

COTTAGE GROVE AREA

Women in Business

connect

learn

grow

Connecting Without Borders

Women Empowering Women

December 2017



Join us at our next meeting:

January 19, 2018 at 7:45 am

Cottage Grove City Hall, 12800 Ravine Parkway, Cottage Grove

A program of the Cottage Grove Area Chamber of Commerce

Happy New Year! Be sure to register for Jan. meeting!

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Next Meeting:

Feb 16 2018
Melissa Sonsalla
Business Coach
Energy Leadership

Don't miss our next meeting, January 19, 2018. Ursula Mentjes will kick off 2018 with an interactive workshop, "The 7 SALES BLOCKS THAT KEEP YOU STUCK IN SCARCITY AND HOW TO SHIFT THEM!"

Please RSVP on our website: wibcg.com today! We want to ensure that there are materials available for all participants.

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.

ONE MINUTE COMMERCIAL TIME REDUCED! Based on the projected participation for January, please reduce your Commercial Introduction to 45 seconds or less to facilitate everyone introducing themselves and our business and to have enough time for our speaker to give her full presentation. See format inside.

January
Coffee Sponsor



Dr. Megan Eckdahl
Oasis Chiropractic

Would you like to be a co-sponsor with Dr. Megan? Please email Laurie at laurie@keechmedia.com or Barb at barbara-forthun@gmail.com to partner with Dr. Megan.





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

January

Ursual Menthes, Speaker
Arlene & Courney Myers, Welcome Table
Dr. Megan Eckdahl, Coffee Sponsor

February

Melissa Sonsalla, Speaker
Welcome Table
Coffee Sponsor

PLEASE NOTE—ONE MINUTE COMMERCIAL FORMAT CHANGE—PLEASE NOTE

Due to the anticipate attendance at our January meeting, based on early RSVPS, please reduce your commercial announcement. In the interest of giving our presenter as much time as possible, we are requesting that you plan 30-45 seconds for your commercial. Please practice and time it. We appreciate your effort. Please see a basic commercial format below. Thank you, all!

Women in Business One Minute Commercial Format

Begin with :

- ◇ Name
- ◇ Company/Business
- ◇ Tag Line (short and catchy) (This should stay the same so others start to recognize it)
- ◇ Introduce a product or service you want to highlight at this meeting (event coming up, new product or special promotion, etc.)
- ◇ Who is your perfect referral this week? (Specific enough to make us automatically think of someone we may know.)
- ◇ My perfect referral is...

THANK YOU FOR ACCOMMODATING THIS CHANGE!

End with (same as Begin with):

Name	Company/Business	Tag Line (short and catchy)
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Upcoming Events

WiB Community News

Submit news about your business or a community event by the 5th of each month to

office@cottagegrovechamber.org

February 8, 2018 from 3:30 - 5:00 p.m., Spangler and de Stefano, PLLP will be co-sponsoring the first Planning for Life Series in 2018 at the Minneapolis Women's Club. The topic will be "The Sandwich Generation: Caring for Minor Children and Elderly Parents." The featured speaker is Susie McGregor-Huyer, RN with MH Consultants.

There is no cost to attend. Light appetizers will be served. RSVP to evon@spangleranddestefano.com.

February 28, 2018

Evon M. Spangler and Perry M. de Stefano will be speaking at the Cottage Grove Area Chamber of Commerce luncheon on "The DIY (Do-It-Yourself) to RIP (Rest in Peace) Business Owner: From Startups Through Business Succession."

Please contact the Cottage Grove Area Chamber of Commerce for location details, the time of the event, and the cost to attend.

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

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.



Name: Beth Picha
Business/Position: Financial Advisor

Years in Business: 1



Describe what you do in three sentences

or less: Help my clients create piece of mind for their financial futures

What do you like best about your company/position?

Impacting my clients in a meaningful way that can truly change the trajectory of their financial future. Seeing my clients grow and being alongside them through all stages of their life

Where do you see yourself in five years? In the same position with a growing practice which will allow me to expand my passion for community outreach.

My perfect referral is.. A small/mid business owner who is starting out and looking to ensure they are properly protected or looking to take that leap into offering benefits for their employees. Families who have recently experienced change such as college graduation, a wedding, a new little one, or a job change. I also love to work with female professionals in all capacities who care about others in their life, have economic potential and are "ripping the laces off the ball" in their career.

One area of business where I could use support... connections and opportunities to connect during the day

Why I love Women in Business... Women truly uplift other women. I am very motivated by other successful females and they push me to embody my potential



Name: Jessica Aubel

Business/Position: American Family Insurance / The Pallais Agency Insurance Agent & Office Manager

Years in Business: 6

Describe what you do in three sentences or

less: I protect people's dreams with Auto, Home, Business, and Life Insurance.

What do you like best about your company/position? I appreciate the expertise my company brings and the flexibility to work with many different products to provide Insurance protection.

Where do you see yourself in five years? I see myself helping more people and businesses with their Insurance and providing each of them more coverage.

My perfect referral is.. a person or business that can appreciate the service and dream protection I can provide.

One area of business where I could use support... Business Insurance referrals, I offer many different types of polices to protect many different types of business insurance needs.

Why I love Women in Business... It's great to be a part of a Professional Group of Women with the same common goals!

On a day off you'll find me... on my boat on the St. Croix River with my family and friends.

People would be surprised to know.. that I lived in Okinawa, Japan for 4 years.

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Membership

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 downloaded at our website at www.wibcg.com.

We'd like to get to know you better and "spotlight" you in our monthly newsletter. Share about yourself, your business, 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 photo (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:
Dr. Megan Eckdahl
Oasis Chiropractic

PLACE
STAMP
HERE