January/February 2019

The Alliance of Professional Women

COMMUNIQUE

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NOTE: The views expressed in the articles designated as "Member Contributions" as well as those from our Speakers and Presenters are the views of the authors and do not necessarily represent or reflect the views of the APW.

Kerry Hammond

The Alliance Of Professional Women

Executive Director

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P.O. Box 480384, Denver CO 80248

Connecting Women Personally, Professionally and Philanthropically

A Member Contribution from APW President, Cari Harris

ARE YOU READY TO ROLL UP YOUR SLEEVES AND PARTICIPATE?

Hello amazing APW members! As your current president, I would like to take this opportunity to thank you for your dedication to The Alliance of Professional Women. I know what busy lives you all lead, and understand that sometimes it can be difficult to find the time to engage even when we have the best of intentions. Having said that, I would love for you to circle back and remind yourself what it was that made you decide to join the APW, and I would like to encourage you to explore more of the wonderful opportunities your APW membership has to offer.

I have implemented a new one-word theme for 2019: **PARTICIPATE**. Whether it be personally, professionally, or philanthropically, there are events and activities that will engage you in ways you never thought possible—and let's face it, the more you put into your membership, the more you will get out of it.

Are you looking to connect on more of a personal level? Perhaps joining our APW Golf League, attending one of our Craft and Connect events, or joining in the fun at an After Hour Event will be the perfect fit. All of these opportunities offer ways to **PARTICIPATE** more fully, and build friendships that I can guarantee will become lifelong.

Are you looking to grow your business? Consider networking at a morning Coffee Connections or joining our Mastermind group where dedicated, savvy women can help you strategize to reach your goals. Both are intimate groups so **PARTICIPATION** is certainly the key to success.

Is Philanthropy your thing? Become part of the team that puts on our yearly fundraising event to help fund our three initiatives: Global Village Banks, Local Scholarships & Local Outreach. This year marks the 25th Anniversary of the Alliance Foundation, and without these dedicated members and their willingness to **PARTICIPATE**, the funding for our scholarships for women returning to college, village banks that provide micro loans for women in developing countries, and local outreach efforts for organizations like The Delores Project, The Haven, New Legacy Charter Schools, and Girls on the Run would fall flat.

So don't be shy! I would encourage you all to select one new thing that you have yet to try, whether it be attending a Public Affairs breakfast or joining a new committee. Take a moment to go onto our brand new website and write a RAVE review for one of our members, or invite someone who you think could benefit from the APW to come to a monthly luncheon because if nothing else, we all love to **PARTICIPATE** through eating. I look forward to the year ahead and hearing about all the ways you've chosen to become more involved.

Again, **thank you** for your continued support of the Alliance of Professional Women.

Let's ring in 2019 with a renewed sense of PARTICIPATION!

Cari Harris, ETCETERA
President, The Alliance of Professional Women

Communiqué Committee

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

Communiqué Sponsors

Sandy Smith/Alexander Smith Design
www.alexandersmithdesign.net

Life Note

...Today I will walk out,
today everything negative will
leave me I will be as I was before,
I will have a cool breeze over
my body.…
....With beauty before me may I walk.
With beauty behind me may I walk.
With beauty below me may I walk.
With beauty above me may I walk.
With beauty all around me may I walk…

Walk In Beauty:
Prayer From The Navajo People
(offered to you by Alexander Smith Design)

NEWSLETTER

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

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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 ALL NEW APW Website & Membership Pages

The APW has undergone a complete overhaul of the website and membership directory. The new and improved interface makes it easier for our members to update their public directory listing, connect with and refer other members online, and register for events.

Each Member has a full-page directory listing on our website that will improve referral traffic to your business online. **The directory can be found here:** CLICK HERE!

Please take a moment to login to your new account and make sure your membership profile and directory listing are up to date. Members can't refer business to you if they don't know what you do!

Steps to update your member listing:

1. CLICK HERE!
2. To log in, enter your email address and your password. If you have never logged in, **your password is: APWmember**. If you've forgotten your password, you can request a password link be sent to you. Once logged in, you will be taken to the Membership Portal Page. If you need to get back to this page at any time you can click on Member Login.4.
   There are 3 things we recommend doing immediately:
   (1) Double check that the info on the About tab is correct; don't forget to click the Save & Continue button to save changes.
   (2) On the Profile tab, upload a headshot or logo; Add/Update your business description; and add social media profile links.
   (3) Recommend/Review a fellow member. Go to another member's directory listing page and write a quick review or recommendation.

What else can you do on the new member portal?

- Upgrade your membership online and update billing information. In July, you will also be able to renew your membership here.
- Register for an event and get Member Ticket pricing.
- Sign up to sponsor a luncheon.
- Submit an event you would like to promote via our event calendar.
- Sign up for one of our committees.
- Submit a testimonial about The Alliance of Professional Women.
- Join the Members-Only Facebook Group.
- If you are a Networking Connections membership level, you will also see the option on the sidebar to upload a business-card-sized ad and website URL to be displayed on our site's home page and pages sidebar.

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Leadership

BOARD OF DIRECTORS
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and **Charlene Wilson**

Not Sure How to use Social Media to Best Benefit You?
We've Got What You Need!

Social Media Workshop - REGISTER HERE

Master Your Skills: For All Levels
When: Tuesday, March 5, 2019 from 6:00 – 8:00 pm
Where: Law Offices of Ambler Keenan Mitchell Johnson LLC.
950 S Cherry St #108, Denver CO 80246

Grow your referrals, create buzz around your brand to increase awareness, and shorten your sales cycle by being social! Learn how to approach social media from a practical perspective and gain insight into each network's purpose for engaging your audience.

Determine the best network for you to concentrate on and what to say to engage your audience. Once this objective is attained, planning and posting your social media presence can be done with easy-to-use tools that won't drain time away from your business.

This **interactive session** will give you the basics of social media to learn how to plan, what to say, and how to engage your network to empower your voice.

Social Media Workshop

Presenter: **LISA HAAS**
Founder & President of **Actuate Social**

LISA HAAS, Founder & President of **Actuate Social**, discovered the power of great networking during her years as a sales executive with various corporations. Her passion is to empower your voice through social media to attract people to your businesses. As a seasoned professional trainer with 25 years of experience teaching adults, 15 years of business development, and 6 years of social community management as Actuate Social, her technique simplifies the understanding of social media uses and the tools associated.

Actuate Social training, consulting, and coordination programs are designed to give businesses a solid roadmap to managing their own social communications strategies. Learn the techniques that have made other businesses highly successful in increasing brand awareness, referrals, client loyalty, and shortened sales cycles. Social media is not just a rage, it's a new way of doing business.

For more information on **LISA HAAS** and to review a complete list of testimonials, visit **www.linkedIn/.com/in/LisaHaas1.**

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Luncheon Sponsors

Leigh Miller, Juice Plus+ and **Caroline Hanzlik**
Wells Fargo Advisors
November 2018

Jill Klancke
Klancke & Cook
October 2018

Marian Lee
Career Reinvention, LLC
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Shere Chamness
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July 2018

Alliance Foundation
June 2018

Kristi Sullivan
Sullivan Financial Planning, LLC
April 2018

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March 2018

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Klancke and Cook
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Alliance Foundation
June 2017

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October 2016

Leigh Miller, Juice Plus+
August 2016

Lee Lipniskis, Core Contractors
July 2016

Alliance Foundation
June 2016

Jill Klancke
Klancke and Cooke
April 2016

Interested in becoming a Networking Luncheon Sponsor? **Call 303-368-4747**

January Networking Luncheon

Join The Alliance of Professional Women for our **January 10th** Networking Luncheon and **kick-off the New Year** at family-owned-and-operated **Chinook Tavern**, 6380 S Fiddlers Green Circle, Greenwood Village.

Fun Fact: The definition of Chinook is: a warm, dry wind that blows down the east side of the Rocky Mountains at the end of winter. It is pronounced (shi-nook).

Thursday, **January 10** from 11:30am - 1:00pm
11:00am New Member Orientation

REGISTER NOW for this New Year Event! **CLICK HERE! To Register**

The MENU (choose one):
Roquefort Pear and Salmon Salad - Applewood grilled North Atlantic salmon, artisan field green, sliced pear, avocado, green onions, candied pecan, Roquefort cheese and champagne vinaigrette **OR**

Classic Chinook Chicken Saltimbocca - Prosciutto, gruyere, asparagus, rice pilaf and white wine mushroom butter sauce **OR**

Quinoa Roasted Vegetable Piperade - (Vegetarian option) Toasted almonds, sundried cranberries, crumbled goat cheese and mild mustard crème fraiche

Dessert: Assorted pastries from Rolling Pin Bakery

Dietary information provided by the restaurant. For additional food allergies or dietary restrictions not listed, please contact **Kerry Hammond** at **execdir@apwcolorado.org.**

While we eat, we will hear from **our guest speaker: Theresa Byrne**. Theresa is an author, a 20+ year martial arts veteran, 4th degree Black Belt Master Instructor, business-owner, serial entrepreneur, and positivist!

Power. This lunch session is about you and your inherent personal power in a trademarked system, **InPower™**. Master Theresa Byrne is an energizer, and will guide you in getting conscious of your power centers, power words, and give you a few power tools (no safety goggles needed) so you can learn how to **Unleash Your Inner Warrior.** You will walk out with practical tips and tactics you can use immediately.

Alliance Foundation Outreach Committee Note:
We are **accepting donations at the luncheon for The Haven,** a residential substance abuse treatment facility for severely addicted women. We are **collecting personal care items for The Alliance Foundation Outreach Committee** to assemble personal care baskets for the new residents at The Haven. We are looking for items like: shampoo, conditioner, brushes, combs, deodorant, toothbrushes, toothpaste, etc.

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From Our January Speaker Verbal Defense:
Learn to Respond Instead of React

By Theresa Byrne

How often has someone said something to you that made you feel uncomfortable? Without knowing how to react, did you freeze up and do nothing? Or later did you come up with the perfect response, or did you just felt yucky about it?

Most people think of self-defense as a combination of intricate complex martial arts or combat moves on a guy jumping out of the bushes. In all honesty, in my two decades of martial arts training I've rarely used martial arts in this type of scenario. But I use my verbal/emotional/spiritual self-defense techniques every single day.

Verbal self-defense is your ability to speak up in a situation where your body's adrenaline reaction would normally put you in fight, flight, or (the newly added) freeze. During an attack or confrontation, most women freeze like a deer in the headlights. In fact, predators count on it. They count on us not being able to respond powerfully or knowing what to do.

If we get surprised by a verbal attack, or a conflict, we do might do nothing. WHY? It seems silly to run away, and most women aren't comfortable fighting, so we've mastered the Freeze Response. Then we come away feeling badly about ourselves. And I'm here to tell you this doesn't have to be the way, there are simple tools you can use whenever you need them.

The first key is beginning to understand your body's reactions as well as understanding your opponent. Know Thyself: The Adrenaline Response. Our bodies were built for survival and when we sense danger, we go into self-preservation mode, what is called "Fight or Flight." When your body is under a perceived threat, in danger, or under attack, it helpfully releases several hormones—one called adrenaline—which can wreak a type of havoc on your system.

Adrenaline gets your heart rate to accelerate, preparing you for vigorous activity (combat or escape). Your breathing gets shallow (to allow you to sprint if you need to), your mouth gets dry, your hands and feet get cold (blood starts flowing to the vital body parts in case of devastation), and your brain gets a sort of "tunnel vision" where all you can see/ feel/hear is the attack.

All of these things make higher-level cognitive skills like communication and reasoning nearly impossible. When we were living in caves, adrenaline helped us to run fast or fight the tiger, not discuss the situation with the tiger to create a win-win. Unfortunately our body doesn't know the difference between an impending attack from a tiger and today's verbal conflict from an adult bully.

Know Thy Enemy: Bullies and Power Takers. A bully is all about power, someone who gets increased energy from the pain of others. They do this by making fun of others, making them feel small, powerless, bad, scared, angry, or anxious in order to make themselves feel better. Bullies feel badly and want to feel better, so they berate, tease, or hurt someone else to get what they want: someone else feeling bad. In seeing the pain they cause to another, or the reaction of fear, the bullies feel more powerful. It makes them feel better about themselves in an unconscious, dysfunctional way. This is often why we feel so drained or negative after having been around a bully; they attempt (and succeed at times) to pull energy away from us. I've seen an adult business owner require his employees to grovel when they've made a mistake in order to keep their jobs!

Bullies typically have low self-esteem, have been bullied themselves, and learn the abuse cycle for survival or simply a way to "get what they want." In my self-defense travels and classes, I've run across many bullies (both kids and adults) stuck in this cycle. Some adult bullies are sick and tired of this lifestyle and want to heal. The only way for bullies to heal is to deal with their low self-esteem, learn to love themselves, and understand the dysfunctional dance they've gotten themselves into.

How do YOU stand up to a bully?

1. **KNOW what you want/don't want.** The basis of self-defense starts with simply being able to SAY what we want, or what we don't want. Knowledge is power. Know what makes you uncomfortable and SAY so. Tell someone to leave you alone.
2. **Respond vs. React.** It's our ability to RESPOND in a difficult situation instead of REACT to another's actions that makes us feel powerful. The best wisdom I can offer: Create a safe response ahead of time if you know you'll be around a potential bully. One scientifically proven method is to use humor. Deflect their negative energy. "Hey is it 'Pick on Theresa Day?' Just cool it, ok?"
3. **Shield yourself**. When you know that you're dealing with a bully, limit your interactions with the person. I teach kids to stay at least 2 arms lengths away. Create an invisible force field around your body, protecting yourself.

Eventually bullies get tired of not getting what they want from you, and they'll move on to someone else.

Theresa Byrne *is a corporate trainer, 4th degree Black Belt, a Self Defense Master Instructor, and a Certified Anger Management Educator. She's the co-founder of Higher Self Defense and founder of United Martial Arts Center. Contact her at* **Theresa@TheresaByrne.com** or **www.HigherSelfDefense.com.**

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Make a New Year's Resolution to Join a Committee

The Annual Committee Fair will take place at the February Networking Luncheon.
To get a head start, here is a list of the Committees you can join:

Member Support Committee (Chair: **Ginny Taylor**)
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 month, over lunch.
Contact: **ginny@aBetterViewDecor.com**

Alliance Foundation Fundraising Planning Committee (Chair: **Lee Lipniskis**)
The Fundraising Planning Committee is responsible for planning the Alliance Foundation's annual fundraising event. The Alliance Foundation funds the Village Bank Program, Scholarship Program, and local community outreach programs coordinated by the Alliance Foundation Outreach Committee.
Contact: **llipniskis@coredoes.com**

Networking Events Committee (Co-Chairs: **Kristi Sullivan & Pauline Huddleson**)
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: **Kristi@sullivanfinancialplanning.com** or **phuddleson@msn.com**

Outreach Committee (Co-Chairs: **Mollie Savage & Laura Saye**)
The Outreach Committee is the community service arm of the APW & Alliance Foundation. 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: **mollie.savage@gcgfinancial.com** or **laurasaye@outlook.com**

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 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, Login to your Member Profile and sign up now.

LOGIN HERE

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February Networking Luncheon & Annual Committee Fair

Since our February Networking luncheon is also our annual Committee Fair, each APW Committee, and the APW and Alliance Foundation Boards, will have a table set up so that you can stop by and get more information. This is a great way to learn about each committee, determine which might be a good fit, and find out how you can get more involved.

If you have a friend or colleague who is interested in joining the APW, this is a great way to introduce them to our group and show them everything we have to offer.

Our **February luncheon will take place at the Curtis Ballroom** at The Landmark, Comedy Works South, located at 5345 Landmark Place, Greenwood Village CO. Our Networking Events Committee is working hard to coordinate a delicious menu, so watch the website and What's Happening emails for more information and a registration link.

Networking Luncheon & Annual Committee Fair
Thursday, February 14, 2019 from 11:30am - 1:00pm
There will be no New Member Orientation at this luncheon

Our February Luncheon is sponsored by:
Willy Wilson of **Life Unstill Photography**

New Year, New Headshots

If 2019 is the year you're taking your business to the next level, you'll probably want to bring some updated (and gorgeous!) images of you along for the ride; they can actually help more than you know.

We all know that about 55% of all communication is nonverbal. Your appearance, facial expressions, and small gestures all express how you're feeling about what you say as well as the person you're connecting with.

These can be subtle cues like the way your smile reaches your eyes when you do something you're passionate about or the way you confidently strut up to a client meeting are actually a huge driver of our buying decisions; they're part of a larger 'feeling' we get about that person we're interested in working with.

And whether we want to admit it or not, how we feel about a person or a business is the main reason we buy from them. In fact, 95% of our buying decisions are subconscious because emotion is what drives decision making in general.

Let's think about that from a business standpoint rather than a consumer perspective. Our decisions as business owners communicate a lot about us as well. When you make plans to meet with a prospective client over coffee, do you invite them to your office, suggest you connect at a nearby Starbucks, or ask them to join you at an indie bookshop with a quiet cafe? Even this minor choice communicates what kind of business you're running.

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New Year, New Headshots

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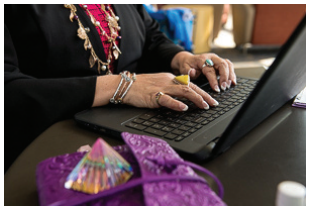
So, if your potential clients and customers are making the decision about whether to hire you or buy from you almost purely on emotion, your facial expressions, and how you present yourself, wouldn't you say your image is paramount?

Now, if you're thinking you're sold on going out to get new head shots, let me stop you right there.

There are two different ways to visually represent yourself in your business: head shots or brand portraits. They serve two very different purposes.

A head shot is exactly that: a shot of your head. Because it's closely cropped to your face (and maybe shoulders) with a minimal or plain background, head shots are a great way to capture your facial expressions. It offers a distraction-free introduction to your face, so people will know who they're dealing with – even before they meet you.

A brand portrait, however, isn't limited to a specific crop or background, which allows you to show more of who you are through all those important non-verbal cues. In a brand portrait, you can use wardrobe, environment, and props to further communicate your brand, values, and philosophy – more so than a gorgeous close up of your smiling face.



Brand photography is like taking the headshot to the next level. Most professional photographers will make you comfortable enough to let your personality shine through on any photo shoot, but brand photography is like putting that experience on steroids.

A professional photographer will get to know you and your brand in order to help bring out the values and essence you're trying to express to your target market. They'll work with you to ensure that you're happy with the direction, and the result both looks and feels like you.

LIFE UNSTILL PHOTOGRAPHY

Willy Wilson
Fine Art Portraiture
303.378.0121 | wilson@lifeunstill.com | www.lifeunstill.com

Outreach Committee Updates

On **November 6, APW** served a meal to the residents of **Delores Project.**
The Delores Project provides safe, comfortable shelter and personalized services for unaccompanied women and transgender individuals experiencing homelessness.

Thank you to everyone who volunteered their time. Our volunteers were: Lee Lipniskis, Kristi Sullivan, Laura Saye, Sheila Drew, and Michelle Roll.

The Haven & SafeHouse

APW members did some secret Santa shopping for **The Haven** and **SafeHouse** for this year's **Adopt-a-Family** event. The gift wrapping party at **Pam Fischer**'s home was festive and lively. Members wrapped the gifts, ate, drank, and mingled. Everyone had a great time and got into the holiday spirit.

The old adage that it feels better to give than receive is very true. As we wrapped, we talked about how great it is to make someone's holiday wish come true. It was also touching that many of the items on the wish lists were items that we take for granted, like socks, underwear, and diapers. Kudos to everyone who participated this year and gave back to these wonderful organizations.

The Haven is a residential substance abuse treatment facility for severely addicted women and is unique in that it is the only treatment facility that accepts community corrections clients who may be pregnant or have infant children with them.

SafeHouse Denver assists adults, children, and youth in reclaiming their right to a life free from domestic violence.

The **Alliance Foundation Outreach Committee** is busy planning events for 2019, so stay tuned for your opportunity to help out. If you want to get more involved, please contact **Mollie Savage** (**mollie.savage@gcgfinancial.com**) or **Laura Saye** (**laurasaye@outlook.com**), co-chairs of the Outreach Committee.

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The Public Affairs Committee

The Public Affairs meetings will continue in 2019, and the Committee strives to provide exciting and relevant speakers. The first meeting will be Wednesday, **January 16**. Our January Speaker is Mallory Hastings with Jefferson County County Appointed Special Advocates (CASA). Our February Public Affairs Committee meeting will be held on Wednesday, **February 20**. Our February speaker is Cole Chandler with Colorado Village Collaborative.

See our Website calendar for more info **HERE**

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 7:30am, and we usually wrap up at 9:00am. 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**.

When: Friday, **January 18**, 8:30am - 10:00am
Where: **Maria Empanada**, 1298 S. Broadway
RSVP: **Jane Biglan** at **mycoachjane@gmail.com**

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

Wish you had more time with APW members? Join us for Coffee Connections. Grab a cup of coffee, tea or breakfast, and join other APW members and prospective members to talk about your business and discuss business-related topics. Leave when you need to, our end time is approximate.

When: Friday, **February 15**, 8:30am - 10:00am
Where: **Mangia Bevi Café**, 6363 S. Fiddlers Green Circle, Greenwood Village
RSVP: **Mollie Savage** at **mollie.savage@gcgfinancial.com**

2019-2020 Networking Luncheon Sponsorships – Sign Up Now!

Showcase your business! The 2019 calendar year is nearly booked, but there is still one spot available. There are also several openings for the 2020 year for members to sponsor networking lunches. They will fill up fast, so don't delay.

A Networking Luncheon Sponsor receives the following benefits:

A five-to-ten minute promotional presentation at the sponsored APW lunch meeting. The sponsorship fee includes lunch for the sponsor and a guest. The 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. This full-color, formatted newsletter e-mail is distributed to almost 1,000 professional women in Denver!

Exclusive distribution/display of materials at place settings or on chairs at the 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.

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.

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Showcase your Business at the Member Appreciation Luncheon

Our 14th Annual Member Appreciation Luncheon is just around the corner. Block your calendar for **May 9**, from 11:00am to 1:00pm, 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.

How it works: Once registration is open, sign up to become a SWAG Bag Sponsor. The cost to be a sponsor is $35 for APW members and $45 for non-members.

> 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 "Participate." 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**. If you can't figure out what type of SWAG would fit your business or how much it might cost, Joanna can help.

APW Members Only Golf League

Spring will be here before you know it. It's time to think about joining the APW Members Only Golf League

This league is available to beginners, as well as experienced golfers and is a lot of fun. Southglenn Country Club is a private, Par 3 course that is great for any level of golfer; all are truly welcome!

The only requirements are:

- You must be an APW member
- You must sign up for all 5 sessions in advance (but you can give your round to another member if you are unable to play on one of the dates).

Course: Southglenn Country Club, 1489 E. Easter Avenue, Centennial
Sessions: Five Sessions for only $100
Dates: Friday mornings (May – September) 9:00am to 11:00am

Exact dates to be announced soon. Email **Kerry Hammond** at **execdir@apwcolorado.org** to be placed on the list to receive a personal invitation to register when the link is available.

Members Only Self-Defense Workshop with Theresa Byrne

CLICK HERE!
To Register

Sunday, February 24
1:00 pm - 4:00 pm

$139 Per Person | United Martial Arts Center, 6810 S University Blvd, Centennial

We believe anyone can turn fear into **FIERCE**, we've seen it. We've trained it. In one 3.5 hour workshop we'll personally guide you on becoming aware of how adrenaline works in you/your body, so you can **TURN ON** your most powerful self.

We'll show you how to understand your own personal adrenal reactions, find your voice, and engage your most powerful self. We know you can let your "higher self" take over. **REWIRE** your reactions.

Here's to your POWER!

The Benefits of Self Defense Training:

- You get peace of mind.
- Your loved ones know you know how to keep yourself safe. They worry less.
- You develop an "eagle eye" when it comes to odd or unusual situations. You see them with new eyes.
- You create a different mindset - an awareness only this type of training can give you.
- You stop the 'element of surprise' predators typically use.

WHY do you need it?

This is the most effective research-based self-defense class you can take using scientifically proven tools and methods.

Personal protection is literally the most important skill you can ever learn, just in case you ever need it.

No one ever **PLANS** to need safety training, but it sure is nice to have it. Like insurance. Think of self-defense training like physical insurance for your safety.

APW Networking Opportunities

What: **Networking Events Committee Meeting**
When: Tuesday, **January 8** and **February 5**, 11:30am – 1:00pm
Where: **Natural Grocers**, Colorado Blvd. and Evans
RSVP: **Kristi Sullivan** at **kristi@sullivanfinancialplanning.com**

What: **Outreach Committee Meeting**
When: Wednesday, **January 9** and **February 6**, 5:30pm – 7:00pm
Where: The Home of **Pam Fischer**: 2218 Franklin St., Denver
RSVP: **Mollie Savage** at **mollie.savage@gcgfinancial.com**

What: **January Networking Luncheon**
When: Thursday, **January 10**, 11:30am – 1:00pm (11:00am New Member Orientation)
Where: **Chinook Tavern**, 6380 S Fiddlers Green Circle, Greenwood Village
Cost: Members $38; non-members $48
RSVP: **CLICK HERE** to attend

What: **Coffee Connections Central Denver**
When: Friday, **January 18**, 8:30am – 10:00am
Where: **Maria Empanada**, 1298 S. Broadway
RSVP: **Jane Biglan** at **mycoachjane@gmail.com**

What: **Public Affairs Committee Meeting**
When: Wednesday, **January 16**, 7:30am - 9:00am
Where: **Maria Empanada**, 1298 S. Broadway
RSVP: **Sue Borgos** at **sborgos@ots-denver.com**
Speaker: Mallory Hastings with Jefferson County CASA

What: **February Networking Luncheon & Committee Fair**
When: Thursday, **February 14**, 11:30am – 1:00pm
Where: **Curtis Ballroom** at The Landmark, Comedy Works South, 5345 Landmark Pl., Greenwood Village
RSVP: Watch for link on the website soon

What: **Public Affairs Committee Meeting**
When: Wednesday, **February 20**, 7:30am - 9:00am
Where: **Maria Empanada**, 1298 S. Broadway RSVP: **Sue Borgos** at **sborgos@ots-denver.com** Speaker: Cole Chandler with Colorado Village Collaborative

What: **Member Support Committee Meeting**
When: Wednesday, **January 17** and **February 21**, 11:00am – 12:30pm
Where: **Café de France** on Colorado Blvd.
RSVP: **Ginny Taylor** at **ginny@abetterviewdecor.com**

What: **Coffee Connections South**
When: Friday, **February 15**, 8:30am – 10:00am
Where: **Mangia Bevi**, 6363 S. Fiddlers Green Circle, Greenwood Village
RSVP: **Mollie Savage** at **mollie.savage@gcgfinancial.com**

Meet The New Members

Tamara Rigberg, Harper Hofer & Associates, LLC, **rigberg@harperhofer.com**, 303-486-0009
Rose Standifer, Moye White, LLP, **rose.standifer@moyewhite.com**
Gabriela Sandoval, Realtor, New Digs, **gsandoval@kw.com**, 303-539-5700
Mimi deOlloqui-Turner, Owner, M.Bellinger Design, **mimideo@gmail.com**, 303-518-4630
Nancy Applegarth, Principle, Fogcutter Consulting, **nancy@applegarth.net**, 415-686-0577
Erin Wachtel, Sales and Marketing Manager, PURE Insurance, **ewachtel@pureinsurance.com**
Paul Soucek, Fun Fund LLC, **paul@funfundllc.com**, 303-731-5534
Lauren Still, CEO, Careerevolution Group, **lauren@careerevolutiongroup.com**, 303-325-5765
David M. Cook, Owner, White Tiger Publishing, **david@klanckecook.com**, 303-584-0500

Hot Off The Press

Elizabeth Moore, Partner at **Ryan, Gunsauls & O'Donnell, LLC**, recently earned her **Certified Valuation Analyst** (CVA) designation. A CVA designation shows that Elizabeth is qualified to prepare business valuations for businesses going through transition. This includes buy/sell agreements, estate and gift purposes, employee stock purchase plans, etc. **Congratulations** to Elizabeth for adding three more letters, and a lot of expertise, to her name.

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Anniversaries

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

19 years
Alexie Tune . . . . . .Deloitte
10 years
Pauline Huddleson .Arbonne International
7 years
Susan Borgos . . . . .Office Technology Solutions, Inc.
Ann Broderick . . . .Bauerle and Company, P.C.
6 years
Renee Cohen . . . . . .Coldwell Banker Residential Brokerage
Kelly Snodgrass . . . .Snodgrass Law LLC
5 years
Julie Sequeira . . . . .J Sequeira Agency
4 years
Amy Lane . . . . . .Home Care Assistance of Centennial

3 years
Allyn Bader Barclay .Discover You and Arrow Performance Group
Benita Creacy . . . . . .Advanced Divorce Solutions
Lauren Hulse . . . . . .Hulse Law Firm, PC
Judy Sutton . . . . . .Triumph Real Estate Corporation
2 years
Rene DiBenedetti . . . .René's Maison des Fleurs
Maria Hammerbeck . . .Herrada Printing
1 year
Beth Berg . . . . . .Artemis Interior
Tobi Brenner . . . . . .EmpowHer Counseling
Priscilla Linsley . . . . .KLA Associates
Melinda Nolen . . . . . .Wipfli/Bauerle
Mannette Ruestman . .Mannette Morgan Life Services
Laura Saye . . . . . .Laura Saye, LMFT llc
Matina Soutsos . . . . . .Ridgemoor Realty

APW Thanks!

November Networking Luncheon

In November, we traveled to the Highlands to the beautiful **Lumber Baron Inn and Gardens**. We also hosted our third annual Holiday Marketplace. This was a great success and members enjoyed shopping at our vendor tables in the inn's beautiful parlour rooms.

Our luncheon hosts were **Pam Foley** of **Pamela Foley Consulting** (**pam@pamelafoley.com**) and **Michelle Ku** of **Ku Interior Design** (**michelle@kuinteriordesign.com**). Both ladies did a great job of arranging and co-hosting this luncheon.

We thank our Luncheon Sponsors: **Leigh Miller** of **Juice Plus** & **Caroline Hanzlik** of **Zahler Hanzlik Wealth Management Group**. Leigh and Caroline talked to us about both physical and financial health.

We want to thank all of our Marketplace vendors:

Elisabeth Guy of Linton Creations LTD
Jane Biglin of Jane Biglin Coaching LLC
Lisa Sharpe of Stylish Sparrow
Pauline Huddleson of Arbonne International
Stacie Edelman of Alpine Life Planning Strategies, Inc.
Kerry Humphrey of Pearl Street Lights
Caren Goodman of Select Global Wines

We gave away such wonderful door prizes, **thanks** to our Luncheon Sponsor and Marketplace vendors for providing so many great prizes. They included:
Caroline Hanzlik of the Zahler Hanzlik Wealth Management Group gave away a "financial fitness" basket, **Leigh Miller** of Juice Plus+ gave away a wellness basket with gratitude journal, **Caren Goodman** of Select Global Wines gave away a bottle of wine, **Elizabeth** Guy of Linton Creations gave away a steampunk jewelry set, **Lisa Sharpe** of Stylish Sparrow gave away a scarf, and **Kristi Sullivan** of Sullivan Financial Planning gave away a fall & winter prep basket.

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December Networking Luncheon

The historic **Brown Palace Hotel & Spa** is a very special venue, and we continued our tradition and hosted our holiday networking luncheon in their Club Room. Downtown is always festively decorated, and when you walk into the elegant hotel the decorations take your breath away. Our location on the second floor allowed us a 360-degree view of the two-story lobby and all its holiday cheer. Many members walked around and took photos before and after lunch.

Back by popular demand was the butternut squash soup, en croute, which was a much-anticipated beginning to a great meal. Our wonderful luncheon planners were **Kristi Sullivan** of **Sullivan Financial Planning LLC** (**Kristi@sullivanfinancialplanning.com**) and **Pauline Huddleson** of **Arbonne International** (**phuddleson@msn.com**).

We **thank The Brown Palace** for donating a one-night stay at the hotel, and **Brenda Mahoney** for donating a beautiful Cabi scarf. Ten people took home the centerpieces that were hand-crafted by the **Networking Events Committee** members.

We heard from our **Alliance Foundation scholarship recipient**, **Carrie Warren**. Carrie told us about her upbringing in Minnesota and her move to Denver at a young age to start fresh. After spending years raising her family, she never gave up the dream of going to law school. Thanks to the help of her scholarship from the Alliance Foundation, she was able to graduate with her bachelor's degree and is taking the LSAT in preparation for entering law school. **Thank you Carrie** for sharing your story and celebrating with us—and good luck on that test!

Member Thanks

We would like to thank **Leigh Miller** for referring **Nancy Applegarth**, **Mollie Savage** for referring **Erin Wachtel,** and **Jill Klancke** for referring **David M. Cook.**

Refer a new member and receive a FREE ad in the newsletter! It's that simple. Sometimes when you have a good thing you want to keep it all to yourself, and sometimes you want to shout it from the rooftops. Feel free to shout your love for The Alliance of Professional Women from the rooftops and encourage your friends and co-workers to join. Anytime a referred member joins, we will list your business card ad in the Communiqué. **Happy New Year!**

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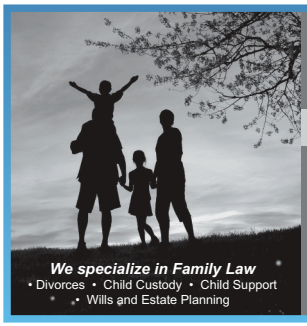

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