclusion in the Pulse to:  
Robin Lane, Publications Director [robin.lane@alfalaval.com](mailto:robin.lane@alfalaval.com) or fax 215-561-4444