



COMMUNIQUE

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KERRY HAMMOND

THE ALLIANCE OF PROFESSIONAL WOMEN

Executive Director

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Connecting Women Personally, Professionally and Philanthropically

Have You Created Your Bucket List?

by Kerry Hammond

We're two months into 2018 and I'm sure your New Year's resolutions are still going strong. If one of the items on your list was to create a bucket list, you're in luck. I've compiled a few ideas to get those creative juices flowing and help you come up with some great items to fill that list.



Kerry's Five Favorite Bucket List Categories

Leave Your Comfort Zone

– travel to an exotic locale and experience a culture completely different from your own. Ditch the planned trip to Paris and instead visit the pyramids of Giza and have dinner in a Bedouin village, wander the Bazaars of Istanbul, or stay at an Ashram in India.

Gather Knowledge

– learn a new language in preparation for that exotic vacation in #1, take an Art History class because you never got around to it in college, or learn how to play a musical instrument.

Do Something That Scares You

– years ago I got my motorcycle license just to see if I could. I had been a passenger all my life but wondered how I'd do riding one by myself (and not dropping it). I liked it so much I owned one for many years. And in the spirit of full disclosure, I did drop it more than once.

Push Your Physical Limits

– here's your chance to run a marathon, climb a 14er, or ride your bike across the state of Colorado. Whatever your physical condition, there is a challenge that you can work up to and complete.

Get Crazy

– do something that no one who knows you would ever believe you would do. Get a tattoo, place a bet on a horse at the Kentucky Derby, or drive a race car.

Whatever items are found on your bucket list, here's to an exciting year!

Communiqué Committee

Kerry Hammond, Editor
Chelsey Burns, Co-Editor
Sandy Smith, Co-Chair

Communiqué Sponsors

Sandy Smith/Alexander Smith Design
www.alexandersmithdesign.net

APW Facts

WEBSITE

Did you know that members can add items to the APW website calendar? If you have an event you're sponsoring and you want to let other members know, you can log in to your member account and add the information to the community calendar.

You can also post your events on our Facebook page to let other APW members know what you're up to. "Like" us on Facebook and follow our posts too.

NEWSLETTER

If you're an APW Member and would like to write an article for an upcoming issue of the APW newsletter, the Communiqué, please contact **KERRY HAMMOND** at execdir@apwcolorado.org.

Corporate Members

KUAN YIN MEMBER
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REALART
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University College University of Denver

Be advised that the Communiqué is not private, only the APW Member Directory is restricted to members only, and can be viewed on the Internet.

Join The Alliance of Professional Women for Our March Networking Luncheon

Date/Time: Thursday, **March 8** from 11:30 am – 1:00 pm

Location: **Marcella's Ristorante and Wine Bar**,
1801 Central Street, Denver

Note: There will be NO New Member Orientation at this lunch



Our Luncheon Sponsor:
Willy Wilson of Life Unstill Photography

The Menu

Appetizer: Chopped Salad and Bread

Choice of Entrée:

Chicken Parmesan OR
Lasagne alla Bolognese OR
Capellini al Pomodoro (Vegan) OR
Penne Pasta al Pomodoro (GF)

Non-Alcoholic beverages included

Registration closes Friday, **March 2** at 5:00 pm.

Cost is \$38 for Members and \$48 for Non-Members.

Dietary information provided by restaurant. For extreme food allergies or dietary restrictions not listed, please contact **KERRY HAMMOND** at execdir@apwcolorado.org.

REGISTER NOW

Public Affairs Breakfast Meetings

The Public Affairs Committee meetings strive to provide exciting and relevant speakers to keep us informed about what's happening in Denver and beyond. The next meeting will be Wednesday, **March 21**. Our topic in March will be **Immigration Reform**; we will discuss the current immigration process as well as ideas for change. Our April Public Affairs Committee meeting will be held on Wednesday, **April 18**.

The April speaker is still being finalized and will be announced in our weekly What's Happening at the APW emails and will appear on our website calendar.

The Public Affairs Committee meets in two locations: **Zaidy's Restaurant** at First Avenue and Adams Street in Cherry Creek and **Maria Empanada** at 1298 S. Broadway. The meetings start at 7:30 am, and we usually wrap up at 9:00 am. We eat while listening to the speaker, and the format is casual. You will buy your own breakfast.

If interested in attending, or if you have any questions, please contact **SUE BORGOS** at sborgos@ots-denver.com

From Our March Luncheon Sponsor: Willy Wilson of Life Unstill Photography

Ten Signs You Need New Branding Photos

1. The photos on your website are free stock photos from the internet or were created with your cell phone. Creating a brand for yourself and/or your business extends to the visual imagery on your website. Using low quality photos, or a predictably common photo of the Denver skyline says nothing about your business, who you are, and why you are different. Instead, this gives the appearance of cheapness or laziness. Custom photography created for you tells your story, your way.
2. Your newsletter is indistinguishable from your competitor's. Many businesses purchase newsletters from a service. These newsletters tend to have a generic feel to them. Even if you don't want to write the custom text, using your own photos will add something new and fresh, and will drive more clicks (which is the goal of the newsletter).
3. Your blog posts are all text. People skim information they are fed online; often they may only look at the headline or a photo. Using photography in a blog post is a way to both grab attention ("click bait") and tell your story quickly. Blog posts with powerful photos get more clicks than those with all text.
4. Your business Instagram is all selfies. Social media is a great marketing tool when you understand how to use it. Your social media accounts may be the first place a prospective client finds you. The Follow/Like metric is typically based on people enjoying what they SEE via the account. Post great photos and people will follow you. You can be a taste-maker even if your business is selling books.
5. You haven't updated your website in more than three years. A website that hasn't been updated in over three years is a website that is out of date and needs refreshing. This project is worth the investment. An updated website with new photography gives you the opportunity to add new ALT-tags, which will give you an SEO boost. A fresh website is also like a new window display at your favorite boutique. Who doesn't love to see new things?
6. You keep re-using the same three images in ads or "boosted" posts. Many people equate buying a few stock photos and using them over and over again with maintaining brand consistency. In reality, if your clients see that photo once, even if it has new text, they will think they've seen it before and skim over it or put it in the Recycle Bin.
7. You aren't getting as many Likes as you used to. A lot of the social media algorithms have changed over the last couple of years. Facebook seems to keep making it more and more difficult for small businesses to get their messages across to their followers. Instagram now essentially requires constant engagement (Likes and comments) on your posts to keep you in a follower's feed. Engagement is king, and the best way to engage your social media followers is to post attention-grabbing images.
8. You haven't shown off your new 'do or style to your online community. Part of the reason we show our faces on our business pages and website is that we want our clients to feel like they know us. If you've gone from brunette to blonde or long to short, it's probably time to make your online self-match the new you. You don't want clients to meet you in person and think, "Who's this?" If clients keep asking you how long ago your photo was taken, it's a message that you need a photo update.
9. You are updating your marketing materials. If you are about to design a new print or digital marketing campaign, now is a great time to get new, updated photography. Your clients will take a second look if they see something new. Especially when investing in printed marketing collateral, invest in making it match your brand and your unique business.
10. You're taking your business to the next level. Wherever you are, if your goal this year is to elevate your business and take it some where new, an integral part of that strategy should be updating your visual story to represent where you want to go—not only where you are now. Show yourself in a beautiful office or with 20 clients. Update your website; leverage social media; improve your blog, newsletter, and printed collateral. Enjoy the growth that comes about as a result of these changes!



WILLY WILSON is an award-winning family and commercial photographer in Denver, Colorado. Visit her at www.lifeunstill.com

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April Networking Luncheon



Join The Alliance of Professional Women for
Our April Networking Luncheon

Date/Time: Thursday, April 12 from 11:30 am - 1:00 pm

Location: duo Restaurant, 2413 W 32nd Avenue, Denver

We will have a New Member Orientation at 11:00 am

Our Luncheon Sponsor: **Kristi Sullivan**
of Sullivan Financial Planning, LLC

**The Menu**

Appetizer: Squash Bisque and Winter House Salad

Choice of Entrée:

Fried Chicken Sandwich - coleslaw, pimento cheese spread, pickled jalapenos, house made chips OR

Crawfish Etouffee (GF) - saffron rice, black-eyed peas, sunny side-up egg OR

French Onion Gnocchi (Vegetarian) - gruyere fondue, Brussel sprouts, sunchoke, parsnip chips

Cost: \$38 for Members and \$48 for Non-Members

REGISTER NOW

Registration closes Friday, **April 6** at 5:00 pm.

Dietary information provided by restaurant. For extreme food allergies or dietary restrictions not listed, please contact **KERRY HAMMOND** at execdir@apwcolorado.org.

Are You a Professional Speaker?

We are already planning our 2019 year. Yes, that's right....2019. As you know, our monthly networking luncheons are a great way to meet new people and promote your businesses. Twice a year - in January and May - we mix it up and provide our attendees the benefit of hearing inspirational and motivational speakers.

We're looking for speakers, both APW members and non-members for our 2019 year.

Here are the guidelines:

- Speaker has presented at 6 or more networking-style events in the past 12 months that were not self-hosted.
- Speaker has at least one video of a professional presentation in front of a live audience.
- Speaker regularly presents on motivational/inspirational topics, as opposed to business management topics.

Examples of motivational/inspirational topics include presentations on overcoming challenge and hardship, goals, self-care, self-confidence, work-life balance, happiness, etc. Examples of business management topics include presentations on marketing, sales, accounting, funding and investment capital, hiring/firing, tax and legal, etc.

Please contact **KERRY HAMMOND** at execdir@apwcolorado.org for more information.

Leadership

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(First Bank)

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Lee Lipniskis

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Emilie Ailts, Melinda Harper,
and Charlene Wilson

From Our April Luncheon Sponsor: Kristi Sullivan of Sullivan Financial Planning, LLC

What if Alphabet DOESN'T Buy Your Business for \$1 Billion?

The secret wish of many a small business owner is that someone will come along and buy her business for exactly the right amount of money to retire to the Caribbean. Just in case that doesn't pan out, how you will support yourself when your business no longer does?



Ya better save, sister! Here's how:

- **Individual Retirement Account (IRA):** These can be used by anyone with earned income. The money you put into a Traditional IRA can be deducted from your income taxes if you don't have access to a workplace retirement plan and fall under certain income thresholds. You don't pay taxes on the account earnings until you withdraw at retirement. The maximum amount you can put in each year is \$5,500 and you have until April 15th following the tax filing year to contribute. Anywhere that handles money (your bank, credit union, Brokerage Company) can open an IRA for you. A variation is the Roth IRA where you contribute up to \$5,500 per year, but do NOT take a tax deduction for the contribution. Why bother? Tax-FREE growth! When you take the money out at retirement, you don't owe any taxes.
- **SEP IRA for small businesses:** The most you can put in is 25% of compensation to a max of \$55,000 in 2018. The contribution is deductible from your taxes and the growth is tax-deferred like a Traditional IRA. Keep in mind that you must put the same percentage of compensation for any eligible employees as you do yourself, and accounts must be set up and funded by April 15th of the year following the tax year for which you are contributing.
- **Self-Employed 401(k):** This is an account for small business owners who have no employees other than their spouse. It allows you to put 100% of compensation up to \$18,500 (\$24,500 if you are 50+) plus 25% of eligible compensation as a profit-sharing match. The contributions are pre-tax and the growth is tax-deferred. The maximum contribution allowed is \$55,000 for 2018. This plan allows those with less net income to put more away than a SEP IRA. The plan must be established by December 31st of the tax year the contribution is for, but can be funded up until April 15th of the following year.
- **Simple IRA:** These accounts let businesses with less than 100 employees open a low-cost retirement plan where employees can contribute their own money. You are required to offer a small match for contributing employees, but it's not as much as the SEP IRA. The maximum employee contribution is \$12,500 (plus \$3,000 if you are over age 50) for 2018.

Please, do not take this as personal tax advice. Consult your CPA before deciding which plan is right for you. However, my personal advice to you is that you definitely should be saving for retirement!

KRISTI SULLIVAN is a Certified Financial Planner™ and the founder of **Sullivan Financial Planning**, a fee-only investment adviser in Denver. Visit her at www.sullivanfinancialplanning.com.

Connect and Craft: Our First APW Special Events Networking of the Year!

When: Wednesday, **March 14** from 4:30 pm - 6:30 pm

Where: The office of APW Member **MELISSA RICHARDS, Liv Sotheby's International Realty**,
8000 E. Bellevue Ave., Greenwood Village

We'll have a fun networking activity for the PROFESSIONAL aspect and then our very own **CHELSEY BURNS** of **Mindful Health Coaching, LLC**, will lead us in crafting aromatherapy bracelets.

And of course there'll be plenty of time for CRAFTING both personal and professional relationships!

Cost: \$25 for Members and \$30 for Non-members
Includes wine, yummy appetizers and 2 bracelets

**REGISTER
NOW**

APW is looking to grow its membership. Please invite your fabulous friends and co-workers!
The person who brings the most guests (each must register) wins a, drum roll please...
FREE LUNCHEON PASS (can be used for any luncheon other than December).



Example Aromatherapy Bracelet



Chelsey Burns



Are you a morning person? Is it hard for you to break away from the office to attend a luncheon?

Then **Coffee Connections might be right for you.** Join APW members and prospective APW members to talk about your business over a cup of coffee, tea or breakfast. Discuss business and business-related topics while making a few friends. Leave when you need to; our end time is approximate.

When: Friday, **March 16**, 8:30 am to 10:00 am (Central Denver)

Where: **Maria Empanada**, 1298 S. Broadway, Denver

RSVP: **LEIGH MILLER** at millerleigh13@gmail.com or 720-272-2853

When: Friday, **April 20**, 8:30 am to 10:00 am (DTC)

Where: **Mangia Bevi Café**, 6363 S Fiddlers Green Circle, Greenwood Village

RSVP: **MOLLIE SAVAGE** at mollie.savage@gcgfinancial.com or 720-937-0229

Luncheon Sponsors

Kristi Sullivan Sullivan Financial Planning, LLC April 2018
Willy Wilson Life Unstill Photography March 2018
Leslie Garske Divorce Resource Centre of Colorado February 2018
Jill Klancke Klancke and Cook November 2017
Pam Foley, REnew and REdo Leigh Miller, Juice Plus+ October 2015
Tracie Romero Design Health August 2017
Chelsey Burns Mindful Health Coaching, LLC July 2017
Alliance Foundation June 2017
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Chrysta Bairre Live Love Work March 2017
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Leigh Miller, Juice Plus+ August 2016
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Alliance Foundation June 2016
Jill Klancke Klancke and Cooke Attorneys at Law April 2016
Pamela Foley, Well and Company March 2016
Ky Agnew, CSA PASCO-Personal Assistant Services of Colorado February 2016
Lorni Sharrow, Moyer White November 2015
Kristi Sullivan Sullivan Financial Planning October 2015
Cari Harris and Megan Henson Etcetera August 2015
Pamela Wilson The Care Navigator July 2015
Interested in becoming a Networking Luncheon Sponsor? Call 303-368-4747

Showcase Your Business at the Member Appreciation Luncheon

Our 12th Annual Member Appreciation Luncheon is just around the corner—Thursday, **May 10** from 11:00 am to 1:00 pm for our special two-hour event.



If you're thinking SWAG bags, you're right. We will be returning to the **Denver ChopHouse and Brewery** in LoDo for this luncheon.

Being a SWAG Bag Sponsor is a great way to get noticed by all of the dynamic women who attend our special springtime event. Provide a special giveaway or goodie to be given to all attendees at this luncheon in our SWAG bag.

Our bag sponsor is APW Member and Alliance Foundation President, **MELISSA RICHARDS** of **LIV Sotheby's International Realty**. She has provided the bags to contain all of the SWAG.



Our current SWAG sponsors:

Klancke & Cook, Attorneys at Law,
JILL KLANCKE

A Better View Décor,
GINNY TAYLOR

Creative Financial Staffing,
SHEILA DREW

FirstBank,
LEAH DIRKS

Dardano Properties-Metro Brokers, Inc.,
SAMANTHA DARDANO

J Sequeira Agency,
JULIE SEQUEIRA

Ryan, Gunsauls & O'Donnell, LLC,
ELIZABETH MOORE

E2 Business Gifts,
JOANNA JOHNSON

Lee Weisbard DDS,
LEE WEISBARD

How it works: Click on the REGISTER NOW link and sign up to become a SWAG Bag Sponsor. The cost to be a sponsor is \$35 for APW members and \$45 for non-members.

Deadline to Register is April 30.

Next, prepare 100 gift-type items/items of value to be put into the bags for each attendee. Have some fun finding a creative gift to showcase your business.

Our theme this year is "Unity." You can use this theme to help you brainstorm, but don't let it limit you. Anything goes as long as it's a gift-type item.

If you need someone to help with your fun SWAG order, consider APW member, **JOANNA JOHNSON**, at 303-522-3686 or Email: joanna@e2businessgifts.com.

Note: If you plan to also **attend the May luncheon** you will need to register for that as well.

**REGISTER
NOW**

**REGISTER
HERE**

SAVE the Date for the 7th Annual Helping Women + Changing Lives Luncheon

MARK your calendars and plan on joining us this year for our **7th Annual Helping Women + Changing Lives Luncheon** (HW+CL) on Thursday, **September 13, 2018**. This luncheon will take place at the PPA event center located at 2105 Decatur Street, Denver.



Our annual luncheon funds the three philanthropic missions of our Alliance Foundation: Village Banks, Scholarships, and Local Outreach.

SAVE THE DATE



Helping Women
+ Changing Lives

Proudly Presenting

Our 7TH Annual Luncheon

YOU WON'T WANT TO MISS IT

Thursday, September 13, 2018

11:30 am - 1:00 pm • PPA, 2105 Decatur Street, Denver, CO 80211



We're looking for Table Captains. Join our list of dedicated ladies in pledging to fill a table of 10 at the event. We have all the tools you will need to be successful; you just need to have friends and colleagues to invite. We even host a couple of Table Captain training sessions where you can meet others who are involved and benefit from the knowledge of those who have done this before.

We're looking for luncheon Sponsors. Sponsorship is an amazing marketing opportunity for your business and a way to give back at the same time. Each sponsorship category provides a different level of exposure for your business at the September event, at our monthly networking luncheons, and in our bi-monthly newsletter.

If you would like more information, please contact **KERRY HAMMOND** at AllianceFoundation1@gmail.com.

We have some wonderful HW+CL Sponsors who have already pledged their support, please consider joining them to make our 7th luncheon the best yet.

Our HW+CL Sponsors:

Changing Lives:

Creative Financial Staffing, SHEILA DREW | Sullivan Financial Planning, LLC, KRISTI SULLIVAN

Creating Hope:

Capital Sisters International, PATRICIA FOLEY HINNEN

Core Contractors, LEE LIPNISKIS

FirstBank, LEAH DIRKS

Klancke & Cook, Attorneys at Law, JILL KLANCKE

LIV Sotheby's International Realty, MELISSA RICHARDS

Ryan, Gunsauls & O'Donnell, ELIZABETH MOORE

Building Promise:

Bright Health, CHANTAL ROUSSEAU

Design Health, TRACIE ROMERO

Long Term Care Insurance Specialist, ABBE PENSACK

Snodgrass Law, LLC, KELLY SNODGRASS

Helping Women:

ETCETERA, CARI HARRIS

GCG Financial, MOLLIE SAVAGE

Rosalie Chamberlain Consulting & Coaching

The Avatar Course, ANNE MOORE

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Alexander Smith Design, SANDY SMITH | Footers Catering

An Interview of Kristi Sullivan, One of Our Top Sponsors

by Kerry Hammond

This year is the **Alliance Foundation's 7th Annual Helping Women + Changing Lives Luncheon**, and we couldn't be more excited. Our luncheon sponsors are the people who make it possible for us to hold this philanthropic luncheon. The proceeds have allowed the Alliance Foundation to fund microloans in developing countries, provide local scholarships to women in their junior and senior years of college, and offer local outreach to women's shelters and other institutions for the benefit of women and children in the Denver area. In each APW newsletter leading up to our big luncheon, we will be featuring some of our top sponsors and telling you a bit about them and why they're passionate about this event.

We are happy to have **two donors** at our **Changing Lives level, Sullivan Financial Planning LLC** and **Creative Financial Staffing**. We caught up with **KRISTI SULLIVAN**, of **Sullivan Financial Planning, LLC**, and talked to her about her life, dreams and aspirations. As a little background, Kristi has been an APW member since 2007, has been active on the Board, and has served on several Committees. But if you've attended any one of the last three Helping Women + Changing Lives luncheons, you also know her as our illustrious and extremely entertaining Emcee.

By day, Kristi Sullivan runs her own business, working with people who live within their means and need help prioritizing savings goals and investing appropriately. Her specialties include college planning, retirement planning, integrating rental property to investment plans, and helping select low-cost streamlined portfolios. In her off-time, and if you're a business owner you know there never really is any off-time, Kristi manages to give back to her community through her work with the Alliance Foundation. I caught up with her recently to ask a few questions about what philanthropy means to her.

KERRY: How do you feel that you connect to the mission of the Alliance Foundation, to improve the status and quality of life for women and children by helping them achieve self-sufficiency and economic independence?

KRISTI: I believe that people find themselves in poverty often because of circumstances they were born into. Not everyone is lucky enough to be born into a middle-class family in the United States, to parents who valued education and created an easy platform to launch into adulthood like I was. I also believe that most people really do want a chance to work and improve their lives through their own efforts, not just coast on handouts. The Alliance Foundation is about helping women and families improve their lot by creating opportunities for growth with their hard work and abilities.

KERRY: I think some people believe that you have to be as wealthy as the Gates Foundation to give back. What would you say to those people?

KRISTI: Everyone can give back, no matter the size of your bank account. Even little kids enjoy the opportunity to help others. You can choose to give your time or treasure or some of both. A ten-dollar donation to the Rocky Mountain Food Bank means 40 meals to those in need. An hour volunteering at a school backpacking program can provide healthy meals for 50 families for the weekend.

KERRY: I know you have two boys at home who are concentrating all their efforts on surviving their teenage years; how do you teach your children about philanthropy?

KRISTI: By stealing ideas from others, of course! Their allowance comes in 3 buckets – spend, save, and give. They tend to hoard the

“give” money, so once a year we talk about what charity they want to support. The boys have chosen The Wildlife Experience to feed a lion for a year, a mission project in India, and the Salvation Army. The Alliance Foundation and the United Way also give us many opportunities for volunteering as a family each year. And, I'm happy to report that both boys' schools (one private and one public) incorporate social service into their curriculum so they have a chance to help the world that way, too.

KERRY: What person has had the most influence on your life?

KRISTI: How could anyone answer anything but their parents? My mom and dad provided a stable home life with structure, predictability, high expectations, responsibility, and fun. They didn't try to be popular or cool for other kids. They supported my sister and me to explore our interests outside of school. I'm happy to say that our family gets along well as adults and still loves spending time together.

KERRY: In the spirit of 'go big or go home,' what one change would you make in the world to make it a better place?

KRISTI: Let's just get rid of hunger and war and be done with it.

KERRY: OK, I have one final question for you. Last year as Emcee of the 6th Annual Helping Women + Changing Lives luncheon, you provided attendees with plenty of laughs as you paraded our sponsors across the stage to well-deserved applause. I'm dying to know if you can give us any hints as to what we're in store for this year.

KRISTI: We are mixing it up with the format this year and of course I'm a huge ham, so there will have to be laughs. You'll all have to show up (checkbooks in hand) to find out!

Outreach Committee News

The Outreach Committee has been **gearing up for some great volunteer opportunities**. Please keep in mind that you don't need to be an Outreach Committee member to volunteer, only an APW Member.

Delores Project

This year's Delores Project Dinners will be in June, August, and November. The Outreach Committee organizes volunteers from the APW to cook or prepare the food for a shelter meal. We generally wrangle 5-6 volunteers to serve the meal to the guests at the Delores Project. Not only do we provide them with a meal, but we also give them an uplifting experience simply by lending a hand, sharing a story or offering a smile. In the long run, we are the ones who feel a huge reward for participating.

The ladies we serve love Outreach Tuesdays...many of them wait patiently to be asked to come back for their second serving after we serve the initial 60. It's a lot of fun for the servers too, as we stand in assembly line fashion, deciding what our role will be in serving these deserving ladies. In a word...REWARDING!

For more information about **The Delores Project**, please see their website: thedeloresproject.org

New Legacy Charter School

New Legacy Charter School is a high school for parenting teens. Almost 100% of the students are living in poverty and cannot afford things that typical high school students take for granted.

In March, the Outreach Committee will be sponsoring a Senior Photo Shoot. We will need volunteers to assist photographers at this event; stay tuned for your opportunity to sign up.

In March and April, New Legacy Charter School will take groups of high school juniors and seniors to visit local college campuses. Very soon we will know if the APW needs volunteers to chaperone the tour.

Girls on the Run is an organization that inspires girls to be joyful, healthy and confident using a fun, experience-based curriculum that creatively integrates running. The Alliance Foundation sponsors the yearly Girls on the Run race, to be held this year on May 13. We also provide the girls with a Happy Hair Tent. We will need volunteers on the day of the race as well as donations of hair products. Watch the weekly What's Happening at the APW emails for more information.

If you'd like to sign up to help at any or all of these events, find out more, or join the Outreach Committee, please contact JUDY SUTTON at judy@thesuttons.net.



to Benefit Hope House of Colorado

When: Thursday, April 19 from 6:00 pm to 8:30 pm

Where: CADA (Colorado Auto Dealer Association)
290 E Speer Blvd., Denver

Join the APW Outreach Committee and celebrate the fall season with a fashion show to benefit Hope House of Colorado. Hope House is committed to transforming the lives of teen mothers around the world by offering a safe environment for them and their children, and providing Community Programs, including Mentoring Programs and GED Programs.

Drinks, appetizers, and some great fall fashion previews—all included in your ticket price.

Spring Fashions provided by APW member CARI HARRIS's line ETCETERA and KATARINA CONWAY's LuLaRoe - and worn by models of all shapes and sizes!

We will also have an amazing amount of door prizes and giveaways. Walk-Ins welcome - bring your business cards!

Door Prizes Donated by: CARI HARRIS of ETCETERA | KATARINA CONWAY of LuLaRoe

Cost: \$30 for APW Members and \$35 for Non-Members
(\$15 from each ticket price is used to donate one \$15 gift card to Hope House)

**REGISTER
NOW**

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Why Personal Style Is Important

by APW Member Dana Lynch

In the age of women's empowerment and the notion that we've come so far, it could be so easy to dismiss personal style. **Should our style, image, or how we look matter to our success? Absolutely!** And quite honestly, personal style, image, and first impressions aren't limited to women. Men are in this game of presenting themselves with style just as much as women are!

So back to the question of why image and style are important...there are far more reasons than you have time to read about today, so I'll just concentrate on **my top 3**:

1. People form impressions of you within a mere 3 seconds.
2. Your style makes you memorable.
3. Your style allows you to express who you are, which ultimately leads to an improved self-image and confidence.

Let's talk more about that 3 seconds thing

That's right...people start forming impressions of you within the first 3 seconds of seeing you. It's not judging; it's simply human nature. We can't help ourselves. We almost always see others before we start conversing with them.

Your image speaks for you before you ever get the chance to open your mouth. While this might seem a little alarming at first, the good news is that you can control these momentary and lasting impressions with the way you present yourself. With a little extra thought and attention to your style and image you can **send out non-verbal messages that you're**:

- Successful
- Authoritative
- Reliable
- Approachable and friendly
- Knowledgeable

And clearly this is just a smattering of the many positive, lasting impressions you can create through your style.

Your Style Makes You Memorable

Think of it like this: Your style is your calling card. Think of the last networking event you went to. Chances are good that you still remember something about someone's outfit that spoke to you...whether you met them or not!

I can specifically remember meeting someone like this at the last APW luncheon. I saw a woman across the room whose skirt (which was really cute) stood out. Her style spoke to me. I wondered who she was. Unfortunately, I didn't get the opportunity to meet her before we sat down for lunch, but luck came my way and we were seated next to each other. I was eager to get to know this woman and wasn't disappointed one bit. And yes, you know I still remember her great skirt!

Think of all the ways being memorable can help you in your career. For example: You're interviewing for a new position in a CPA firm. It's a sea of navy suits with white shirts, but you're also wearing a beautiful pendant in your eye color. I guarantee you'll be memorable. I'm not saying your resume, experience, and personality won't be memorable, but when you're up against a large pool of qualified candidates, any added edge certainly increases your chances. Not interviewing? Imagine the same holding true on sales calls, presentations, and of course, networking. Your style can enhance all you do.

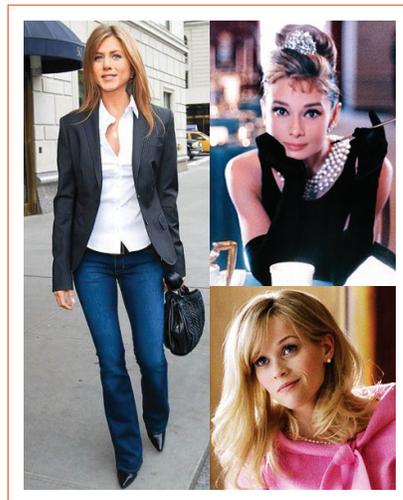
Confidence is key. When I hold a free, initial consultation with a potential client, we always discuss her vision of her ideal wardrobe and style and how she would want her look to be different from how it is now. After we've discussed it at length, I ask, "If you had this, what difference would it make in your life?"

Ninety percent of the women I speak to tell me they'd feel better about themselves and have more confidence. Ninety percent! That's huge... and this is coming from a wide range of women, mostly already successful, confident women in roles as attorneys, CPAs, physicians, engineers, real estate agents, and business owners.

When you know your wardrobe and image are reflecting your personality and all you have to give to the world, you feel confident and powerful and have a little more spring in your step. So I ask you, is your wardrobe and style creating the best first impression possible? Is it eye-catching and memorable? Do you feel confident and powerful each and every time you get dressed?

DANA LYNCH, AICI FLC, owner of **Elements of Image**, is Denver's top image consultant specializing in "taking the stress out of getting dressed." Visit <http://elementsofimage.com/style-blog/> to subscribe to Dana's e-Style Tip and find more great advice like this. You'll also receive her FREE special report, "12 Secrets to Looking More Polished at the Office and Beyond." Dana Lynch offers a free 50-minute, phone consultation. Visit her online calendar at <https://my.timetrade.com/book/2RPRJ>.

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Even if You Missed the Committee Fair, You can still join an APW Committee

Member Support Committee (Chair: LAUREN HULSE)

The Member Support Committee welcomes new members, hosts new member orientations, and helps new members connect with others in the APW. The committee meets the third Wednesday of every other month.

Contact: lauren@hulselawfirm.com.

Fundraising Events Committee (Co-Chairs: TRACIE ROMERO & KATARINA CONWAY)

The Fundraising Events Committee is responsible for planning the Alliance Foundation's annual fundraising luncheon. The Alliance Foundation funds the Village Bank Program, Scholarship Program, and local community outreach programs coordinated by the Outreach Committee.

Contact: tracie.romero@designhealth.com or lularoebykatarina@gmail.com.

Networking Events Committee (Co-Chairs: KRYSTAL THOMPSON & HEIDI ELKINS)

The Networking Events Committee is responsible for planning our monthly networking luncheons in popular restaurants throughout the city. The committee meets on the first Tuesday of the month, over lunch.

Contact: krystal@westandmainhomes.com or heidi.elkins@comcast.net.

Outreach Committee (Co-Chairs: WILLY WILSON & JUDY SUTTON)

The Outreach Committee is the community service arm of the APW. They provide volunteer opportunities for members that promote the health, welfare, education and employment of underserved women and children in our community. The committee meets in the evening of the first Wednesday of the month.

Contact: wilson@lifeunstill.com or judy@thesuttons.net.

Public Affairs Committee (Chair: SUE BORGOS)

The Public Affairs Committee is dedicated to providing opportunities for members to become politically informed. The committee meets for breakfast on the third Wednesday of every month.

Contact: sborgos@ots-denver.com.

The Special Events Committee (Co-Chairs LESLIE GARSKE & DANA LYNCH)

The Special Events Committee puts on after-hours networking events such as the ever-popular Speed Networking. They meet on an as-needed basis to schedule three evening events each year.

Contact: Leslie@DRCoofColorado.com or dana@elementsofimage.com.

The Communiqué Newsletter

The Communiqué is the APW's monthly newsletter, distributed electronically at the beginning of every other month. It aims to help fulfill the APW's mission to connect women personally and professionally. We are always looking for members who want to write an article for an upcoming issue.

Contact: execdir@apwcolorado.org.

If you are interested in joining any of the above committees, you don't need to wait until February, please contact **KERRY HAMMOND**, execdir@apwcolorado.org at any time.

APW Networking Opportunities

WHAT: NETWORKING EVENTS COMMITTEE MEETING
When: Tuesday, **March 6** and **April 3**, 11:30 am – 1:00 pm
Where: **Natural Grocers**, Colorado Blvd. and Evans
RSVP: **KRYSTAL THOMPSON** at krystal@westandmainhomes.com

WHAT: OUTREACH COMMITTEE MEETING
When: Wednesday, **March 7**, and **April 4**, 5:30 pm – 7:00 pm
Where: Home of **PAM FISCHER**, 2218 Franklin Street, Denver
RSVP: **JUDY SUTTON** at judy@thesuttons.net

WHAT: MARCH NETWORKING LUNCHEON
When: Thursday, **March 8**, 11:30 am – 1:00 pm
Where: **Marcella's**, 1801 Central Street, Denver
Cost: Members \$38; non-members \$48
RSVP: [Register HERE](#)

WHAT: COFFEE CONNECTIONS—CENTRAL DENVER
When: Friday, **March 16**, 8:30 am – 10:00 am
Where: **Maria Empanada**, 1298 S. Broadway, Denver
RSVP: **LEIGH MILLER** at millerleigh13@gmail.com

WHAT: PUBLIC AFFAIRS COMMITTEE MEETING
When: Wednesday, **March 21**, 7:30 am
Where: **Maria Empanada**, 1298 S. Broadway, Denver
RSVP: **Sue Borgos** at sborgos@ots-denver.com
Topic: Immigration Reform

WHAT: APRIL NETWORKING LUNCHEON
When: Thursday, **April 12**, 11:30 am – 1:00 pm (11:00 am New Member Orientation)
Where: **duo Restaurant**, 2413 W 32nd Ave, Denver
Cost: Members \$38; non-members \$48
RSVP: [Register HERE](#)

WHAT: PUBLIC AFFAIRS COMMITTEE MEETING
When: Wednesday, **April 18**, 7:30 am
Where: **Maria Empanada**, 1298 S. Broadway, Denver
RSVP: **SUE BORGOS** at sborgos@ots-denver.com
Speaker: TBD

WHAT: MEMBER SUPPORT COMMITTEE MEETING
When: Wednesday, **April 18**, 11:00 am – 12:30 pm
Where: **Café France**, 8081 E Orchard Rd. Greenwood Village
RSVP: **LAUREN HULSE** at lauren@hulselawfirm.com

WHAT: COFFEE CONNECTIONS—SOUTH
When: Friday, **April 20**, 8:30 am – 10:00 am
Where: **Mangia Bevi Café**, 6363 S Fiddlers Green Cir, Greenwood Village
RSVP: **MOLLIE SAVAGE** at mollie.savage@gcgfinancial.com

Anniversaries

The APW wishes to **recognize** and **thank** the following women who joined The Alliance of Professional Women in March or April. We greatly appreciate your continued support of our organization.

19 years
PATRICIA FOLEY HINNEN . . .Capital Sisters International

3 years
WILLY WILSONLife Unstill Photography

10 years
LEE WEISBARDLee Weisbard DDS

2 years
HEIDI ELKINSGotcha Covered

5 years
BRENDA MAHONEYCabi-Independent Consultant
LYNNE AMERSONChasefield Capital

1 year
AMANDA JAMISONLPMG Holdings
ERIN KAVANEYUsaj Realty

4 years
MICHELLE KUKu Interior Design
MELISSA RICHARDSLIV Sotheby's International Realty
JILL KLANCKEKlancke & Cook, Attorneys at Law

27 Simple Ways to Improve Heart Health

by APW Member Leigh Miller

February is Heart Health Month, but really EVERY month is a good month to be taking care of the heart and rest of our body! But why, you might ask, is February officially dubbed Heart Health month? Well, cardio vascular disease is the most common cause of death around the world and the figure is expected to increase to a whopping 23 million deaths by 2030. But the good news is that lifestyle choices CAN help keep not only your heart healthy, but all organs. (I'm sure you already know that not smoking; exercising daily; and eating a diet rich in fruits, veggies, and whole grains are some of the best defenses to protect yourself from heart disease), but there are other strategies that can improve your health all year long.

1. Get more sleep. Poor sleep can increase the risk of heart disease and contribute to many other undesirable conditions, such as diabetes.
2. Schedule a walking meeting. It's said that sitting for long periods is the new smoking. Instead of meeting over coffee, go for a walk, or block out 20 - 30 minutes a day for a walk. Your dog will love you for it!
3. Floss daily. Did you know that oral health is an indicator of heart health? Brushing at least twice a day is important.
4. Schedule your time to make more meals at home. Ideally you will use more whole foods when you are cooking and will watch your sodium intake.
5. Spice it up. Some salt free seasonings include: allspice, basil, cinnamon, curry, dill, garlic, ginger lemon and lime juice, parsley, and the super star, turmeric.
6. Look for foods fortified with sterols and stanols, which are found naturally in plant-based foods and can help lower bad cholesterol.
7. Snack attack? Berries and raw nuts are a better alternative than chips and cookies. Even one serving of blueberries a week can help maintain heart health, and tree nuts are loaded with magnesium which is a good fit for heart healthy diets.
8. Try the 4-7-8 breathing technique. Breathe in for a count of 4, hold for a count of 7, then slowly breathe out for a count of 8. This helps reduce stress, which isn't good for heart health...or mental health.
9. Avoid fast food, which can increase dying from heart disease by 20%.
10. Give aroma therapy a try. Lavender and bergamot have been shown to increase relaxation and lower blood pressure, and they smell good too.
11. Listen to classical music; it can lower blood pressure.
12. Sip on hibiscus tea, also known to lower blood pressure.
13. Eat more healthy fats, a great opportunity to try that trendy avocado on toast.
14. Have salmon for dinner, but make sure its WILD—which has fewer calories than farmed and a better ratio of omega 3 and omega 6.
15. Wear a pedometer. Challenge yourself to reach 10,000 steps a day. My favorite app is called "Charity Miles." It's free and the miles you do from a variety of exercises get credited toward the charity of your choice.
16. Cook with garlic, which may reduce blood pressure and hardening of the arteries.
17. Add chia and/or flax seeds to your smoothies or salads because they contain healthy fats that can reduce disease causing inflammation.
18. Drink green tea which, like its hibiscus tea cousin, can help decrease cholesterol levels in blood.
19. Go outside. There is a synergistic link between "sunshine" Vitamin D levels in reducing heart disease and stroke. Researchers found that the two together did more than either factor working alone.
20. Add yoga to your routine. Heart disease patients who practice yoga in addition to aerobic exercise saw benefits in body mass index, and a reduction in blood pressure and cholesterol levels. Yoga is great for reducing stress, too.
21. LOL. Yes, laughter is great for your heart and your mood.
22. Eat AT LEAST 8 servings of fruits and veggies DAILY. Studies show that cardiovascular disease was reduced by 25% compared to those who eat fewer servings.
23. Pop some peppers. Jalapeños, habaneros, and other spicy chili peppers help lower bad cholesterol without tampering with good cholesterol.
24. Bake or broil fish; you get more of the heart-healthy omega 3 fatty acids than if you fry fish.
25. Please, Please, Please don't drink diet soft drinks. Artificial sweeteners are associated with a stunning array of health problems.
26. Add barley to your soup or salad. It's high in fiber and protein and can reduce bad cholesterol.
27. Eat chocolate. A square or two of, ideally high quality dark chocolate, has health benefits.

Please be encouraged that with just a few, changes, tweaks, and additions you can make a huge impact on your health and wellness; I'd be delighted to partner with you to encourage you along the way.



LEIGH MILLER is a **Juice Plus+** representative who speaks about the critical importance of "prevention rather than cure" through whole food nutrition and lifestyle. Visit her at www.miller.JuicePlus.com.

New Members

LORI ASBY – BTI Aqua-Solutions, LLC,
loria@btiaquasolutions.com

BETH BERG – Owner, Artemis Interior,
beth@artemisinterior.com

TOBI BRENNER – Mental Health Therapist | Advocate | Career
Counselor, EmpowHer Counseling,
tobi@empowhercounseling.com

ANNA BURRIESCI – Senior Sponsoring Advisor, H2O at Home,
biandan4@yahoo.com

PRISCILLA LINSLEY – President, KLA Associates,
pmlinsleyden@gmail.com

REBECCA MACLEAN – Breakthrough Coach, MacLean Life
Coaching, rebecca@macleanlifecoaching.com

MELINDA NOLEN – Wipfli/Bauerle,
mnolen@bauerlesolutions.com

MANNETTE RUESTMAN – Speaker, Author and Personal Life
coach, Mannette Morgan Life Services,
mannetteruestman@gmail.com

LAURA SAYE – Licensed Marriage Family Therapist, Laura
Saye, LMFT llc, laurasaye@outlook.com

MATINA SOUTSOS – Ridgemoor Realty, snyfam@aol.com

KELLY J. WALLACE – Fitness Logic,
kw.thefitnesslogic@gmail.com

DIANNE WILLIAMS – Fashion/Image Consultant, Essential
Bodywear, coloradobradiva@gmail.com

New Member Profiles

We asked our new members to tell us a little bit about themselves, and here's what we found out:

LORI ASBY – BTI Aqua-Solutions, LLC,
loria@btiaquasolutions.com

1. Why did you join the Alliance of Professional Women? Tracie Romero called on our new business and told me about the APW. I am new to Colorado, moved here last April, and am looking forward to meeting many wonderful women through this organization.

2. What are your hobbies? I enjoy hiking, a little biking, and have actually skied a couple of times this year. I really enjoy traveling, and also enjoy a glass of wine, vodka, and some appetizers with fun groups, preferably outside on the patio when available!

3. What is your position/business? My current role is the controller for our new business. My husband and I have gone into business with friends of ours. Our husbands handle the sales side of the business, and I do the accounting and various business functions—including some marketing. I'm also looking at helping other small businesses on the side to see if they need someone to help them through QB's remotely.

4. What is something that few people know about you? Hmm, I'm an open book! I love listening to and dancing to bands/concerts, enjoy Rock n' Roll, Country, Pop, and Christian Rock. I even attended Country Jam a few years back in Colorado.

SHANNON BENNETT – Office Manager, Crowe Horwath,
shannon.bennett@crowehorwath.com

1. Why did you join the Alliance of Professional Women? To network with other professional women, create friendships, and make a difference.

2. What are your hobbies? Running, reading, gardening, entertaining, and spending time with my family.

3. What is your position/business? Office Manager for the Denver office of Crowe Horwath, LLP, a national accounting firm.

4. What is something that few people know about you? I like to color in coloring books.

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New Member Profiles

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BETH BERG – Owner, Artemis Interior, beth@artemisinterior.com

1. Why did you join the Alliance of Professional Women? I joined the APW after my friend Michelle Ku invited me, she has a knack for finding terrific groups to participate in and this was no exception. I think she was smart to invite me on the day the committees were having their signup day, it's impressive to see what an impact this organization has on philanthropic pursuits and making an impact on the world.
2. What are your hobbies? I have a ridiculous amount of hobbies. I should distill them down. I own a senior Paso Fino mare that I ride all over the place. We go high in mountains in the summer, especially camping in my horse trailer. I am an artist and love to make things. My latest projects are learning to do videos so I can showcase the DIY projects, art, and crafting (upholstery is another latest craze) to show off to the world.
3. What is your position/business? I own Artemis Interior, we do home staging and a little bit of decorating. Our team is made up of artists and creatives. We love making homes look special, with their own voice and personality. Home staging is more than making a property look beautiful, we imagine who the buyer will be, we take into consideration the district the home is in and who it will appeal to, we want the home to be as successful in quick sale and loads of super offers as possible.
4. What is something that few people know about you? What few people know about me is that I am a Denver native, but when I was 2 we moved to Stavanger, Norway, where we lived for 5 years. My father's office was in a building that was right on the water of a deep bay, where massive, ocean-going vessels passed his window. Our little house was next to a park, where we could pick gooseberries right off the bush every summer. Abba was HUGE (still is, in my heart)!

ANNA BURRIESCI – Senior Sponsoring Advisor, H2O at Home, biandan4@yahoo.com

1. Why did you join the Alliance of Professional Women? I joined APW to meet women and network. I hope to gain meaningful relationships with amazing women!
2. What are your hobbies? I love to cook, I am first generation Italian. I also love to garden.
3. What is your position/business? My business is H2O at Home, an all-natural cleaning and personal care product line from France. I have been a registered nurse for about 14 yrs. My daughter is special needs and through the process of healing her brain I've learned so much about diet and our environment. My goal is to educate moms and women about safe alternatives and how easy they can be.
4. What is something that few people know about you? Few people know that I was on the corner of World Trade when the buildings came down, I was working as a NYC Paramedic and had responded that morning to help victims.

NANCY GAINES – CEO/Founder, Gain Advantages Inc. (Business Coaching/Consulting), Nancy@NancyGaines.com

1. Why did you join the Alliance of Professional Women? I love that the APW has a philanthropic and business focus. As business owners, I feel we have an obligation to support our community and give back. When we can build our companies and volunteer at the same time, that's amazing.
2. What are your hobbies? I love to be active and outside. Hiking, skiing, and camping are my favorite ways to enjoy Colorado.
3. What is your position/business? My passion is helping business owners shortcut the path to success. As CEO/Founder of Gain Advantages, I coach/advise/consult business owners on how to add structure and systems to their companies so they enjoy more flow in their day. I specialize in resolving growing pains when your business starts to really take off.

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New Member Profiles

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4. What is something that few people know about you? I was stranded in the French-speaking part of Montreal for a week due to 911. I had no English communication with anyone and had to watch CNN to keep on top of the 911 event updates. It was 5 days before I was allowed on a plane back to the US.

CAROLINE HANZLIK – Financial Advisor, Wells Fargo Advisors, Caroline.hanzlik@wellsfargoadvisors.com

1. Why did you join the Alliance of Professional Women? To grow my professional network of successful, intelligent, and like-minded women in the Denver community.
2. What are your hobbies? My hobbies include reading, running, traveling to see family & friends, all things health and nutrition, and hiking/exploring the beautiful Colorado Rockies.
3. What is your position/business? My team and I work with a select group of individuals, families, and small businesses to help them build, manage, protect, and transition their wealth. Wealth includes all aspects of investing, in addition to banking, credit, and lending and liability management. We address risk management with insurance and other asset protection strategies. We help our clients leave their legacies through our trust and estate services. I have a passion for helping educate and bringing awareness of the investment planning process to the often underserved female community in the Denver area.
4. What is something that few people know about you? My favorite place to be in the whole world is a beautiful, quaint seaside town called Rosemary Beach, Florida. I grew up vacationing there. Not many Coloradans know about this spot, but I definitely recommend looking it up!

PRISCILLA LINSLEY – President, KLA Associates, pmlinsleyden@gmail.com

1. Why did you join the Alliance of Professional Women?
I joined APW because of the great networking opportunities and good energy.
2. What are your hobbies? My hobbies are playing bridge (social, duplicate, and online) and service travel to places like Nicaragua, Vietnam, and Palestine.
3. What is your position/business? I have a sole proprietorship consulting with non-profit organizations, specializing in grant writing.
4. What is something that few people know about you? I can have a really nasty mouth - actually everyone knows that.

REBECCA MACLEAN – Breakthrough Coach, MacLean Life Coaching, rebecca@macleanlifecoaching.com

1. Why did you join the Alliance of Professional Women? I love connecting with women who focus their businesses simultaneously on wellness, outreach, and connection. This group seems like a perfect fit.
2. What are your hobbies? I love to travel! I'm planning a safari for this fall.
3. What is your position/business? I own MacLean Life Coaching where I help people overcome lifelong blocks and limiting beliefs to help them have the life they desire.
4. What is something that few people know about you? I used to be a sign language interpreter and I'm the inventor of the True Easy Syringe.

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New Member Profiles

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DIANNE PRIMAVERA – Chief Executive Officer, Susan G. Komen Colorado, dprimavera@komencolorado.org

1. Why did you join the Alliance of Professional Women? I attended a luncheon as an invitee by Ann Wolta Blackstone and realized that it was an accomplished group of women. Since my not for profit's focus is on women's health, specifically breast health, I thought it would be beneficial to network with these women.
2. What are your hobbies? I love to dance Ballroom, Latin, and Country. I also like to travel, cook, exercise, and spend time with my daughters and unruly dogs.
3. What is your position/business? I am the CEO at Susan G Komen Colorado. Komen Colorado is working to better the lives of those facing breast cancer in our community. Through events like the Komen Race for the Cure®, Komen Colorado has invested \$41 million in community breast health programs in 22 Colorado counties: Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Eagle, Garfield, Gilpin, Jefferson, Larimer, Logan, Morgan, Park, Phillips, Pitkin, Sedgwick, Summit, Washington, Weld, and Yuma. Seventy five percent of net proceeds generated by the Affiliate stays in Colorado to provide screening and diagnostic mammography, other diagnostics and treatment for those women and men who are uninsured or underinsured. The remaining funds support national breast cancer research.
4. What is something that few people know about you? Few people know that my only claim to fame is that I went to college with Bill Murray, Comedian and Actor.

MANNETTE RUESTMAN – Speaker, Author and Personal Life coach, Mannette Morgan Life Services, manneruestman@gmail.com

1. Why did you join the Alliance of Professional Women? I want to get involved with your outreach program, as it falls in line with my desire to help others.
2. What are your hobbies? I practice yoga and meditation, and enjoy hiking and the outdoors.
3. What is your position/business? I am a speaker, author, and personal life coach. I specialize in working with others who have survived abuse. My intention is to create a movement that helps other survivors heal after abuse while teaching them how to break the cycle of abuse.
4. What is something that few people know about you? I am a personal survivor of sexual abuse and I love to empower others so they can discover their true potential.

DIANNE WILLIAMS – Fashion/Image Consultant, Essential Bodywear, coloradobradiva@gmail.com

1. Why did you join the Alliance of Professional Women? I belong to a few networking groups, but this group really spoke to me. I love all the women I've met so far and I love that this organization is philanthropic and has volunteer opportunities within the community. I am looking forward to building professional and personal relationships with everyone!
2. What are your hobbies? I spend most of my free time with my active boys, ages 9 and 12. I am a soccer mom. My husband and I like visiting the local breweries because there are so many opening everywhere. When I am free from my family, I love spending time with my girlfriends playing bunco, going to movies, shopping, and drinking wine.
3. What is your position/business? I am an Independent Consultant with Essential Bodywear. I also refer to myself as "The Bra Lady." A lot of people will forget my name, but they never forget that I'm The Bra Lady. I have a unique business, I have the bra store that comes to your door. 85% of women are wearing the wrong size bra. By wearing the correct sized bra, women have more self-confidence, their posture improves, and they look like they've lost about 10 pounds. I would love to set an appointment for a free fitting!
4. What is something that few people know about you? My family and I are originally from the Bay Area in California. We uprooted our young family for my husband's job with Lockheed Martin, moved to New Jersey and lived there for 2.5 years. However, after living in New Jersey for six months, his job announced that they were closing his office and moving to the Denver area. My husband is still with Lockheed and we've lived in Colorado since 2015. Since we're Californians at heart, my husband and I can't drive in the snow, can't walk in the snow, hate shoveling it, and we're Oakland Raiders fans. We get so much grief from Broncos fans! Other than that, we are so happy to be in Colorado raising our boys.

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APW Thanks!

January Networking Luncheon

We met in January at **Chinook Tavern** and enjoyed having a private room all to ourselves. The staff took great care of us and we all had a wonderful lunch. Our luncheon hosts were Networking Committee Members **KELLE GRAHAM** of **Rocky Mountain Jewelers** (kelle@rockymountainjewelers.com) and **MICHELLE KU** of **Ku Interior Design** (michelle@kuInteriorDesign.com). Both ladies did a great job of coordinating and running the event.

Our guest speaker was **VIRGINIA PHILLIPS** from the **Academy of Entrepreneurial Excellence**. Virginia told us her very personal and very painful story. She shared with us her journey from illness to recovery, from tragedy to success. She showed us how each event in our lives affects us in both positive and negative ways, but what you do with the lessons you learn is what carries you forward and shapes you into your future self.

We also thank our door prize donors: **VIRGINIA** donated her book *Yes You Can!*; **Lauren Kaplan** donated Rodan + Fields Bright Eye Complex; **Chinook Tavern** donated a \$25 Gift Card; and the **Special Events Committee** donated a bottle of wine.

February Networking Luncheon

This year we held our **Committee Fair and Networking Luncheon** at **The Curtis Ballroom, Comedy Works South**. We had an excellent turnout and lots of committee interest from our members; the space was absolutely ideal for the event. **Thanks to all of the dedicated members** who worked the committee fair tables, helping other members learn more about the APW and the Alliance Foundation, and how they can get involved.

Our luncheon hosts were our Networking Committee Members **PAM FOLEY** of **Pamela Foley, LLC** (pam@renewandredo.com) and **ALLYN BADER BARCLAY** of **Discover You and Arrow Performance Group** (abbarclay01@gmail.com).

Thanks also to our door prize donors: **MELISSA RICHARDS** of **LIV Sotheby's International Realty** donated a bottle of wine; **Comedy Works** donated Free Passes to a Comedy Show; **RENE DiBENEDETTI** of **Rene's Maison des Fleurs** donated a flower arrangement; and the **Networking Committee** donated a \$25 Gift Card to Whole Foods.

We thank **LESLIE GARSKE** of **Divorce Resource Centre of Colorado** (Leslie@DRCofColorado.com) for her sponsorship and presentation. Leslie talked to us about how passionate she is to have concentrated her practice on solutions for women who have gone through a divorce and find themselves needing an array of different services to fit their changed life. Leslie's work at the Divorce Resource Centre of Colorado has allowed her to help a group of people who need it most.

Member News

KRYSTAL THOMPSON, and her unnamed partners, have started a lifestyle blog called **The Urban Gossip**. It was started because "we felt that there was a need for a place to find all of the awesomeness that Denver has to offer, but with a twist." They interview local businesses and push out the interview style blog on social platforms as well as on their site. Additionally, they share local information written by the popular 5280 Magazine, Westword, and more. Visit them at www.theurbangossip.com.

AMY LANE of **Home Care Assistance of Centennial** has announced that their company **received the 2018 Best of Home Care® Leader in Excellence Award**. The Leader in Excellence Award is the highest recognition awarded by Home Care Pulse and is given to select home care businesses that consistently rank among the very highest in 10 or more quality metrics. Home Care

Member News

Continued from page 19

Assistance of Centennial was recognized for the second consecutive year as one of the top home care agencies in the country based on client satisfaction. “We are very pleased to be recognized as a quality leader in home care,” said **PETE LANE**, Owner of Home Care Assistance of Centennial. “Our services and compassionate caregivers truly differentiates us from other providers in the senior home care space.” Visit them at www.CentennialHomeCareAssistance.com.

Bauerle and Company, an APW Corporate Member, announced that it has joined **Wipfli**, one of the top 20 accounting and consulting firms in the United States. In Wipfli’s Colorado markets, the combined firm will do business as **Wipfli/Bauerle**. As part of this combination, more than 80 Bauerle and Company professionals have joined more than 1,900 professionals at Wipfli. “Both Wipfli and Bauerle and Company are long-time service providers with similar cultures and a shared dedication to the success of our clients and our employees,” said **TOM DOSEN**, managing partner of Bauerle and Company. “This combination with Wipfli, a top 20 CPA firm, and our joint capabilities will allow our firm to better serve the growing needs and future growth opportunities of our small and mid-sized clients.” Visit them at their new website www.wipfli.com.

In other news, APW Member **JAYNE SANDERS** has **achieved the highest certification** possible in the **Scientific Hand Analysis** world; she is now a Master Scientific Hand Analyst & Teacher! The total number of people around the world at this level of certification is unknown but certainly fewer than 100. Jayne is a Purpose Coach, Speaker, and now a Master Scientific Hand Analyst. Visit her at www.PurposeWisdom.com to find out more.

Expertise LLC uses a proprietary research and selection process to **identify the top service professionals** in over 100 business categories across 1000 cities. They looked at 155 financial advisors serving Denver and picked the top 18. APW Member **KRISTI SULLIVAN**’s firm, **Sullivan Financial Planning, LLC**, was named **one of the top 18** in Denver, and we congratulate her on her inclusion in such an elite group. Visit her at www.sullivanfinancialplanning.com.

PAM FOLEY officially launched her Latebloomer-focused, **Life Transition Strategist business**. She helps women who have been through divorce and entrepreneurs discover the quickest and fullest way to bloom into their next, best lives. She uses her vast experience as a serial entrepreneur, divorce attorney, realtor, and latebloomer to help the people that work with her. Her book, *The Latebloomers Guide to Getting It Together*, is expected out late this summer. Check out her programs at www.pamelafoley.com.

Extra, Extra, Read All About It

Are you an APW member whose business been recognized with a prestigious award? Have you been made partner? Have you started a new business or aspect of your business?

We want to hear about APW Member milestones and accomplishments. Contact **KERRY HAMMOND** at execdir@apwcolorado.org with the news so she can feature it in an upcoming newsletter in our Member News section.



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We continue to **thank Herrada Printing**, our 2017-2018 APW **print sponsor**. Our very own APW member **MARIA HAMMERBECK** and her husband, **MARK HAMMERBECK**, continue to be dedicated to providing high quality products and services so that your companies and organizations achieve the best impression with your customers. Herrada provides the APW with those printed copies of The Communicque newsletter that are available at networking luncheons.

Thanks Herrada!

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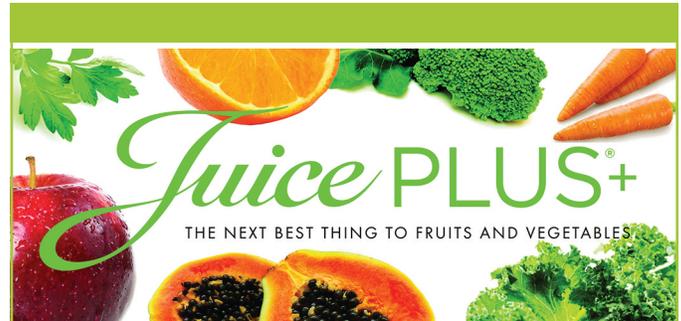
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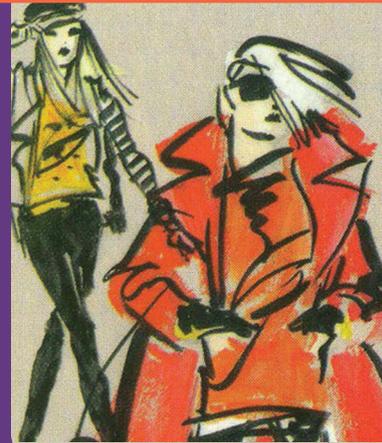
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