

NJAWBO — Use it Wisely!

A strong drive has been organized by our Tri-County chapter to grow the membership and the success of that effort is obvious. Reach out to our new members even if you're a new member yourself because, in time, we'll all be friends. That's but one of the many advantages of membership in NJAWBO – strong friendships and alliances are formed! Remember, people prefer to do business with people they know!

We come to our NJAWBO meetings for so many reasons, among them getting to know others. We all know people prefer to do business with people they know, and this is a fabulous venue to get to know other professionals. As we get to know each other, we can spread the word by offering referrals to others outside of our group. But when passing on "word of mouth" recommendations, it is essential that we all exhibit a strong degree of professionalism.

KEY AMONG THOSE ACTIONS ARE:

- **BE YOURSELF** - believable, approachable and sincere
- **BE ACCOUNTABLE** – do what you say you will do and show true concern and interest in others
- **BE CONSISTENT** – grow your business with a plan, not a drop in the bucket idea and then flitting off to another without developing and continuing the initial one
- **BE A TEAM PLAYER** – show you care and become involved
- **BE GENEROUS** – give of yourself on a volunteer basis in the spirit of kindness ... it comes back many-fold
- **BE APPRECIATIVE** – and show it: show gratitude for the interest others show in you and your company
- **BE TRUSTWORTHY**– keep your word and operate all areas of your life with complete integrity
- **BE CLEAR** – know your own strengths and don't mislead others by trying to be all things to all people

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NEW Tri-County Board

The new board of Tri-county chapter has been installed and LIZ CRUZ-KAEGI is in place as our new president. Liz has strong leadership and organizational skills as well as a new and fresh outlook to offer. We all want to wish her well as she leads us to further successes.

Happenings

Spring raced past us and here we are going smack into summer. A lot of good happenings have occurred during this passage of time. NJAWBO presented their state conference in Edison, NJ. A lunch and interesting speaker, Shar McBee, author of "To Lead is to Serve – How to Attract Volunteers and Keep Them" shared with us her secrets of successful business by living a life of service.

Notable at Tri-County Chapter

Speaking of Presidents, our past president, **GWEN FAULKNER**, has been honored with the Woman of the Year award given by Miles Technologies. Our

- **BE COMMUNICATIVE AND CUSTOMER ORIENTED** – stand behind your products and services
- **BE INNOVATIVE AND HAVE FUN** – spice up your marketing approach and plans so that you bring new and fresh ideas to your clients and associates and alliances

Many of you are cheating yourselves by not taking advantage of the many offerings of our chapter during the month. NJAWBO isn't just about a once-a-month dinner and speaker. In an effort to help all our members and help ourselves get to know more people, our chapter offers a networking lunch once a month, a book club and, in September, a breakfast meeting. Remember, people like to do business with people they know and NJAWBO is providing you with the vehicle to make those alliances and acquaintances and friendships.

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sincerest congratulations to Gwen and to Miles Technologies for recognizing the force behind her pretty face!

LINDA TAPP, President of Crown Safety, has been recognized and honored by The American Society of Safety Engineers with the Safety Professional of the Year award. This award is given to the most outstanding ASSE member for accomplishments and contributions in the field. The award was presented to Linda at their convention in Orlando, FL in June. Linda is only the 2nd woman to have ever received this award. We are quite proud to have such an honoree in our midst! Congratulations to Linda !!!