Can you believe that it is November already? Autumn is a favorite time of the year...the crisp, cool air lets you know that change is on the way....So it is with EWI.

What a great way to celebrate change...Firm night at WSU! Thanks to WSU and WSU Foundation for hosting us on October 23, in the beautiful Marcus Welcome Center on campus. EWI representatives Pat Campbell and Pam Fullinwider planned and executed this event showcasing their firms and featuring their executives, Dr. John Bardo and Dr. Elizabeth King. Dr. Bardo is definitely biased for action and change. How inspiring for all of us at EWI!

Thanks to all of you who gave special attention to our new and prospective members at the October meeting. There has been positive feedback from all who attended as guests—and we already have one confirmed new member! While Dawn Truman, J.P. Weigand & Sons, may be the membership director, WE are membership and are vitally essential to the success of EWI. Be proud of EWI or be involved in making it something you are proud of. Think about your fellow business professionals who may be a great fit for EWI, and bring a list of them to November’s meeting. If your relationship is more than professional and you are friends, please let Dawn know so you can be tagged to help us cultivate a relationship that results in a new member firm. Remember that there is protocol to follow when officially approaching potential members—so please leave that to the professionals on the Membership Retention and Recruitment Committee.

Speaking of committees, thanks to all of you who are willing to step up and chair a EWI committee this year. We are blessed to have many executive women take roles in leadership, and work to make EWI – Wichita a respected and impactful organization in Wichita. All representatives will be assigned committees for service, and we hope that all embrace the opportunity to make difference.
President’s Message (continued)

With the end of Daylight Savings Time on November 3, our evenings will seem less stressful and more serene – just in time for the hectic holiday season. Take time as you start the season to reflect on the best things in life - the memories that molded who you are today; people who put purpose and excitement in your future; and those who contribute to the quality in your life each and every day. In the same light, never underestimate the impact that you have on others around you each day.

Try each and every day to give the joy of a smile to a stranger this holiday season. Don’t surrender to the hustle and bustle. Plan early, execute like the professionals you are and make and take the time to create next year’s memories for your families!

2014 Dues Update

<table>
<thead>
<tr>
<th>Membership Category</th>
<th>Fee</th>
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<tr>
<td>Admission Fee for New Members:</td>
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<tr>
<td>Annual Representative Fee 1st Rep</td>
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<tr>
<td>Life Member Annual Fee Status Changes &gt; 12/31/13</td>
<td>$ 25.00</td>
</tr>
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MEMBER FIRM NEWS......

CPA and advisory firm Allen, Gibbs & Houlik, L.C., has earned recognition in two separate competitions related to being an employer of choice.

Nationally, the firm was named in September as one of the 2013 100 Best Accounting Firms to Work for in the country, an award from Accounting Today and Best Companies Group designed to identify, recognize and honor the best employers in the accounting industry. AGH had also been named to this top 100 group in 2011.

Locally, AGH has been named one of seven large employers who are finalists for the Wichita Business Journal’s Best Places to Work awards.

Congratulations!

Chapter Meeting Dates

November 13, 2013
Rolling Hills Country Club

December 11, 2013
Wichita Marriott
**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 America
Commerce Bank
Dress for Success
Giant Communications
High Touch Technologies
Hyatt Regency Wichita
Integrated Facilities Group
imageQuest
J.P. Weigand & Sons, Inc.
Juhnke, Campbell and Associates
Kansas Strong...The Kansas Oil & Gas Res. Fund
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
Schaefer Johnson Cox Frey Architecture
Sedgwick County Zoo
Spirit AeroSystems, Inc.
Star Lumber & Supply, Inc.
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 Children’s Home
Wichita Metro Chamber of Commerce
Wichita Marriott
Wichita State University
Wichita State University Foundation
Wichita, City of

*M42 Member Firms*
*M42 Representatives*
*M7 Additional Representatives*
*M18 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
Marlana Morris
Sandra Richardson
Marilyn Richwine
Vicky Sanders

**NOVEMBER BIRTHDAYS......**

Martha Linsner 11/5
Helen Nicoli 11/13
Tammy Voth 11/13
Jamie Hunt 11/14
Teresa Arthur 11/15
Jennifer Stephens 11/18
Davna Gould 11/20
Pamela Woodside 11/28
Executive Corner – Leadership Advice

When asked the question....

“What advice would you give someone going into a leadership position for the first time?”

“First, I would offer my congratulations! I believe that this is always in order when a person is promoted into a leadership position for the first time. I would also wish them well, hoping that they enjoy the opportunity.

What further advice that I might offer really depends on my role. For example, one of our G-4 family members was just promoted into a leadership position for the first time, and these are a couple thoughts that I passed on from more of a “mentor” position.

I expressed my belief that strong leaders have the ability to leverage their talents among a broader team, rather than just what an individual might produce by themselves. The bigger, more challenging the team, the greater this leverage becomes. Leadership is not for everyone. But for those who are very good at motivating, coaching and leading, their rewards can be significant.

I would also suggest that there be a clear understanding your role and expectations. Perform it well. Understand what is required for more responsibility. It will likely include being competent, versatile, producing quality on time, and the ability to solve issues quickly. Make it happen!

And finally, I would suggest that new supervisors always follow the "golden rule", that is to always treat your team and all the teams around you with respect and the way that you would like to be treated. Start off on the right foot, play the game correctly, and you'll be glad that you did!”

About Star Lumber & its Products & Services:

Star Lumber is a private family business, founded in 1939 by Earl Goebel. Current consolidated sales are $106 million with about 320 employees distributed throughout Kansas and Oklahoma. Approximately 90% of sales are to professional contractors. Star’s primary activities include sales, manufacturing, installation and distribution of building materials and flooring products. Our three operating groups include Building Materials, Flooring & Decorating and Perfection Structural Components, LLC. Star has facilities in Wichita and Manhattan, Kansas, as well as a flooring operation in Oklahoma City. As a "sister company" Star Lumber Leasing, LLC owns and leases an array of Star properties and other related outside investments.

Although Star's primary focus is marketing to professional contractors, Star's retail focus is targeted at home projects. Our strength comes when retail customers want similar high quality products and services as the pro. For example, Star would enjoy the opportunity to earn your business if you are considering a flooring project, kitchen remodel, window replacement, basement finish, exterior deck or some other project that is similar to what we furnish to the pros on a daily basis.
We’re already in November? Hard to believe! Heading into this month I will be working with Jenny Stephens and Helen Nicoli to begin the process of rewriting the chapter’s standing rules based on the new strategic plan. We have our first meeting scheduled and I am looking forward to the process.

During the month of November I plan to reach out to the Wild West Forum members and update myself on where things stand for this year. I will be keeping the chapter updated as I find out any information.

Kim Weprin –
Vice President/President Elect

The November Treasurer’s report includes these pertinent figures:

- Commerce Checking: $12,174.12
- Meritrust Savings: $5,166.50
- B/C/DP:
  - Commerce Checking: $530.54
  - TCK Trust: $50,568.03
- Total: $68,439.19

Charlene Dreiling –
Treasurer

Minutes of the September 2013 board meeting were submitted for approval at the October 18th board meeting held at the Hyatt Regency Hotel. With corrections, minutes were approved. Minutes of the September Board meeting were submitted on November 6, 2013 to corporate and for posting on the chapter website.

Davna Gould –
Secretary

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

Active Member Firms (w/Reps) 41
(as of October 13, 2013)
Active Representatives 48
(includes 7 Additional Reps)
Life Members 18

October Meeting Attendance:
- Reps: 29
- Additional Reps: 7
- Life Members: 5
- Executives: 12
- Guests: 16

Total Attendees: 69

De Nelson –
Sergeant-At-Arms

The November Treasurer’s report includes these pertinent figures:
I am excited to announce a new member to our Wichita chapter of EWI. Sunflower Travel has joined our chapter effective November 5th. Devin Hansen, President of Sunflower Travel is their executive and Laurie O’Leary, travel consultant, will be their representative. Sunflower Travel began their business in 1986. They are currently located at 1223 N. Rock Road, Bldg. 6, Wichita, KS. They can be reached at 316-634-1700. Please check out their website at www.sunflowertravel.com to find out ways they may be of service to your firm. Laurie has over 30 years of experience in the travel industry at both the corporate and personal levels. Laurie and her husband John live in Benton, KS and has two grown sons and a beautiful daughter-in-law. Please help me welcome both Devin and Laurie to the Wichita chapter of Executive Women International.

The November meeting will take us to Rolling Hills Country Club, 223 S. Westlink Drive, which is on Maple between Tyler & Maize Road. This meeting will be an opportunity for 4 of our committees to brainstorm the upcoming year and develop strategies. The menu for this meeting will be a wonderful dinner buffet featuring the following:

- Tossed Garden Salad
- Southern Style Fried Chicken
- BBQ Hot Links
- Cole Slaw
- Potato Salad
- Mashed Potatoes with Country Gravy
- Warm Biscuits
- Dessert

Looking ahead: Holiday gathering on December 11th at the Wichita Marriott.

We are off and running! I am excited to have our Committees in place and look forward to working with all of them as we move EWI Wichita forward. As we get started on our vision for this year, I want to first thank Jenny Stephens for putting so much thought into choosing our committee members so we can further develop our new structures. I am happy to report Teresa Arthur is taking the reins of our Chapter Connect newsletter and will keep us informed each month. Please provide her with any important information that might need to be shared with the Chapter. Marcia Miller is the Website Chair and will work on transferring all our information from the old site to the newly developed website. We will continue developing this online communication tool to better serve the Chapter. Thank you Marcia for getting us off to a great start! This is such an important link for our representatives. All committees under this newly developed Communications Director role are in the process of meeting and discussing how to best make others aware and informed about our EWI Wichita Chapter. That’s our goal and I’m very confident with this team of representatives, we can expect some really great things!

Dawn Truman – Membership Director

Debbie Pfingsten – Communications Director
Jessica Emrick – Fund Raising Director

As the Fundraising Chair, my two main goals this year are:

1) Creating fundraising opportunities that will attract income from sources other than EWI-Wichita firms and representatives.

2) Increasing corpus in the EWI Foundation with a targeted event for its benefit.
   (Fundraising – Jessica; EWI Foundation – Pat)

My committee and I have set the dates for the EWI Foundation fundraisers which will be in March and May, 2014.

We will also have a prize drawing each quarter benefitting the EWI Wichita operating budget. Tickets will be sold at each meeting with the first drawing in February, 2014.

Looking ahead.....With the Holidays fast approaching, we are planning an “Ugliest/Prettiest Holiday Sweater” and “Cutest Pet” Contest/Fundraiser for the December 11th meeting! An entry form will be at each place setting at the November meeting or you can contact Jessica Emrick at jessica.emrick@wichitamarriott.com to obtain a form.

The Fundraising Committee is very excited about these new Fundraising Activities and hopes all of you will Participate! I will speak briefly about the Fundraisers at the November meeting and am happy to answer any questions!

Pat Campbell – Director-At-Large (Foundation)

The Director at Large (EWI Foundation) is a new board position and assigned to oversee the ASIST and EWISP Scholarships and the Reading Rally. These are the three EWI Wichita sponsored programs that are viable due to the funds raised by the chapter.

Marcy Ray, Wichita Children’s Home will chair the EWISP Committee, Mona Kepley, United Way of the Plains will chair the ASIST Committee and Pam Fullinwider, WSU Foundation will chair the Reading Rally.

The committee plans to meet near the end of November to set goals and determine best-practices. The committee is interested in determining how to best accomplish the utilization of its funds for its scholarship and literacy programs.

Possible changes will be discussed:

- Awarding the ASIST and EWISP scholarships at the same meeting.
- Awarding the scholarships at Executive Night so that the executives can see what their support is doing for members of the community.
- Meeting with the principal of Colvin Elementary to see if changes are needed in the program in order to more effectively meet the needs of the students.

Expect a great year!
Executive Women International (EWI) brings together key individuals from diverse businesses for the purpose of: promoting member firms; enhancing personal and professional development, and encouraging community involvement.
Wichita State University Firm Night – October 13, 2013

Seated from left: Dr. John Bardo, Deborah Bardo
Standing from left: Donna Jestmore, Pat Campbell, Dr. Elizabeth King & Julia Lee

From left: Julia Lee, Donna Jestmore & Dr. Elizabeth King

From left: Connie Velghe & Carol Schwarz

From left: Laurie O'Leary with Sunflower Travel, Dawn Truman with J.P. Weigand & Sons, Blessy Abraham with Kansas Leadership Center & Candace Cottner with Global Aviation Technologies

Wayne Chambers of High Touch visits with Dr. John Bardo of WSU
Professional Development
Upcoming Webinars

Speak Your Truth to Stress Less
**Date:** Tuesday, November 12, 2013  
**Time:** 3:00 pm ET  
**Presenter:** Colette Carlson

The truth is too many women feel emotionally and physically spent trying to be everything to everyone. Collapsing on our pillow, wondering where the day went, we beat ourselves up that we didn’t get more done, and then we start tomorrow’s list. Walk away from this webinar inspired to make positive long-lasting change. Laugh out loud and stress less as you learn how to:

- Eliminate unrealistic expectations and speak your truth
- Replace multi-Tasking with multi-Asking
- Understand the difference between time management and YOU management
- Seek connection over perfection Dare not to compare – embrace the power of authenticity and acceptance

Colette Carlson is a funny human behavior expert and founder of Speak Your Truth, Inc. She inspires audiences worldwide to Think It! Speak It! Live It! – maximize relationships, revenue, and results by speaking your truth in your thoughts, words, and actions. Whether she’s opening for Suze Orman, being featured in Success and Working Mother magazine, or speaking to Fortune 100 companies, Colette brings wit and wisdom to every program.

**Toll Free:** 1-877-204-3718  |  **Direct Dial:** 1-303-223-9908  |  **Access code:** 3552800  
**Register at:** EWICoect.com

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Positive Intelligence
**Date:** Tuesday, December 3, 2013  
**Time:** 3:00 pm ET  
**Presenter:** Lori Giovannoni

There continues to be an ever growing body of work that points to the power of being positive and the potential for happiness. Join Lori as she brings you the latest in the field of Positive Intelligence. A great topic for the holiday season yet directly applicable to your work life and your productivity. A great kickoff for the year to come.

**Toll Free:** 1-877-204-3718  |  **Direct Dial:** 1-303-223-9908  |  **Access code:** 3552800  
**Register at:** EWICoect.com
Did You Read the November Connect?

If so, you could be eligible to be entered into a drawing at our November meeting!

Here’s how it works:

1. Print this page

2. Enter your name here: __________________________

3. Bring with you to the November meeting to be entered into a prize drawing!

EWI Wichita Holiday Brunch

Saturday, December 7th from 10 a.m. – Noon

12817 W. Alderny

RSVP by December 3rd to Rhonda Fullerton:

644-5984 or rkfullerton@cox.net