

COTTAGE GROVE AREA

# Women in Business

connect

learn

grow

*Connecting Without Borders*

Women Empowering Women

November 2017



Katie Zess

Join us at our next meeting:  
**November 17, 2017 at 7:45 am**  
Cottage Grove City Hall, 12800 Ravine Parkway, Cottage Grove

A program of the Cottage Grove Area Chamber of Commerce

**NOTE: NO WiB MEETING IN DECEMBER!**

**In this issue**  
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**Next Meeting:**  
*Jan 19 2018*  
*Ursula Mentjes*  
  
**NO DECEMBER MEETING**

**Social Media Marketing**  
is the topic of our November meeting, presented by Katie Zess of Renewal by Anderson.



From the Women in Business planning team and the Chamber office, have a blessed holiday season. There is no WiB meeting in December.  
Our next meeting will be January 19, 2018. Ursula Mentjes will present an interactive workshop,  
**“The 7 SALES BLOCKS THAT KEEP YOU STUCK IN SCARCITY AND HOW TO SHIFT THEM!”**  
Most entrepreneurs and sales professionals struggle to reach their sales goals on a monthly basis, usually getting stuck in the same place. If you are ready to get to the next level—and let go of what’s been stopping you—then get ready to make a change! Ursula shares the seven sales blocks that keep you stuck in scarcity and what you can do to release them. This interactive and engaging presentation will demonstrate:  
\*Why limiting beliefs and fears keep you right where you are \* The power of intention in everything you do \* The importance of creating a powerful sales conversation \* Why you must have a sales formula that works  
This presentation is for experienced Sales Professionals and Entrepreneurs as well as those just getting started in business. An excellent topic to jump start a Sales Team, Group or Individual..  
In order to ensure enough materials for all participants, please RSVP this event on our webpage: [wibcg.com](http://wibcg.com).

**November  
Coffee Sponsor**

**Arlene and Courtney Meyers**



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# Meeting Information



## Meeting Agenda

**7:45—8:00 am**  
Open Networking

**8:00—8:20 am**  
Members & Guests 1 minute  
Commercials

**8:20—8:30 am**  
Special Announcements  
and speaker Introduction

**8:30-9:15 am**  
Speaker Presentation

**9:15-9:30 am**

## Upcoming Speakers, Greeters, Sponsors

### November

Katie Zess, Speaker  
Heather Bierbrauer, Welcome Table  
Arlene & Courtney Myers, Coffee Sponsor

### December

No meeting

### January 2018

Ursula Mentjes, Speaker  
Arlene & Courtney Myers, Welcome Table  
Dr. Megan Eckdahl, Coffee Sponsor

## WiB Community News



Support our local food shelf, Friends In Need, at the Holiday Train on December 9, 5:15-6:45 pm.



Submit news about your business by the 5th of each month to [office@cottagegrovechamber.org](mailto:office@cottagegrovechamber.org)

## Upcoming Events



### 15th Annual Holiday Train

**Dec., 09, 2017 | 5:15 pm - 6:45 pm**

Holiday Train will stop in Cottage Grove on Saturday, Dec. 9, 5:30 p.m. along West Point Douglas Road, just south of the 80th Street Bridge/Belden Crossing (across from the Youth Service Bureau)

**December 7, 2017 | 7:00 am– 9:00 am**

Chamber Holiday Breakfast featuring keynote speaker Jermaine Davis

**December 12, 2017 | 5:00 pm - 7:00 pm**

Chamber Networking After Hours at Eagle Bar and Grill (River Oaks).



## NEW MEMBERS

Camie Quigley Wells Fargo Bank

Holly Schmitt Anchor Bank

## 2018 Speaker Calendar

January 19

Ursula Mentjes Sales Coach Now

February 16

Melissa Sonsalla Energy Leadership

March 16

Alissa Daire Nelson From Frustrated to Frickin Awesome

April 20

Mary Albright Why They Buy

May 18

Linda Fliss Twin Cities Life Coaching

June 15

Summer Format

July 20

Summer Format

August Social Event

TBD

September 21

Jasmine Brett Stringer Seize Your Life

October 19

Mary Schmid Financial Topic

November 16

Chris Heeter Because the World Needs a Lot More Wild

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## Membership

And the winner is....

Holly Schmitt



Designer sunglasses donated by Cottage Grove Eyecare.

Your first meeting is free, additional meetings are \$10. Membership is \$75 for non-Chamber members and \$50 for Chamber Members.

Use the FREE PASS for yourself, or invite a business woman you know to our next WiB meeting.



Member applications are available at every meeting or as a download at our website at [www.wibcg.com](http://www.wibcg.com)

## Become the Coffee Sponsor

Cost: Coffee! Coffee sponsors have their logo on meeting promotional materials and have a 3-minutes commercial spotlight at the meeting. Please bring coffee for about 25 people. (A snack is optional.) Sign up sheet is available at each meeting.

## In the spotlight...

**Name:** Arlene Myers

**Business:** Thrivent Financial **Years in Business:** 20+

**Describe what you do in 3 sentences or less:**

As a Certified Financial Planner, I work with my team to help our members be wise with money, live generously and make a difference in their communities. I specialize in working with folks who want to know that they are on track to meet their financial goals. Working with pre-retirees and retired clients is a primary focus of my business.

**Why I love Women in Business:** Spending time with other professional women.

**On a day off you'll find me:** at my lake home enjoying nature, friends and family.

**People would be surprised to know:** I am a farm girl and milked cows as a teenager.

**Awesome deal or promotion you'd like to share with the group:** Complimentary financial and investment analysis (arlene.myers@thrivent.com)



We'd like to get to know you better and feature you in our monthly newsletter . Share about your business, you and a feature promotion you'd like to pass on to our members. Fill out a "Spotlight" form and return to Laurie Levine or other committee member. Send a photot (selfie or jpg headshot )to laurie@keechmedia.com to accompany your spotlight article.

**Cottage Grove Area Chamber of Commerce  
Women in Business**

8617 West Point Douglas Rd  
Cottage Grove MN 55016

## Connect with us

wibcg.com



Do you have something you want to share in the newsletter? Send a pdf to the newsletter editor by the 5th of each month by using the email: office@cottagegovechamber.org Please put WiB newsletter in the subject line.

Newsletters are sent out via email on the Wed. prior to each meeting.  
Current editor:  
Barb Forthun

PLACE  
STAMP  
HERE