

ewi CONNECT

WICHITA EDITION

Chartered 1970

July 2014

A Message from the President



Celebrating EWI!

The 2013/2014 service year is winding down, the committees are wrapping up pending items, and getting last things planned and organized – so watch the calendars for opportunities to get involved in the process. Thanks to all teams that are seeing this through amidst the chaos of vacations, gardening & life that happens to us all in different ways.

July is a wonderful month to celebrate all things that make EWI Wichita a premier professional business organization in Wichita! Our scholarships have been awarded, applications for national awards are submitted, and EWI Executive Night is upon us. I look forward to sharing this year's accomplishments with the chapter, and hope to see many of you there!



CONNECTIONS | CAREERS | COMMUNITY

EWI Mission Statement

**Executive Women International (EWI)
brings together key individuals
from diverse businesses for the purpose of:
promoting member firms;
enhancing personal & professional development,
and encouraging community involvement.**

2013-2014 Officers & Directors

President

Jenny Stephens
Star Lumber & Supply Company, Inc.

Vice President

Kim Weprin
Associated Integrated Marketing, Inc.

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Center for Health & Wellness

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EWI Wichita Member Firm News

Sharon Thomas Retires, Becomes EWI Life Member



Sharon Thomas retired June 30, 2014 after 38 years of service with EWI Wichita Member Firm Professional Mechanical Contractors, Inc. Sharon became PMC's EWI Representative when the Firm joined EWI Wichita in September, 1991. She also served as EWI Wichita Chapter President in 2001.

At the EWI Chapter meeting on June 18, 2014, Sharon was voted as Life Member of EWI Wichita. Congratulations Sharon!

Return on Investment – EWI

ROI Connections

Network your Business
Build Strong Relationships
Increase contacts locally & throughout North America
Sponsorship Opportunities
PR for your firm

ROI Careers

Monthly programs, chapter meetings, webinars
Spring Conference and LCAM
Academy of Leadership Modules
Hands on Learning
Board Experience
EWI Fellows Scholarship

ROI Community

Local Philanthropic efforts
Focus on Literacy
Local and National Scholarship Programs
Recognition locally and through Corporate Projects

EWI Wichita Calendar of Events At-A-Glance

Chapter Meetings:

July 23, 2014

Executive Night

Location: Hyatt Regency Wichita

August 20, 2014

EWI Wichita Annual Meeting

Location: Petroleum Club

September 17, 2014

EWI Wichita Installation of Officers

Location: Oeno Champagne Room

Board Meetings:

Meetings begin at 11:00 a.m.

August 8, 2014

Location: Hyatt Regency Wichita

September 12, 2014

Location: Rolling Hills Country Club

July Meeting Menu

Spinach Salad with Feta, Strawberries &
Candied Pecans with Raspberry Vinaigrette

Beef Short Rib with Blueberry Glaze

Smoked Cheddar Risotto

Seasonal Fresh Vegetables

Freshly Baked Bread and Butter

Lemon Strawberry Trifles

Member Firms...

Allen, Gibbs & Houlik, LC
 Associated Integrated Marketing, Inc.
 Berry Companies, Inc.
 Carolyn Sayre's Fine Jewelry
 Catholic Charities, Inc. – Diocese of Wichita
 Center for Health and Wellness
 Cessna Aircraft Company
 CNH Industrial America LLC
 Commerce Bank
 High Touch Technologies
 Hyatt Regency Wichita
 imageQUEST
 Integrated Facilities Group
 J.P. Weigand & Sons, Inc.
 Kansas Health Foundation
 Kansas Strong...The Kansas Oil & Gas Res. Fund
 Loft at 420
 Make-A-Wish Kansas
 Meritrust Credit Union
 Murfin Drilling Company, Inc.
 Ponca Products, Inc.
 Professional Engineering Consultants, PA
 Professional Mechanical Contractors, Inc.
 Right at Home
 Sasnak Management
 Schaefer Johnson Cox Frey Architecture
 Sedgwick County Zoo
 Spirit AeroSystems, Inc.
 Star Lumber & Supply, Inc.
 Stoutheart Financial Group – Ameriprise Financial
 Sunflower Travel
 TCK – The Trust Company of Kansas
 The Specialists Group
 Total Printing Solutions
 United Way of the Plains
 Wells Fargo Advisors
 Westar Energy, Inc.
 Wichita Business Journal
 Wichita Children's Home
 Wichita Metro Chamber of Commerce
 Wichita Marriott
 Wichita State University
 Wichita State University Foundation
 Wichita, City of

44 Member Firms
 44 Representatives
 7 Additional Representatives
 19 Life Members

Who We Are.....

Life Members...

Ann Brady
 Peggy DiStefano
 Donna Eastwood
 Gaile Garner
 Jean Hedstrom
 Deborah Hobbs
 Jamie Hunt
 Donna Jestmore
 Beverly Jones
 Susan Leasure
 Julia Lee
 Barbara Lisenby
 Marg McAdams
 Diana McLeod
 Marlane Morris
 Sandra Richardson
 Marilyn Richwine
 Vicky Sanders
 Sharon Thomas

July Birthdays...

Sherri Smith	7/2
Pam Fullinwider	7/6
Barbara McCurdy	7/12
Beverly Jones	7/15
Marlane Morris	7/16
Debbie Hobbs	7/23



Thank You to Our EWI Wichita Sponsors!



CONNECTIONS | CAREERS | COMMUNITY

CONNECTIONS | CAREERS | COMMUNITY

Platinum Level Sponsors



Kimberly Weprin

Gold Level Sponsors



Silver Level Sponsors



Jennifer Stephens

Bronze Level Sponsors

Commerce Bank Schaefer Johnson Cox Frey Architecture
United Way of the Plains Wichita State University
The Salon at Happiness Plaza

EWI Professional Development

EWI Wichita Professional Development

Professional Development “Wine & Web”

Date: Thursday, August 14, 2014

Time: 5:30pm to 6:30pm / 5:45pm—Webinar begins

Location: Star Lumber & Supply, 325 S. West Street

Webinar: “Goal Setting the S.M.A.R.T. Way”

RSVP: atelford@scz.org or Angela at 266.8208

Directions - Parking will be in the large lot south of the retail store. The meeting space is in the basement of the store building but has a separate entrance door from the south. The entrance is a single glass door leading directly into the basement level. Watch for the signs.

EWI Corporate Professional Development

Webinar:

“Leadership: You Can Do It”

Michael O’Neil

Tuesday, August 5 - 2:00pm CST



2014 LCAM

September 10-13, 2014

Crystal Gateway Marriott

Arlington, VA



EWI Corporate Professional Development Webinar Archives **Available at: EWIConnect.com**

Confident Negotiation & Conflict Management

Presenter: Michelle Gladieux

Kick the Fear out of Your Finances

Presenter: Jamie L. Fleming, CFP

Goal Setting the S.M.A.R.T. Way

Presenter: Dr. Heather Williamson

So Organized – So Successful

Presenter: Melissa Gratias

The No Rules Way: Business Strategies to Network Smarter, Not Harder

Presenter: Christy Smallwood

He Said, She Said: Communication Between Genders

Presenter: Susan Wranik

Personal Branding 101: How to Apply Basic Marketing Strategies to Enhance Your Career

Presenter: Dr. Doug Ross, Associate Dean, Global MBA

EWI Wichita Chapter Community Outreach

Together We Can Make a Difference!

EWI Wichita Group Community Outreach Ticker

Chapter Dollars Invested:

Reading Rally – 10/1/13 **\$3,429.03**

Volunteer Hours Invested:*

Reading Rally – 10/1/13	105
Botanica Illuminations Event – 12/19/13	41
WCH Gift Wrapping Event – 12/23/13	14
United Way GIV Warehouse Event – 3/13/14	23
Ronald McDonald House Event – 4/3/14	15
Wichita Festivals Event – 4/21/14	21
Angelman Walk – 5/17/14	6
MK Mueller Event – 5/21/14	338
Numana Event – 6/2/14	43
Harbor House Event – 7/15/14	<u>19</u>

Total Volunteer Hours as of 7/15/14 **625**

***EWI Wichita Group Volunteer Hours Annual Goal = 1,000**

July Group Community Outreach Opportunity

Date: Thursday, July 31, 2014
Time: 5:30-7:30 p.m.
Agency: Salvation Army
Address: 350 N. Market
Project: Sort & assemble school supplies in preparation for school supply distribution

Please email Julie Roberts to register .

Executive Corner

ewiwichita.org

Social Media – Integrated Facilities Group

Marsha Geisert
Owner

When asked the question....

“Can you explain the impact, if any, that Social Media has had on your organization?”

Ms. Geisert responded:

Integrated Facilities Group (IFG) was wildly successful in the American Business Journal's Social Media Madness competition in 2013 (ABJ is the parent company of SMPS Wichita Sponsor Wichita Business Journal). Making it to the national semifinals, IFG created a dynamic social media campaign that engaged customers, highlighted the business, and let visitors learn more about the people at IFG. While IFG did not ultimately win the competition it provided a fantastic opportunity for exposure all over the country. There is no doubt that the increased activity in social media greatly impacted our opportunities this year. We have gained numerous new clients from networking created through social media. Social media is a networking tool that we cannot afford to ignore. While the entire IFG team participated in this effort, IFG is proud of the efforts that Jessica Powers, Marketing Development/Workplace Consultant, put forth in the competition. She continues to lead our social media efforts at IFG through Facebook and Twitter. Social media provides opportunities for small business owners to network with organizations that we may not have been able to reach otherwise in the past.

Firm joined in 2005 About Marsha Geisert:

In the spring of 1980 I accidentally fell into the Contract Office Furniture Industry. I was asked to work for an Office Furniture Dealer in Hesston where I lived. I was fortunate to work for a very visionary entrepreneur who gave me the opportunity to learn all aspects of running and operating the company. When he sold the company I decided to start my own dealership. IFG was born in January of 1989. I began work from the basement of my home in Hesston with a desk made of some factory defective tops, an IBM Selectric II typewriter, and several boxes of office supplies which had been given to me during one of my first IFG jobs. That job was to find a home for some of the office furniture that Residence Inn owned and didn't need for their relocation to Tallgrass Office Park as a new company that Jack DeBoer had formed. The project manager threw in whatever abandoned office supplies I wanted. Wow! My own typewriter for free - I was elated!! I have worked hard through the years, but I have been blessed with luck, great clients, great products to represent and great Employees. IFG no longer will fit in my

basement or my garage! I am proud to be a business owner in Wichita and feel it is an extraordinary place to live, work, play, and grow a business. I am a native of western Nebraska and grew up on a farm. I find daily that the values I learned there apply to my life. I love to garden, collect antiques, enjoy NASCAR races, but most of all I enjoy my two grandsons.

About Integrated Facilities Group:

IFG provides work place solutions to improve the health, well being, productivity, and work environment for almost any type of company. Anyone who sits at a desk, in a cubical, uses a computer, waits in a lobby, or sits in a hospital room with a loved one, is someone that we can touch and help to improve their experience. Our clients look to us to help plan the most efficient utilization of space, search for and recommend the most beneficial and economical solutions as well as choose colors and styles that will be timeless. We have an experienced staff that knows the IFG mission. They know what to do and they do it. Everyone on our team has been empowered to take the action needed to assure customer satisfaction. We always put the client first. We celebrate 25 years of business this year, and Marsha Geisert, the principal, celebrates 35 years in the industry. Through those years we have worked with major companies throughout Wichita and the surrounding areas.

IFG's Products:

IFG offers a complete contract office furniture and design package from on-site consultation, space planning, product specification, and installation. The retail side, branded "The Backroom at IFG," opened earlier this year. The Backroom was created for those who don't want to sacrifice quality when it comes to needing office furniture quickly. The Backroom has commercial grade task/side/lounge chairs, tables, and office accessories in stock. Please feel free to contact Marsha, Sherri, or Jessica with any office furniture needs. Find us online: www.ifgwichita.com & www.thebackroomatifg.com; Call us: 316-262-1417; Visit our showroom: 125 S. Washington, Suite 200

From Your EWI Wichita Board of Directors

Kim Weprin – Vice President/President Elect



I hope everyone had a nice 4th of July. It's amazing we're this far into summer already. At the end of June Jenny and I traveled to Omaha, Nebraska to attend the Wild West Forum. What a great weekend of learning, sharing and collaborating!

In attendance were representatives from Omaha, Denver, Colorado Springs, Des Moines, Kansas City, our corporate board liaison, Cortney Idhe and Wendy Cowley, Executive Director of EWI Corporate. We had 18 people in total, and we were able to discuss the topics important to all of our chapters: recruitment and retention, programs, fundraising, marketing, social media, corporate support, etc.

Our social media/website/marketing presentation went over VERY well, and everyone was excited to take some of our thoughts and ideas back to their own chapters. They were also very intrigued by our new board director structure and thought it was a great idea. It was very useful to hear outside feedback on our changes this year. We heard from Colorado Springs about fundraising. They have been successful in this area, raising over \$15k annually at a golf tournament. We were able to take away some ideas for our future chapter fundraising efforts.

Cortney spent some time talking to us about the EWI Collegiate program, and how successful Missouri has been. All 8 young ladies from the board will be attending LCAM, which is great news. In addition, at LCAM, corporate will be sharing how our own chapters can reach out to local colleges and universities to try to establish a collegiate program. Very exciting for the Wichita chapter, since we have WSU as a member firm, it would be great to be able to start a collegiate chapter here. She also mentioned a program, in conjunction with Amazon, to raise funds for the corporate B/C/D/P; if you shop on Amazon.com, you can assist by instead going to www.amazonsmiles.com and selecting Executive Women International as your charity. .5% of all of your purchases made through amazonsmiles.com will be donated to the corporate B/C/D/P fund. Amazonsmiles.com is the same Amazon you typically use, it's just set up to record .5% of your sales and send to charity. If you have any questions about how to do this, please let me know, or you may reach out to corporate.

Wendy discussed some of the initiatives corporate is working on currently, including the 400 in 4 campaign, and a plan to find a firm to assist us with growing membership. Everyone should have received the email from corporate explaining the 400 in 4 campaign, but if you didn't see it, please go to www.ewiconnect.com and at the bottom of the main page is a link to the details of the campaign. Everyone can participate, and there are fun prizes! She also mentioned the corporate marketing committee has been working to find a company to assist us with membership retention and growth. I serve on that committee, so I have a bit more information to share, as well. We sent out RFPs to all member firms that are involved in marketing, as well as outside association marketing firms. We received 3 responses from firms wanting to work with us. They submitted their bids and our committee is currently in the process of scoring those to narrow it down to 2 firms. Those 2 firms will be presented to the corporate board and they will choose the one we will hire. Once that process is completed, corporate will share more information about what they will be doing for the organization, how they can help us at the chapter level, and what this means for EWI.

At the end of the day we discussed who would host the next Wild West Forum, and it will be Kansas City. We also chose to move it to the first weekend in November. We felt this would serve leadership better, since it's after LCAM, but more towards the start of chapter leadership's term, allowing for the great ideas and thoughts to be implemented during their terms. The next Wild West Forum will be November 2015, however the intention would be to have a conference call sometime next spring as well. *(Continued on next page)*

From Your EWI Wichita Board of Directors (cont.)

Kim Weprin – Vice President/President Elect (Continued)



A lot of great ideas, new connections to collaborate with during the next year and corporate support made this a very beneficial weekend. Hopefully, with Wild West Forum being in Kansas City next year, many more people will be able to attend. It's definitely worth the time!

Also wanted to put in a reminder about LCAM: We currently have 8 people attending, but welcome as many as possible, so if you are planning to attend, please let me know. Register by July 31 to avoid a late fee. Registration is \$700. If you have any questions please let me know.

Charlene Dreiling – Treasurer



The July Treasurer's report includes these pertinent figures:

Commerce Checking	\$6,568.04
Meritrust Savings	\$26,175.54
B/C/DP:	
Commerce Checking	\$5,669.39
TCK Trust	\$52,963.08
Total	\$91,376.05

Davna Gould – Secretary



Minutes of the May 2014 board meeting were submitted for approval at the June 13, 2014 board meeting held at Wichita State University's Marcus Welcome Center. The Minutes were approved. Minutes of the May Board meeting were submitted on June 18, 2014 to corporate and for posting on the chapter website.

De Nelson – Sergeant-At-Arms



The July Sergeant-At-Arms report includes these pertinent figures:

Active Member Firms (w/Reps) (as of June 18, 2014)	44
Active Representatives (includes 7 Additional Reps)	51
Life Members	18

June Meeting Attendance:

Reps	28
Additional Reps	6
Life Members	1
Executives	1
Guests	—5
Total Attendees:	41

Tami Barker – Program Director



July will be a wonderful event with Executives Night and the presentation of the EWISP and ASSIST Scholarships at Hyatt Regency Wichita.

August takes us to the Petroleum Club for our Annual Meeting and September takes us to a new location, the Oeno Champagne Room, for installation of officers. I hope you have enjoyed the variety of locations our meetings have been held this year. I plan on continuing the new locations in 2014/2015.

From Your EWI Wichita Board of Directors (cont.)

Jessica Emrick – Fund Raising Director



The EWI T-Shirts have arrived and are being paid for and passed out. The letters EWI are spelled out in Rhinestones and “Wichita” is embroidered on the sleeve in our brand colors. If you didn’t order a T-Shirt, it not too late, I did order a few extra so please let me know if you would like one! The cost is \$40 per shirt in sizes small, medium, large and extra large. 2XL and 3XL are \$45.

Congratulations to Tami Barker with Hyatt Regency who held the winning ticket for the 2nd Quarter EWI Fundraiser –Overnight Stay at Flint Hills National Golf Club Lodge!

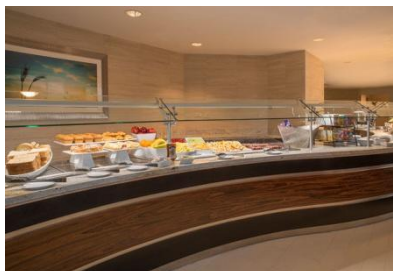
Next Quarter’s Raffle is for an Overnight stay on a Friday or Saturday at the Marriott Tulsa Hotel Southern Hills to include breakfast for two the following morning. Match Play Coupons at the River Spirit Casino located one mile away will be provided, as well as a \$50 gas card.

Local Attractions include:

- River Spirit Casino
- Oklahoma Aquarium
- River Parks
- Sherwin Miller Museum of Jewish Art
- Philbrook Museum of Art
- Gilcrease Museum



Please feel free to sell tickets at \$10/each or 5 for \$40 to your coworkers, family and friends. Need not be present to win. Funds raised will benefit the EWI Operating Budget. Tickets will be sold at the August and September meetings or contact me directly and I will send some to you. (316-613-9201)



Debbie Pfingsten – Communications Director



The communications team has been consistently preparing our message about EWI and what it can do for you and your business. This message is the driver for everything we do. We try to keep our current firms and reps in the know while reaching out to the community at large, sharing with them the EWI story. There are many changes currently taking place on our website (thanks Kim and Marcia!) so be sure to watch for some of those enhancements. Our Social Media platforms are delivering regular, informative messages and we are learning more about these avenues all the time. With so many new communication tools, it’s challenging us to look at reaching new member firms in this way. As always, please feel free to forward anything you feel is relevant for our social media feeds or the website and we will put the information out there for you if appropriate. Thanks for everything each and every one of you do for this organization. We are working to get rid of the phrase – “best kept secret” and turn it into the “best organization around!”

Pat Campbell – Director-At-Large (Foundation)



I hope your summer has been fantastic so far with plenty of warm weather activities and fun! Please plan to add Executive’s Night to your activity calendar – Wed., July 23. Committee members are excited about the announcement of the three 2014 Scholarship recipients.

The Reading Rally, scheduled for Wed., Oct. 1, will be here before we know it. The Rally is an important component of EWI’s focus on literacy, and the children of Colvin Elementary look forward to this each year. The school’s administration & teachers truly do appreciate that EWI has been a faithful partner for so many years. We hope you will be able to participate in some way.

From Your EWI Wichita Board of Directors (cont.)

Dawn Truman – Membership Director



Summer is a time when we are all very busy, but we need YOUR help!

Our goal for our Wichita chapter is to expand our membership to **50 members** in 2014! Each time we add a member to our chapter, we expand our availability of resources for our individual firms to be stronger, more connected and a vital resource for our community.

There are many benefits to being a member of a professional organization like our Wichita EWI Chapter. These benefits are both professional and personal. According to 4C Blog here are the top 10 reasons to join a professional network:

- Broaden your knowledge
- Take charge of your career
- Refer business to each other
- Enhance your network
- Be a leader
- Become a mentor
- Make a new friend
- Give back to the community
- Strength in numbers
- Stay inspired and motivated

From personal experience I can tell you that I have benefited on all facets through my membership in EWI. Help us spread the word about what a great organization we have! Help us help you!

Board Report Recap

Treasurer's Report:

Commerce Checking	\$6,568.04
Meritrust Savings	\$26,175.54

B/C/DP:

Commerce Checking	\$5,669.39
TCK Trust	\$52,963.08

Total	\$91,376.05
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Sergeant-At-Arms Report:

There were 28 Representatives, 6 Additional Representatives, 1 Life Member, 1 Executive and 5 Guests for a total of 41 present at the June 2014 Chapter meeting. With 30 member Firms represented, we had a 66% attendance record.

Membership Report (as of 6/18/14):

Member Firms	44
Firm Representatives	44
Additional Representatives	7
Life Members	<u>18</u>

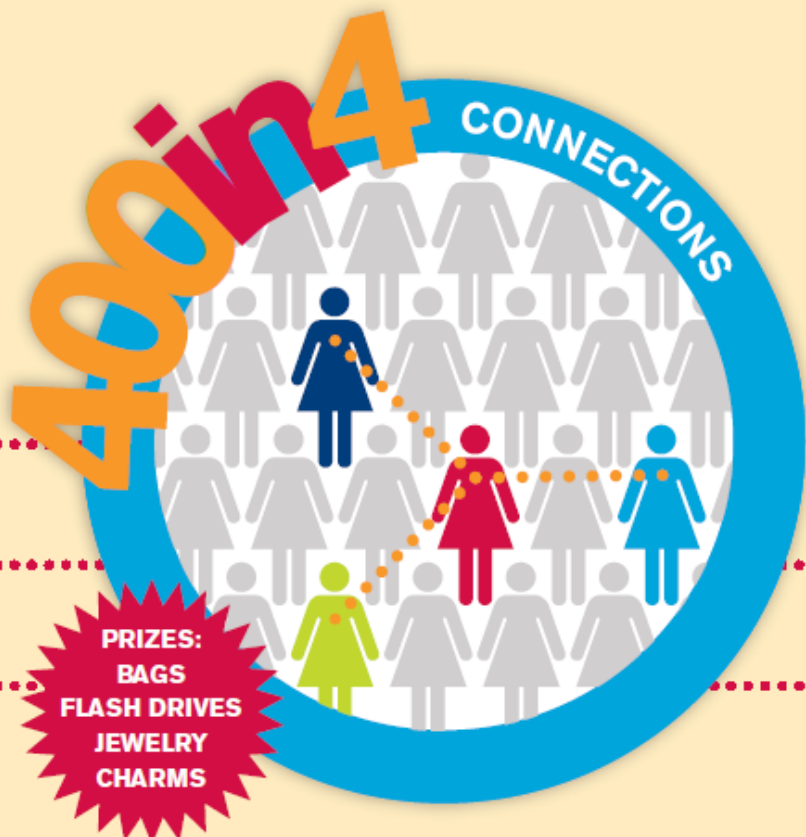
Total Membership	<u>69</u>
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“Did You Read the Connect?” Contest will return in August

***June Winner – Mallory Minor, Star Lumber & Supply
Prize Donated by: Tami Barker, Hyatt Regency of Wichita***

EWI Corporate Recruiting Event

400in4 Membership Campaign



EWI has set an ambitious goal: **Recruit 400 new members in 4 months.** *And we can't do it without you!*

Here's how you can help expand **YOUR** professional network **AND** be eligible to win hand-crafted jewelry and other prizes:

- 1** Recruit new members between June 1 and September 30, 2014.
- 2** Include your name on membership applications under "Recruited by."



For complete information about **400in4**, go to ewiconnect.com/400in4

LIKE **EWI** ON FACEBOOK TO GET WEEKLY RECRUITING TIPS



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@EWIWichita



facebook.com/EwiOfWichita

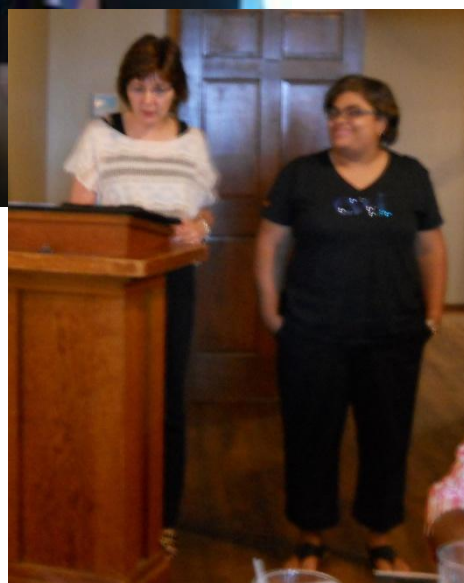


EWI – Wichita

EWI Wichita Chapter Meeting – June 18, 2014 “Women in Investing” with Richard Campbell



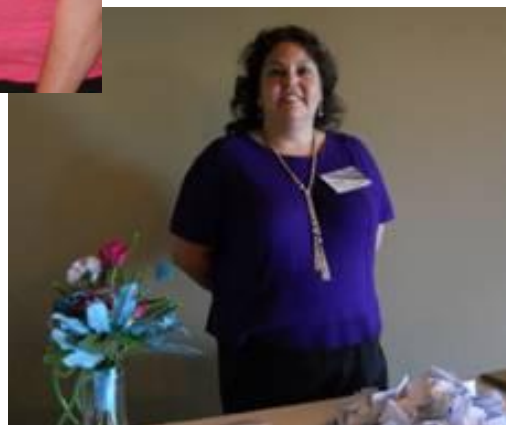
***Richard Campbell & Staff -
Stoutheart Financial Group***



***Carolyn Sayre
Introducing New
Additional
Representative
Mallory Minor of
Star Lumber &
Supply***



***Carolyn Sayre
Introducing New
Additional
Representative
Candace Davis of
Kansas Strong***



EWI Wichita Chapter Meeting – June 18, 2014 “Women in Investing” with Richard Campbell (cont.)



Catholic Charities Harbor House Community Outreach Event July 15, 2014



From Left: Jessica Emrick, Julie Roberts, Teresa Arthur, Theresa Hogan, Gaile Garner, Voneise Kupper (Co-Worker of Julie Roberts), Wendy Glick & Dawn Truman



EWI of Wichita appreciates the support of all of its firms who underwrite its many operational programs. Funds will be used for chapter operations and/or to help pay for marketing materials, provide speaker's logistical support and underwrite speaker fees for our Professional Development engagements.

Please Complete:

Donor Name _____

Address _____ City _____ State _____ Zip _____

Phone _____ Fax _____ Email _____

Contact Person _____ Title _____

Authorized Signature _____ Date _____

I am pleased to support EWI's ongoing operations by pledging support in the amount of:

Platinum \$1,000+

Recognition includes:

Prominent executable logo link on EWI of Wichita website for 6 months
10 social media mentions over 3 month period
Devoted page in presentations at chapter meetings for 3 months
Devoted page in Executive Night presentation
Prominent display in the EWI CONNECT newsletter for 3 months
Recognition on tabletop displays at chapter meeting for 3 months
Verbal recognition at next 3 monthly events

Silver \$500-\$749

Recognition includes:

Prominent executable logo link on EWI of Wichita website for 6 months
3 social media mentions through July 30
Listing in presentations at chapter meetings for 3 months
Recognition in EWI CONNECT newsletter for 3 months
Recognition on tabletop displays at chapter meeting for 3 months
Verbal recognition at next 3 monthly events

Gold \$750-\$999

Recognition includes:

Prominent executable logo link on EWI of Wichita website for 6 months
5 social media mentions over 3 month period
Prominent display in presentations at chapter meetings for 3 months
Devoted page in Executive Night presentation
Recognition in EWI CONNECT newsletter for 3 months
Recognition on tabletop displays at chapter meeting for 3 months
Verbal recognition at next 3 monthly events

Bronze Level \$100-\$499

Recognition includes:

Listing on EWI of Wichita website for 6 months
Social media mention
Listing in presentations at chapter meetings for 3 months
Recognition in EWI CONNECT newsletter for 3 months
Recognition on tabletop displays at chapter meeting for 3 months

Checks should be made payable to "EWI of Wichita"

Please mail completed donor form to:

Charlene Dreiling
2013/2014 Treasurer
AGH LLC
301 N Main Suite 1700
Wichita KS 67202