



COMMUNIQUE

What's Inside

Helping Women + Changing Lives Luncheon	1-2
Mark Your Calendars	1
The Ladies Behind the Scenes for the 2016-2017 Term	2
November Networking Luncheon	3
Why Chose Weisbard Dental for Your Dental Health Needs?	4
December Networking Luncheon – Pre-Registration for Members Only	5
Two Special APW Outreach Events	5
Quarterly Book Club	6
Public Affairs Meetings	6
Want to get more Involved in the APW? ..	7
Treat Yourself to a Little Something Special This Year	8
Coffee Connections	8
Networking Luncheon Sponsor – SIGN UP NOW!	9
Member News and Thanks	9
Ideal Business Gifts Arrive All Year Long	10
NEWS AND INFORMATION: Alliance Networking Events, Member News and Information	11-14
Business Source	15-18
Calendar	19



THE ALLIANCE OF PROFESSIONAL WOMEN

Executive Director

Kerry Hammond 303-368-4747
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Website: www.apwcolorado.org
P.O. Box 480384, Denver CO 80248

Connecting Women Personally, Professionally and Philanthropically

Helping Women + Changing Lives Luncheon

Thank You!



Our **5th annual Helping Women + Changing Lives Luncheon** was held on September 8, 2016. A **BIG THANK YOU** to all who attended and helped to make this year's luncheon a huge success.

We are proud to report that we **raised \$40,000** to help fund our three causes (those much loved and talked about buckets): Local Scholarships, Micro-lending in developing nations, and Community Outreach. Without all of your generous donations, we would not be able to continue to fund these important initiatives.

Our guest speaker was **AMELIA EARTHART** of **9News** who told us about her around-the-world flight and provided a slideshow of photos from this amazing trip.

A **special THANKS** goes out to **KRISTI SULLIVAN** and **LEE LIPNISKIS** for coordinating the table captains, those ladies responsible for bringing in our 450+ attendees. **Thank you to all table captains** who recruited friends, family, and colleagues to attend the luncheon and learn about the Alliance Foundation and the APW.

KRISTI SULLIVAN was also our Emcee for the luncheon and did a wonderful job of making us laugh and introducing our speakers. She took things up a notch this year with an entertaining skit to offer our guests a visual of the three causes we support.

Thanks to all our volunteers who donated their time to help pull this amazing event together! We couldn't have done it without you.

Our Helping Women + Changing Lives Luncheon would not exist without the generous support of our sponsors prior to the event. Their sponsorship dollars paid for the facility, catering, audio visual company, and other expenses necessary to put on this amazing event.

Continued on Page 2

Mark Your Calendars...

It's never too early to **pencil in a date**, and we look forward to seeing you at our **6th Annual Helping Women + Changing Lives event**, which will be held on Thursday, **September 14, 2017**.

If you have any interest in helping with event planning or fundraising, please contact **KERRY HAMMOND**, Executive Director, at alliancefoundation1@gmail.com. We love to recruit APW members who want to be involved.

Thanks again, for all your support!

Communiqué Committee

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

Communiqué Sponsors

Sandy Smith/Alexander Smith Design
www.alexandersmithdesign.net

**DENVER ARTS WEEK**

November 4-12

WHERE: Various galleries,
museums and theaters
throughout Denver

BEETHOVEN AND BREWS

for more information go to
coloradosymphony.org

Imbibe knows a thing or two
about setting up unique
imbibing events, who knew?
This year, they've partnered
with the Colorado Symphony to
give you Beethoven and Brews.
Sample delicious beer from
Renegade as you listen to
classy tunes.

12 BARRRKS OF CHRISTMAS

December 10

Round up 10 of your closest
pals and get Downtown for the
12 Barrrrks of Christmas hosted
by PawsCo, a non-profit animal
organization Bob Barker would
bid on. You'll hit up 12 different
drinkerries with scavenger hunts,
t-shirts, and some sweet prizes.
A portion of the profits will go
to benefitting your furry friends.

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.

The Alliance is a member of and proudly
supports: Colorado Women's Lobby, and
The International Alliance for Women

Helping Women + Changing Lives Luncheon

Continued from Page 1

Thank You to Our Generous Sponsors**Changing Lives Deloitte, Eide Bailly, and Essence Laser & Wellness****Creating Hope**

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Fairway Independent Lending
Kerry Hammond
Hulse Law Firm, PC
J. Sequeira Agency

Leigh Miller
MountainStorm Insurance
Payroll & Benefit Solutions
Real Living CO Properties

In-Kind Donations: Alexander Smith Design, Footers Catering, Gateaux Bakery, Integral Design Group, JSAV Audio Visual, Brenda Mahoney, and Purple Point Photography.

**The Ladies Behind the Scenes
for the 2016-2017 Term...APW Board of Directors****SHEILA DREW**

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Board of Directors

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Board of Directors

GINNY TAYLOR (A Better View Décor)

Board of Directors

November Networking Luncheon

Join us for our November Networking Luncheon on **November 10, 2016**, as we return to the Curtis Ballroom at The Landmark, Comedy Works South.

5345 Landmark Place, Denver 80111

Our November Luncheon will have our **first ever Holiday Marketplace**. Both member and non-member vendors will have tables set up to give you a jump start on your holiday shopping. We will start early: vendor tables will be open from 11:00am-12:00pm and again from 1:00pm-1:30pm.



Our Marketplace Vendors have donated several exciting door prizes:

- **Weisbard Dental** donated an Oral B electric toothbrush
- **Arbonne International** donated Pampermint® Foot Care Duo & Socks
- **Juice Plus** donated a shaker bottle with Complete bars and sample smoothie mix
- **Thirty-One Gifts** donated Littles Carry-All Santa Caddy
- **LulaRoe** donated a pair of leggings.
- **Essence Laser & Wellness** donated a certificate for a free Microdermafacial

Our November Luncheon
Sponsor is **LEE WEISBARD DDS**
www.weisbarddental.com.

You can't win one of these great door prizes unless you attend the luncheon, so join us on November 10th.

Our Marketplace Vendors and what they will be offering:

- **Arbonne International**: Skincare products for face and body as well as nutrition and fitness products
- **Essence Laser & Wellness**: Medical spa services and skin care products
- **Juice Plus**: Nutrition products
- **Ku Interior Design**: Interior redesign services
- **LPGA Teaching Professional**: Golf lessons
- **LuLaRoe**: Boutique Clothing
- **Rocky Mountain Jewelers**: Jewelry
- **Rodan + Fields**: Skincare products
- **Thirty-One Gifts**: Trendy totes, purses and more
- **Family Law & Counseling Resources**,
Divorce resources from:
 - **AXA Advisors, LLC**
 - **Hulse Law Firm**
 - **Willoughby & Associates**
 - **The Counseling Center of Cherry Creek**
 - **3i Law**
- **Weisbard Dental**: Dental Services

Our Lunch Menu:

CHOICE OF ONE OF THE FOLLOWING:

- Lemon Chicken - served with parmesan risotto and grilled asparagus OR
 - Salmon with Citrus Beurre Blanc - served with parmesan risotto and grilled asparagus OR
 - Roasted Pumpkin Salad - diced pumpkin, kale, red quinoa, candied pecans, blue cheese crumbles and spiced lemon vinaigrette
- Dessert: Mini Ghirardelli Chocolate Brownies - Served family style on every table

Our events are open to guests! In fact, we allow a guest to join us for up to three events; after that, we ask you to join our membership to continue.

CLICK HERE
to Register NOW

Cost: \$35 members; \$45 non-members

Registration closes at 5:00pm, **Monday, November 7**. Late registrations, if space is available, will be charged an additional \$5 fee. No walk-ins will be allowed.

PLEASE NOTE: We are now **holding Quarterly Orientations** for new and prospective members. **Our next orientation will be January 12, 2017**. Our Executive Director, **KERRY HAMMOND**, is available at any time to offer information and resources to new and prospective members. Contact her at execdir@apwcolorado.org or 303-368-4747

[\[Back to What's Inside\]](#)

Leadership**EXECUTIVE COMMITTEE**

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Kelle Graham, At Large
Rocky Mountain Jewelers
Cari Harris, At Large
Etcetera
Lauren Kaplan, At Large
Rodan + Fields
Dana Lynch, At Large
Elements of Image
Leigh Miller, At Large
Juice Plus +
Melissa Richards, At Large
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Tracie Romero, At Large
Design Health Concierge
Julie Sequeira, At Large
J. Sequeira Agency
Kelly Snodgrass, At Large
Willoughby & Associates
Ginny Taylor, At Large
A Better View Décor

EMERITUS BOARD MEMBERS

Emilie Ailts, Melinda Harper,
and Charlene Wilson

Why Chose Weisbard Dental for Your Dental Health Needs?

By APW Member **LEE WEISBARD, DDS**

At **Weisbard Dental**, my team and I are passionate about providing the best in customer service and dental care. When I opened our new state of the art facility three years ago, my goal was 1) to provide a unique gallery type environment which would be calming and pleasant with the latest in patient comfort and sterilization, and 2) to be an educational resource providing health information and options for each individual's needs. I take the time to get to know each patient's dental and medical background and listen to their needs and wants. I believe building relationships builds trust and confidence.

After talking through records, together we build a plan for a lifetime of health and beautiful smiles. Known best for our cosmetic dentistry, we receive equal accolades for our preventative and restorative services.

We love providing life changing dentistry by replacing lost or missing teeth with dental implants, giving renewed ability to chew and improved self-confidence. From a single missing tooth to a full mouth, we can now give our patients the function and esthetics previously absent. Many people who experience severe tooth wear with a loss of facial structure can now improve their appearances with dental crowns and veneers. Sometimes called a dental facelift, we can improve your smile and give you a more youthful appearance. I am passionate about the transformations we have been able to accomplish.

We understand overall health is greatly affected by dental and oral health, which is why we perform oral cancer screenings and soft tissue examinations on a regular basis. We know there is a direct correlation between inflammation in the mouth and inflammatory disease in the body, such as heart disease, stroke, diabetes and autoimmune diseases. We monitor your periodontal health at every cleaning and check your blood pressure.

Treating each individual with respect and genuine care and concern, we take the assembly line out of dental healthcare. My skilled team assists in insurance matters and scheduling and together our goal is to pamper and care for you...changing your dental experience.

Please call with any questions and let us know how we can help you!



LEE WEISBARD D.D.S.
Excellence in Dentistry

LEE WEISBARD, DDS

Weisbard Dental

5460 S. Quebec St. Suite 390
Greenwood Village, CO 80111

www.weisbarddental.com

303-773-3373

December Networking Luncheon –Pre-Registration for Members Only

Save the Date: Thursday, December 8, 2016, to join this festive event. Our special two-hour luncheon will take place from 11:00am–1:00pm. Members will receive a registration invitation in the next few weeks.

It's that time of year again. As the holidays arrive, we will be returning to the beautiful, **Brown Palace Hotel & Spa** for our **annual Holiday Networking Luncheon**. Members, look for a registration link to be sent directly to you. We have room for 100 attendees in the private, Club Room of the main hotel. In years past, we have filled up early, so **register soon**.



You must be a member to pre-register for this luncheon and registration will only be open to non-members if space is available. If you haven't renewed your APW membership, contact **KERRY HAMMOND** immediately, execdir@apwcolorado.org or 303 368-4747.

Two Special APW Outreach Events

Volunteer with the Outreach Committee

Girls on the Run: November 6, 2016 (www.girlsontherunrockies.org)

We are looking for volunteers to be running buddies for the members of Girls on the Run, a youth development program for girls in 3rd-8th grade. You will need to complete a brief application and sign up for the race as a participant. Please remember that you do not need to be a good runner to assist as a running buddy. Some of the groups will be for walking and jogging/walking. You really just need to be motivational for the girls. The race starts at 10:00am. Running buddies should plan to arrive at 9:30 am.

Here are the steps to sign-up:

1. Click on URL: <https://www.raceplanner.com/register/index/SZO1851ANMRYW1D> to complete a short application so a background check can be completed. Per the volunteer coordinator, all applications are accepted unless she emails the applicant with any concerns from the background check. It is mainly to have you registered as a volunteer in their database since this race is put on by a third party.
2. Click on URL: www.thegreatcandyrun.com to register for the race. Please use the code GOTRFAMILIES for a \$5 discount. Total cost \$39.02.
3. Please email your race registration receipt to anna.sammons@girlsontherun.org and gmiller@bauerlesolutions.com.
4. Please watch your email close to the race date for more details and contact **GINA MILLER** if you need more information (gmiller@bauerlesolutions.com).

The APW Outreach Holiday Happenings

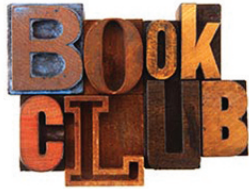
Adopt-A-Family for Arapahoe House. Once again, the Outreach Committee is excited to continue our tradition of adopting families through the Adopt-A-Family program at Arapahoe House. Over the past 40 years, Arapahoe House has been a champion for families and individuals with alcohol, drug, and other behavioral health issues.

Arapahoe House provides the Outreach Committee with wish lists for the individuals we are adopting, and APW volunteers shop for the gifts, spending \$50 per individual. The volunteer shoppers will be reimbursed from Outreach Committee funds. We are looking for 28 volunteer shoppers.

Adopt-A-Cottage at Excelsior. The Outreach Committee is happy to be adopting a cottage at Excelsior for the holiday season. Excelsior is an organization committed to providing family-focused treatment to both girls and boys by offering a wide range of behavioral healthcare services designed to strengthen families and most importantly, keep them together. We will get a wish list and provide gifts for each girl in the cottage, spending \$50 per girl (you will be reimbursed for the money you spend). We need 20 volunteers.

APW MEMBERS: please volunteer for either event by **November 15** by emailing **CARI HARRIS** at timirac4@gmail.com. Please include your name, email and phone number. You can drop off the gifts or attend our fun gift wrapping party in December.

[\[Back to What's Inside\]](#)

QUARTERLY
BUSINESS*A Members-Only Event***WHEN:** Monday, **November 28**, 2016, 7:00pm-8:30pm**WHERE:** Private home of **KRISTI SULLIVAN**, 783 S. Downing St. Denver CO 80209**RSVP:** Kristi@sullivanfinancialplanning.com. **Please RSVP so we know you are coming.**
You don't need to bring a thing, but a bottle of wine to share is always appreciated.

Join us in a relaxed and friendly atmosphere where we gather with a desire to share our views of the current read and how it applies to us and/or, our businesses.

Our November Book: *Twain's End* by LYNN CULLEN

From the bestselling and highly acclaimed author of the "page-turning tale" (Library Journal, starred review) Mrs. Poe comes a fictionalized imagining of the personal life of America's most iconic writer: Mark Twain.

In March of 1909, Mark Twain cheerfully blessed the wedding of his private secretary, Isabel V. Lyon, and his business manager, Ralph Ashcroft. One month later, he fired both. He proceeded to write a ferocious 429-page rant about the pair, calling Isabel "a liar, a forger, a thief, a hypocrite, a drunkard, a sneak, a humbug, a traitor, a conspirator, a filthy-minded and salacious slut pinning for seduction." Twain and his daughter, Clara Clemens, then slandered Isabel in the newspapers, erasing her nearly seven years of devoted service to their family. How did Lyon go from being the beloved secretary who ran Twain's life to a woman he was determined to destroy?

In Twain's End, Lynn Cullen reimagines the tangled relationships between Twain, Lyon, and Ashcroft, as well as the little-known love triangle between Helen Keller, her teacher Anne Sullivan Macy, and Anne's husband, John Macy, which comes to light during their visit to Twain's Connecticut home in 1909. Add to the party a furious Clara Clemens, smarting from her own failed love affair, and carefully kept veneers shatter.

Based on Isabel Lyon's extant diary, Twain's writings and letters, and events in Twain's boyhood that may have altered his ability to love, Twain's End explores this real-life tale of doomed love.

Public Affairs Meetings

We had a **great speaker** at our last **Public Affairs Committee meeting** on September 13. **RICH JONES** from the **Bell Policy Center** talked to us about the minimum wage and what it means to raise it. He made these points: 1) the minimum wage has not kept pace with the cost of living; 2) most minimum wage workers are adult women working full-time; 3) research shows that raising the minimum wage does not result in job loss; 4) raising the minimum wage increases worker productivity and reduces employee turnover; 5) research shows that raising the minimum wage does not result in major price increases; 6) raising the minimum wage boosts local economies; and 7) small businesses grow faster in states with a higher minimum wage.

The **next Public Affairs Committee meeting** will be held on Tuesday, **November 8**, 2016. We will have speaker **CHAER ROBERT** from the **Colorado Center on Law and Policy** (CCLP). Chaer is one of our favorite speakers, and you will not want to miss this meeting! She will speak about possible solutions to Denver's affordable housing problem and its effect on lower income Denverites during the recent growth spurt.

Our meetings are informal. We meet at Zaidy's Restaurant in Cherry Creek (First Avenue and Adams) to eat breakfast and listen to the speaker. The meetings start at 7:00am for networking, and then the speaker begins at 7:30am. The meetings last until 9:00am. We buy our own breakfast and sit at a table with the speaker. Questions for the speaker are welcome and encouraged.

Please **RSVP** to **NORA KELLY** at nvkesq@gmail.com or at 303-514-3143.

PLEASE NOTE: There will not be a meeting in December, as we take a break and enjoy the holidays.



Join One of Our Exciting Committees.

The annual committee fair will be held on **February 9, 2017**, but we encourage you to sign up at any time to join one of the committees below.

Member Support Committee

(Co-Chairs: **LAUREN KAPLAN** and **JULIE SEQUEIRA**)

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 Thursday of every other month. Contact: lauren@thekaplans.com or jsequeir@amfam.com.

Fundraising Events Committee

(Co-Chairs: **KELLY SNODGRASS** and **LEE LIPNISKIS**)

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: kelly@willoughbylaw.com or llipniskis@coredoes.com.

Networking Events Committee

(Co-Chairs: **LYNNE AMERSON** and **PAM FOLEY**)

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: lynne@chasefield.co or pam@renewandredo.com.

Outreach Committee

(Co-Chairs: **BETH JOHNSON** and **WILLY WILSON**)

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: bethany.johnson@moyewhite.com or wilson@lifeunstill.com.

Public Affairs Committee (Chair: **NORA KELLY**)

The Public Affairs Committee is dedicated to providing opportunities for members to become politically informed. The committee meets for breakfast on the second Tuesday of most months, taking summers off. Contact: nvkesq@gmail.com.

The Scholarship Committee

(Co-chairs: **ANNE MOORE** and **LORNI SHARROW**)

The Scholarship Committee's mission is to engage scholars in the activities of the Alliance of Professional Women, further advancing the power of the scholarship through personal relationships. The committee meets the fourth Thursday of every other month. Contact: avatar.anne@gmail.com or lorni.sharrow@moyewhite.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.

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Design Your Sanctuary

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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
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Treat Yourself to a Little Something Special This Year

Are you tired of writing your name each month on those horrible, supposed-to-be-sticky-but-never-are name tags? Are you jealous of those members who walk around with nicely printed, magnetic name badges? Do you hate holding up the registration line while you write your name in sharpie marker-always starting off too big so that the end of your name is scrunched and barely fits on the label? Do you think you deserve a little treat this holiday season?

Then **consider buying yourself an APW name badge.** The cost is only \$10, and you can email **KERRY HAMMOND**, execdir@apwcolorado.org, at any time to request one. Just provide a credit card number and you can join the group of happy-go-lucky, name badge wearers at an upcoming luncheon.



Join APW members or prospective APW members at upcoming Coffee Connections.

Wish you had more time with APW members? Join Coffee Connections! Grab a cup of coffee, tea or breakfast and join

other APW members and prospective members to share about your business and discuss business-related topics. These meetings are a great way to network and promote yourself. Leave when you need to, our end time is approximate. **RSVP Required!**

There are three Coffee Connections locations, choose the one that's best for you:

WHEN: FRIDAY, NOVEMBER 18, 8:30-10:00AM

Where: **Trompeau Bakery**, 2950 S. Broadway (Between Yale & Evans), Denver

RSVP: **LEIGH MILLER** millerleigh13@gmail.com or 720-635-9991

WHEN: FRIDAY, DECEMBER 16, 8:30AM-10:00AM

Where: **Espresso Café** (inside The Kitchen Table Cooking School) 6380 S. Fiddler's Green Circle, #108A, Greenwood Village, 80111

RSVP: **LAUREN KAPLAN** lauren@thekaplans.com or 303-912-2576

Special Guest Speaker: **LIZ WENDLING** will discuss "People Buy You 1st. How are you showing up in the eyes of the consumer?" **RSVP Required!**

WHEN: FRIDAY, DECEMBER 16, 8:00AM-9:30AM

Where: **Panera Bread**, The Shops at Walnut Creek, 10450 Town Center Dr., Westminster, 80021

RSVP: **CHELSEY BURNS** Chelsey@bemindfullyhealthy.com or 303-748-1526

Networking Luncheon Sponsor – SIGN UP NOW!

SHOWCASE YOUR BUSINESS! The APW has a few months available in 2017 for members to sponsor networking lunches.

They are filling up fast. A Networking Luncheon Sponsor receives the following benefits:

- **A five-to-ten-minute promotional presentation** at the sponsored APW lunch meeting. Fee includes lunch for the sponsor and a guest. Sponsor will be asked to provide a small gift for a drawing during lunch (i.e. complimentary one-hour consultation, a gift certificate to a restaurant, etc).
- **A full-page article**, written by you, in the newsletter, as well as a full-color business card size ad and link to the article and sponsor website in the newsletter e-mail. This full-color, formatted newsletter e-mail is distributed to over 1,500 professional women in Denver!
- **Exclusive distribution/display of materials** at place settings or on chairs at luncheon.
- **Recognition as a sponsor** on the APW website, providing an active link to your company website on the front page of APWcolorado.org. This 12-month listing will boost your own website's search engine ratings because APW consistently returns top level results in search queries.

The cost of a Network Luncheon Sponsorship is \$300. Sole Proprietors may split the cost and benefits of hosting a networking luncheon. Our member feedback has been that it takes approximately three weeks to one month to recoup the cost of business gained through exposure at the luncheon and in our newsletter.

Networking Luncheons will be reserved on a first-come-first-served basis, so reserve your month today by contacting **KERRY HAMMOND** at execdir@apwcolorado.org or **303-368-4747**.

Member News and Thanks

Moye White announces a **new Partner**, our very own APW member **LORNI SHARROW**. Here's what they had to say: "We are very pleased to announce Lorni Sharrow's selection to partner," said Managing Partner **TOM LIST**. "Lorni is an outstanding attorney who has earned the respect and confidence of her colleagues at Moye White and throughout the legal community."

Congratulations Lorni.

MICHELLE KU has decided to give her residential interior design business a facelift. **Addison Interior Design is now Ku Interior Design**. It may be a new name, but Michelle still brings the same great eye for detail and 7 years of her interior design skills to your home. She specializes in creating homes that are not just beautiful but also functional, designing homes that work for you while enhancing your lifestyle. Contact Michelle the next time you want to design or remodel any space in your home. Check out her new website at KuInteriorDesign.com or contact her at michelle@KuInteriorDesign.com. To see a great interview by CNTV go to: <https://www.youtube.com/watch?v=Tmn2FBIf1GI>

JAYNE SANDERS of **PRECISION WISDOM, INC** wants to thank **SUSAN CLARKE** and **LESLIE GARSKE** for connecting her with the **SW Coalition on Aging** organization, where she is booked to speak in November! **APW referrals really do matter!**

If you know of any member news, please contact **KERRY HAMMOND** at execdir@apwcolorado.org.

Ideal Business Gifts Arrive All Year Long

by APW Member **JOANNA JOHNSON**

The end of the year may seem like the best time to thank your clients for their business and your employees for their hard work, but savvy professionals know that gift-giving isn't limited to the 4th quarter holiday season. Sending small presents throughout the year is an excellent way to solidify relationships with clients as well as business prospects.

The Monitor rates the most popular corporate gifts as:

- 49% Greeting Cards and Calendars
- 26% Gift Certificates
- 23% Company Branded Items
- 18% Tied - Both Fruit/Food Baskets and Charity Donations
- 10% Tied - Both Flowers/Plants and Wine/Liquor
- 2% Tied - Both Personal Accessories and Candy/Nuts

How can one determine the best gift giving strategy for their business?

It's more an art than a science, but it helps to understand basic, contemporary business etiquette:

How much should I spend? There is certainly no rule, but many larger firms place a maximum value on gifts that their employees may accept, usually no more than \$40 to \$50.

Is there a tax benefit for gift giving? Yes! In 2015 the IRS allowed business gifts within the U.S. to be tax deductible up to \$25 per person (recipient) per tax year. This value does not include incidental costs such as the packaging or shipping costs of the gift, which are also generally tax deductible. Review IRS Publication 463 for further detail on deducting the business cost of gift giving.

Do I have to give holiday gifts? No. In fact, bypassing the deluge of year-end gift-giving in favor of more offbeat occasions such as Groundhog Day, St. Patrick's Day, or Earth Day, will show creativity and make your company stand apart. Additionally, keeping a stock of gifts on hand for presenting to your clients on anniversaries with their company or on their birthdays, will show that you care and will make a lasting, favorable impression.

What's the best way to deliver a gift? Make it personal - a personally delivered gift makes the best impression and will keep you in the mind of your recipient. If personal delivery is not possible, using a hand-signed card that briefly shares your thoughts will make a lasting impression even with a small gift.

Ultimately, the key to good gift giving in business is in knowing what is and what is not appropriate. According to *The New Complete Guide to Executive Manners* by Letitia Baldridge, appropriate business gifts currently include: promotional giveaways, presents inscribed with the corporate logo, gift baskets, flowers, entertainment coupons or tickets, food and wine, travel accessories and desk accessories.

Gift giving is a positive way to build strong relationships in the business world. Think of gift giving as a tangible marketing opportunity to more deeply connect with your clients, to outshine your competition and to share news of your company's success, all with one gift.

Joanna Johnson has 12+ years professional business marketing experience and **E2 Business Gifts** distributes personalized promotional products for employee and customer gifts & recognition, trade-show giveaways, business marketing outreach and special event favors. joanna@e2businessgifts.com, www.e2businessgifts.com.

Member News & Information

Alliance Networking Opportunities

WHAT: NETWORKING EVENTS COMMITTEE MEETING

When: Tuesday, **November 1**, and **December 6**,
11:30am–1:00pm

Where: **Natural Grocers**, Colorado Blvd. and Evans

RSVP: **LYNNE AMERSON**, lynne.amerson@myfw.com

WHAT: OUTREACH COMMITTEE MEETING

When: Wednesday, **November 2**, 5:30pm
(December meeting TBD)

Where: Home of **PAM FISCHER**, 2218 Franklin Street,
Denver, 80205

RSVP: **Beth Johnson**, beth.johnson@moyewhite.com

WHAT: PUBLIC AFFAIRS COMMITTEE MEETING

When: Tuesday, **November 8**, 7:00am Networking,
7:30am, Speaker

Where: **Zaidy's** in Cherry Creek, 1st & Adams

RSVP: **NORA KELLY**, nvkesq@gmail.com or 303-514-3143

Topic: Our talk is about possible solutions to Denver's
affordable housing problem and its effect on lower
income Denverites during the recent growth spurt.

WHAT: NOVEMBER NETWORKING LUNCHEON

When: Thursday, **November 10**, 11:00am–1:30pm

Where: **Comedy Works South**, 5345 Landmark Place,
Greenwood Village, 80111

Cost: Members \$35; non-members \$45

RSVP: **CLICK HERE** to attend

WHAT: COFFEE CONNECTIONS DENVER

When: Friday, **November 18**, 8:30am–10:00am

Where: **Trompeau Bakery**, 2950 S. Broadway
(Between Yale & Evans)

RSVP: **LEIGH MILLER**, millerleigh13gmail.com

WHAT: DECEMBER NETWORKING LUNCHEON

When: Thursday, **December 8**, 11:30am–1:00pm

Where: **Brown Palace Hotel & Spa**,
321 17th St, Denver 80202

RSVP: Watch for invite to register

WHAT: MEMBER SUPPORT COMMITTEE MEETING

When: Wednesday, **December 14**, 11:00am–1:00pm

Where: **Woody Creek Bakery**, DTC

RSVP: **Lauren Kaplan**, lauren@thekaplans.com

WHAT: COFFEE CONNECTIONS SOUTH

When: Friday, **December 16**, 8:30am–10:00am

Where: **Espresso Café** (inside The Kitchen Table
Cooking School) 6380 S. Fiddler's Green Cir., #108A,
Greenwood Village, 80111

RSVP: **Lauren Kaplan**, lauren@thekaplans.com
or 303-912-2576

Special Guest Speaker: **LIZ WENDLING** will discuss "People
Buy You 1st. How are you showing up in the eyes of the
consumer?" **RSVP Required!**

WHAT: COFFEE CONNECTIONS NORTHWEST

When: Friday, **December 16**, 8:00am–9:30am

Where: **Panera Bread**, The Shops at Walnut Creek, 10450
Town Center Dr., Westminster, 80021

RSVP: **Chelsey Burns**, Chelsey@bemindfullyhealthy.com
or 303-748-1526

Member News & Information

Meet The New Members

ALYSSA ANDERSON, Recruitment and Enrollment Specialist, **University College University of Denver**, alyssa.anderson@du.edu

KARLA CORRELL, Academic Advisor, **University College University of Denver**, Karla.Correll@du.edu

LAURA FROSETH, Recruiter, Academic Advisor, **University College, University of Denver**, Laura.Froseth@du.edu

SARAH JACKSON, CPA, **The Seff Group, P.C.**, s.jackson@seffcpas.com

ALINA NIKISHINA, VP of Firm Management/Senior Accountant, **Insperience Business Services**, alina.nikishina@insperience.com

CHRISTINA RUBY, Senior Project and Office Manager, **GHD**, christina.ruby@ghd.com

KATIE SCHEXNIDER, Executive Recruiter, **Creative Financial Staffing**, katies@cfs-co.com

CATHERINE TIDD, **Social Seed Marketing**, catherine@socialseedmarketing.com

When you see these ladies at a luncheon, don't forget to welcome them to the group!

New Member Fun Facts

We like to get to know a little bit about our new members, so I put on my investigative reporter hat and asked each of them a few questions about themselves. Read on to see what I discovered.

ALINA NIKISHINA, VP of Firm Management/Senior Accountant, **Insperience Business Services**, alina.nikishina@insperience.com

Why did you join the Alliance of Professional Women? I wanted to get more involved with networking in my community. I really like the group of women; everyone is really interesting and friendly. The events are low pressure and fun! I also would like to get involved in the future on a committee.

What are your hobbies? I enjoy traveling, painting/crafting, yoga, and meditation.

What is your position/business? I help manage a CPA practice in Littleton. We specialize in providing monthly accounting, tax planning/prep, and consultative services to small businesses and their owners. I help with firm development, new client onboarding, and special projects.

What is something that few people know about you? Some people may not know that I was born and lived in Russia until I was about nine years old and still speak the language!

KATIE SCHEXNIDER, Executive Recruiter, **Creative Financial Staffing**, katies@cfs-co.com

Why did you join the Alliance of Professional Women? I joined APW to meet interesting women, make new acquaintances, and network.

What are your hobbies? My hobbies are spending time outside with my two children hiking and biking, and also cooking and baking.

What is your position/business? I am an Executive Recruiter and I specialize in placing finance and accounting professionals.

What is something that few people know about you? I lived in Steamboat for six years and worked in a ski shop when I was in my early 20s.

Member News & Information

New Member Fun Facts

Continued from Page 13

ALYSSA ANDERSON, Recruitment and Enrollment Specialist, **University College University of Denver**, alyssa.anderson@du.edu

Why did you join the Alliance of Professional Women? I work for the University of Denver and have been trying to better connect our department with local organizations and the greater community. I came across APW and knew we had to get involved! Personally and professionally I believe in the strength and power of women's organizations and I find it to be a very special thing when women come together to build each other up.

What are your hobbies? I love doing anything outdoors with my dogs: hiking, swimming, and going on walks.

What is your position/business? I'm a recruiter and academic advisor for the University of Denver, University College. We provide Graduate Certificates and Master's Degrees to working professionals by offering courses online and in the evenings.

What is something that few people know about you? I went to three different schools for 6th grade! My family moved a lot due to my Dad's job in the Navy.

CATHERINE TIDD, Social Seed Marketing, catherine@socialseedmarketing.com

Why did you join the Alliance of Professional Women? The focus of my marketing business is the small and/or independent business owner, so I think that APW is the ideal place to network. I also work from home, so it will be nice to get out and socialize a little.

What are your hobbies? Reading, walking, swimming, gardening, and cooking.

What is your position/business? Social Seed Marketing focuses on social media marketing, as well as content marketing (blogs, newsletters). While I do work with larger companies, I enjoy the creativity and freedom of working with small business owners.

What is something that few people know about you? Since I published a memoir in 2014, I think everyone knows everything!

CHRISTINA RUBY, Senior Project and Office Manager, **GHD**, christina.ruby@ghd.com

Why did you join the Alliance of Professional Women? After living in Golden for the last few years, and finally getting my bearings, joining The Alliance of Professional Women seemed like the perfect way to get involved and connected locally with other female professionals in the metro area.

What are your hobbies? I enjoy reading (a little too much), genealogy research, hiking, crossword puzzles, and grazing for new hobbies while never fully committing to them.

What is your position/business? I am a geologist by education and focus primarily on environmental geology. I have grown into a managerial role in the last several years and now I manage an office, several junior staff, and am on a few steering committees within my company.

What is something that few people know about you? I am a terrible speller.

Member News & Information

Anniversaries

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

16 years		3 years	
ELIZABETH MOORE	Ryan, Gunsauls & O'Donnell, LLC	LAURIE SARACENO	University of Denver Sturm College of Law
12 years		JENNY GLICK	Counseling Center of Cherry Creek
UYEN PAVELIS	Ryan, Gunsauls & O'Donnell, LLC	LEE LIPNISKIS	Core Contractors
KATHERINE MOELLER	Ryan, Gunsauls & O'Donnell, LLC	SYDNEY LAPIDUS	Qb Worx Consulting
9 years		2 years	
DEBRA NEELY	Citywide Banks	PAM FOLEY	REnew and REdo Holistic Decor
SANDRA ABEYTA	MountainStorm Insurance Company	BETHANY JOHNSON	Moye White
BETSY WIERSMA	CampExperience	SARAH NORGAARD	Bay Equity LLC
SHERE CHAMNESS	REALART	SARA ZESSAR	Discovery College Consulting, LLC
8 years		J. CAMERON MORGAN	A&I Financial Services LLC
LORNI SHARROW	Moye White, LLP	AMY RUHL	Moye White
4 years		GINA MILLER	Bauerle and Company, P.C.
LESLIE GARSKE	AXA Advisors, LLC	1 year	
DEBORAH O'NEIL	Assured Equity Management Corporation	TRACY WILLIAMS	Ascent Solar

Alliance Thanks!

October Networking Luncheon

We had a wonderful luncheon at **Merle's of Littleton** in October, and we had the entire patio all to ourselves. We greatly **thank** our **Luncheon Sponsor**, **PATSY BUTTERFIELD** of **HM Brown Auto Brokers**, www.hmbrown.com. Patsy told us why an auto broker can take the stress out of purchasing a new or used car.

Our two co-hosts were **ELIZABETH HARMS** of **KPMG LLP** and **MARISSA PEACOCK** of **Arapahoe Sign Arts**. They did a great job of planning and hosting this luncheon.

We also **thank our door prize donors**: **Merle's** provided a gift certificate; **ELIZABETH HARMS** procured a gift pack from The Chocolate Therapist; **KERRY HAMMOND** brought a bottle of Chocolate Wine; and our sponsor, **PATSY BUTTERFIELD**, gave away candles from Anthropology.

New Member Referrals

Thank you to LEAH DIRKS of **FirstBank** for referring **ALINA NIKISHINA**; **WILLY WILSON** of **Life Unstill Photography** for referring **NICOLE BUNTING**; **KRISTI SULLIVAN** of **Sullivan Financial Planning** for referring **CATHERINE TIDD**; and **SHEILA DREW** of **Creative Financial Staffing** for referring **KATIE SCHEXNIDER**.

Receive a **FREE** ad for referring new members to APW! In an organization like APW, we depend on referrals to increase our membership. As a small thank you for referring a new member to APW, you will receive a complimentary business card ad in the next Communiqué. If you are a Networking Connections Member, we will increase your business card ad to a quarter page ad in the next newsletter.

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calendar of events

You can now find an RSVP link to upcoming Alliance Events on our homepage! Go to www.apwcolorado.org and click on the bold RSVP link – it will take you directly to the BlackTie RSVP page for the event for ON-LINE REGISTRATION See PAGE 11 for event information, event codes or contact for the event.

november 2016

S	M	T	W	T	F	S
		1 Networking Events Committee Meeting 11:30 am - 1:00 pm, Natural Grocers , Colorado Blvd and Evans, LYNNE AMERSON lynne.amerson@myfw.com	2 Outreach Committee Meeting 5:30 pm, Home of PAM FISCHER , 2218 Franklin Street, Denver 80205 BETH JOHNSON bethany.johnson@moyewhite.com	3	4	5
6 DAYLIGHT SAVING TIME ENDS	7	8 Public Affairs CM Networking 7:00-7:30 am, Speaker-7:30 Zaidy's of Cherry Crk Nora.Kelly.nykesq@gmail.com ELECTION DAY	9	10 Networking Luncheon 11:00 am - 1:30 pm, Comedy Works South , 5345 Landmark Place, Greenwood Village CLICK HERE to attend	11 VETERANS DAY	12
13	14	15	16	17	18 Coffee Connections 8:30 - 10:00 am, Trompeau Bakery , 2950 S. Broadway (between Yale/Evans) Englewood, LEIGH MILLER , millerleigh13@gmail.com	19
20	21	22	23	24 THANKSGIVING	25	26
27	28	29	30			

For more event information see PAGE 11 or visit www.apwcolorado.org

DECEMBER 2016

S	M	T	W	T	F	S
				1	2	3
4	5	6 Networking Events Committee Meeting 11:30 am - 1:00 pm, Natural Grocers , Colorado Blvd and Evans, LYNNE AMERSON lynne.amerson@myfw.com	7	8 Holiday Networking Luncheon 11:30 am - 1:00 pm, Brown Palace Hotel & Spa WATCH for invite to Register	9	10
11	12	13	14	15	16 Coffee Connections South 8:30 - 10:00 am, Espresso Café , LAUREN KAPLAN lauren@thekaplan.com Coffee Connections NorthW 8:00 - 9:30 am, Panera Bread Chelsey@bemindfullyhealthy.com	17
18	19	20	21 WINTER SOLSTICE	22	23	24 HANUKKAH (START)
25 CHRISTMAS	26 Quarterly Book Club 7:00 pm, LEIGH MILLER millerleigh13@gmail.com	27	28	29	30	31