

NIKE

NEW YORK STATE women, INC.



NYS Women, Inc.

Our Mission

To build powerful women professionally, personally, politically through advocacy, education and information.

Our Vision

To be the leading advocate for working women.

NIKE

The official publication of
New York State Women, Inc.

VOL. 60 ■ ISSUE 1 ■ SEPTEMBER 2010

**Celebrating
the 90th
Anniversary
of Women's
Right to Vote**



Cover Story: page 5

Susan B. Anthony voted in the 1872 presidential election and was arrested for committing a crime - illegal voting.

Dated Material — Deliver Promptly

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- World Not for Visually Impaired.....page 17**
- Understanding New Overdraft Law....page 18**

President's Letter

Communications, leadership, networking...

-from Mary Ellen Morgan



Welcome to New York State Women, Inc. Our organization met some tremendous challenges this past year. The executive committee, district directors, assistant district directors, past state presidents, standing committees, special committees, chapter presidents, and members have stepped up to the helm, and our generations have blended together to create positive goals for our group.

What an awesome experience for our "first" NYS Women, Inc. Conference 2010! It was a true example of "Together Everyone Achieves More." District VIII members were excellent hostesses. A BIG "thank you" to District Director Ramona Gallagher, Assistant District Director Donnie Hover, Conference Chair Carol Wilder, and Conference Co-Chair Susan Mager. Diane Illig did a tremendous job with registration and Linda Przepasniak presented a lovely conference book. The technology was handled by our own "tech guru," Renee Cerullo. Thank you to all who donated clothes to the Everywoman Opportunity Center, a not-for-profit agency that helps women achieve personal and economic self-sufficiency.

The workshops provided many new ideas to motivate us to grow. I especially liked Larry Mietus "Why Should Anyone Follow Your Lead?" and the key components of his remarks: create meaning, foster understanding and develop self. How unique it was to see so many Past State Presidents receiving membership award certificates. It was a pleasure to see Dewey Dobson, Dorothy Mangano and Betty Lamonaco. A special thank you to Debra Carlin, Betty Drislane, Vi McKaig, and Elisa Serfass for the fantastic awards presentations. Two hundred membership certificates were presented this year. It was also exciting to see 10 first timers at our Conference.

It was a productive Conference: changes to the bylaws and the 2010/2011 budget were passed. The proposal to join the BPW/Foundation was voted down – NYS Women, Inc. will continue to grow as its own organization. Personal and Professional Development programs will move forward.

Welcome to our officers for 2010/2011: Past State President Neale Steiniger, President Mary Ellen Morgan, President-Elect Patricia Hendrickson, 1st Vice President

Susan Mager, 2nd Vice President Elisa Serfass, Secretary Cindy Welcher, Treasurer Laurie Livingston, and Parliamentarian Clare Sullivan. Linda Provo will chair and Theresa Fazzolari will be vice chair of the 2010/2011 nominating committee. Please let them know if you are interested in running for an office or if you know someone you would like to suggest for an office.

Members attending Conference selected three possible logos from a range of designs and – as you no doubt have discovered on the front cover of this issue of *NIKE* – our legal advisors have given us the go ahead on the top-voted choice. We have our new logo!

Betty Drislane presented Past State President Linda Provo with her History for 2007/2008. President Morgan handed out new New York State pins at the conference. (*Additional pins can be purchased from Corporate Incentives, P.O. Box 1265, Binghamton, NY 13902 – call 607-724-6941.*)

This year marks an important turning point in history for women. The first American Women's Rights Convention was held 162 years ago at Seneca Falls, then after 70 years of struggle, protest and advocacy, American women received the right to vote. The year 2010 is the 90th anniversary of this momentous milestone. The National Women's Hall of Fame will hold several celebrations. Encourage your chapters to hold programs on voting; the right to vote is a right *all* women should take seriously.

A person to watch this year is U.S. Senator Kristen Gillibrand, who addressed a Boy Scout troop during a recent tour of the Southern Tier Food Bank Warehouse. Senator Gillibrand announced new legislation to reduce wasteful spending, to protect taxpayers and preserve Medicare and Medicaid services for seniors and state residents. She brought attention to the fact that Medicare and Medicaid fraud have cost the New York State taxpayer more than \$5 billion each year.

As NYS Women, Inc. moves forward, let's remember we have a strong positive history to preserve. Let's build and develop an even stronger history. Communications, leadership and networking can only

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Calendar of Events

2010

September

- 14 Primary Day
- 15 Deadline: *Communicator*

October

Women's Herstory Month

- 1-3 Fall Board Meeting, Staten Island
Host: District II
- 15 Deadline: *Communicator*
Deadline: *NIKE*

November

- 2 Election Dat
- 15 Deadline: *Communicator*

Please copy these dates into your calendar!

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NIKE Submissions

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From the Editor



90th Anniversary of a Woman's Right to Vote

The call for women's right to vote was voiced at the first Seneca Falls Women's Rights Convention in 1848. It took a 72-year non-violent campaign, waged by tens of thousands of grandmothers, mothers, daughters, and their supporters, and was finally won by the ratification of the 19th Amendment on August 26th in 1920. This 90th Anniversary offers us a special opportunity to pay tribute to their courage, determination, tenacity and to their lasting achievement and may we be inspired to create positive change in the lives of working women throughout our state...

The following is an editorial from the Hearst Newspapers, written by Arthur Brisbane. Not dated, but probably about 1917.

-Linda Przepasniak, Editor

"In this country and throughout the world women progress toward the full possession of the ballot, and toward equality with men in educational facilities.

In one State after another women are beginning to practise law, they are obtaining new suffrage rights, they flock to newly opened schools and colleges.

In England and Scotland, but a few years ago, only a few men in the population were allowed to vote--money was the requisite quality. To-day, in those countries, women vote at county elections, and in many cases at municipal elections. In Utah, Colorado and Idaho women as voters have the same rights as men. They have certain rights as voters in nine other States. In the great Commonwealth of New Zealand, so far ahead of all the rest of the world in humanity and social progress, the wife votes absolutely as her husband does.

The woman who votes becomes an important factor in life, for a double reason. In the first place, when a woman votes the candidate must take care that his conduct and record meet with a good woman's approval, and

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Next NIKE Deadline is October 15, 2010

Please put NIKE in the "subject line" when e-mailing materials to Linda Przepasniak. Published material must be accompanied by a letter from the publisher giving permission to republish and the credit line required to be included with the article. Articles for NIKE are usually 100 words (for chapter news) and 1,000 to 1,500 for features. If you rewrite the article using quotes, please designate where the reader can get the full copy.

Inspiration and Motivation: Can You Find It Here?

-by Pat Hendrickson, NYS Women, Inc. President-Elect

Susan B. Anthony voted in the 1872 presidential election and was subsequently arrested for committing a crime – illegal voting. In a public speech delivered in June 1873, entitled “Are Women Persons?”, she said the following:

“Friends and fellow citizens, I stand before you tonight under indictment for the alleged crime of having voted at the last presidential election, without having a lawful right to vote. It shall be my work this evening to prove to you that in thus voting, I not only committed no crime but, instead, simply exercised my citizen’s rights, guaranteed to me and all United States citizens by the National Constitution, beyond the power of any State to deny...”

“The preamble of the federal Constitution says:

‘We the people of the United States, in order to form a more perfect union, establish justice, insure domestic tranquility, provide for the common defense, promote the general welfare, and secure the blessings of liberty to ourselves and our posterity, do ordain and establish this Constitution for the United States of America.’

“It was we, the people; not we, the white male citizens; nor yet we, the male citizens; but we, the whole people, who formed the Union. And we formed it, not to give the blessings of liberty, but to secure them; not to the half of ourselves and the half of our posterity, but to the whole people – women as well as men, And it is a downright mockery to talk to women of their enjoy-

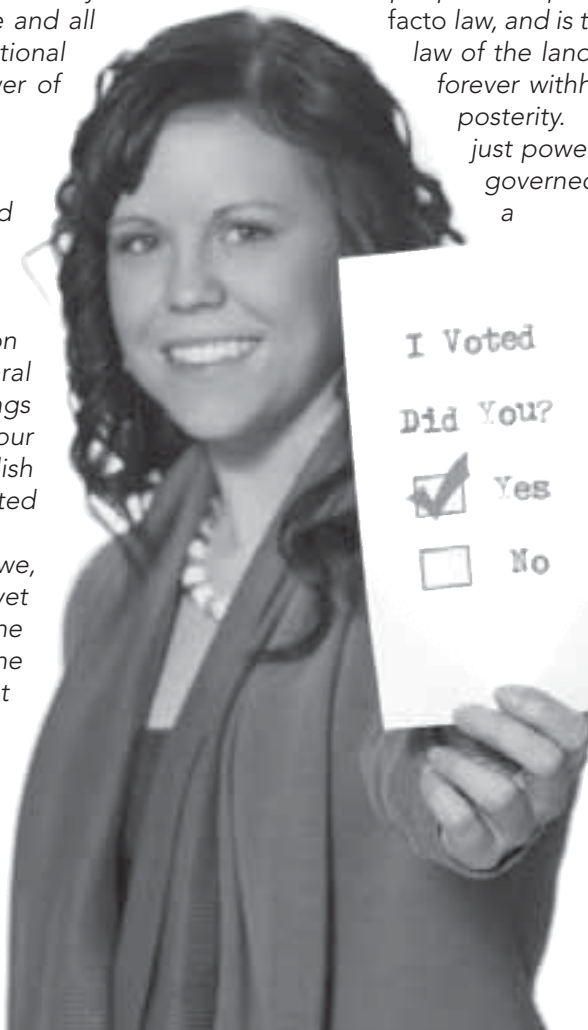
ment of the blessings of liberty while they are denied the use of the only means of securing them provided by this democratic-republican government – the ballot...”

“For any state to make sex a qualification that must ever result in the disfranchisement of one entire half of the people is to pass a bill of attainder, or an ex post facto law, and is therefore a violation of the supreme law of the land. By it the blessings of liberty are forever withheld from women and their female posterity. To them this government has no just powers derived from the consent of the governed. To them this government is not a

democracy. It is not a republic. It is an odious aristocracy; a hateful oligarchy of sex; the most hateful aristocracy ever established on the face of the globe; which makes father, brothers, husband, sons, the oligarchs over the mothers and sisters, the wife and daughters, of every household – which ordains all men sovereigns, all women subjects, carries dissension, discord, and rebellion into every home of the nation...”

“The only question left to be settled now is: Are women persons? And I hardly believe any of our opponents will have the hardihood to say they are not. Being persons, then, women are citizens; and no state has a right to make any law,

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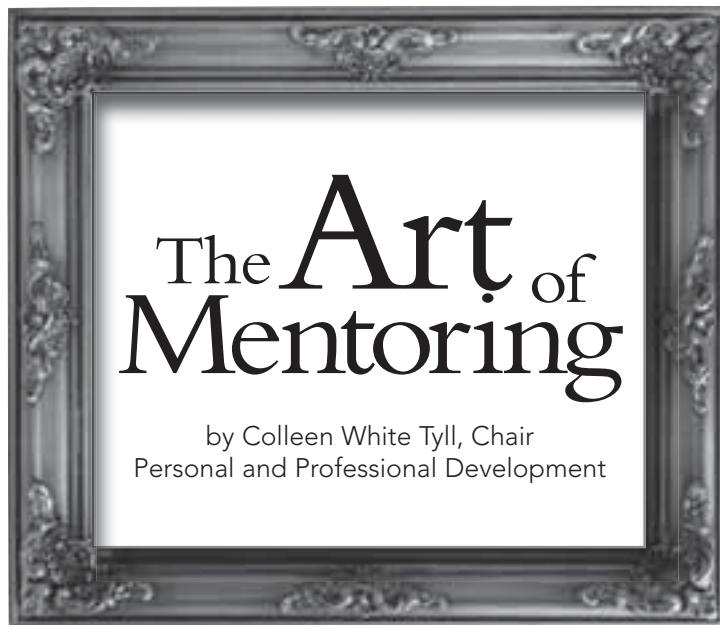
Feature: Professional Development

As I attended the Celebration of Life in memory of Jan Jones, I was struck by the sheer power of the women I have grown to know and how each and every woman I knew attending had mentored me in one way or another. Many probably don't realize the influence and impact they have in my life.

The art of mentoring requires nothing more than to be present for another individual to learn, observe and grow from her or his relationship with you. Mentoring shapes the outlook and attitude of an individual. Its goal is to develop the whole person. Mentors come in all shapes, sizes and styles. Age doesn't matter, as each and every person has something to offer to another. All of us have different strengths, weaknesses and knowledge bases. A good mentor develops a mentee using wisdom and experience.

There are two types of mentoring, formal and informal. Informal mentoring develops on its own, over time, between the two partners. Most of us do not realize that we informally mentor every day. We are all being observed by others. Pay attention to those that you tend to watch. You are watching them because they display some characteristic that intrigues you. How do they meet and greet, and how does that change in different situations? Are others listening to them, or seeking advice from them? What do they do that impresses you and why are others reacting to them in the same way? Let your curiosity guide you. Learn to observe and listen, then choose to aspire from your relationship. Set into play your interaction with that individual. Nurture it and develop from it. Informal mentors tend to be kind and open to sharing. They see potential in others that has not yet developed and seek the opportunities to teach.

Formal mentoring is a much more structured process targeting a specific population. Career Recognition, New Careerist and Youth Leadership are



formal mentoring programs offered by NYS Women, Inc. Each targets a specific audience with specific goals. Formal mentors make a strong commitment to another individual; in a caring way they guide the mentee on a path of self development, walking with them on their journey. They help the mentee develop by close observation as they share knowledge and freely exchange thoughts and questions. There are times the learner is not prepared for change and subtle seeds are sown. Over time, these seeds will make sense and have value. When this happens, the mentee's learning will jump and change will begin, provoking a different way of thinking, a change in identity or a re-ordering of values.

Is there a member in your chapter who would qualify as a New Careerist or Career Recognition Candidate? These programs do not have to be large group projects. It only takes a committed mentor and mentee. Are you willing to mentor that member to develop the necessary skills to compete with others at Conference? Guidelines and criteria are available on the NYS Women, Inc. Web site.

Reverse mentoring is not as common, yet has much value. This type of mentoring switches the common roles of mentor and mentee. Generally, the mentor is older and has more life experience than the mentee. When reverse mentoring takes place, the mentor is usually younger than the mentee, but has much more experience at a specific skill. An example of this occurs

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Women Who Helped Build the Empire State

Nancy Cantor

by JoAnne Krolak, Vice Chair, Women's History Month

Nancy Cantor was born in New York City in 1952. When she was a girl, Nancy took dance lessons and dreamt of becoming a ballerina. When she came home again, she was plunged into nightly discussions at the family table. The atmosphere in the Cantor household crackled as members exchanged ideas on topics ranging from Vietnam to the civil rights movement to women's equality. "Social causes were very important in my family, and growing up during the height of the civil rights and women's movements, I was constantly exposed to the issues of citizenship and public engagement." Nancy herself became involved in social causes and in her teens, took part in the Encampment for Citizenship program in West Virginia and spent time in an international exchange in Norway. These experiences started her thinking about bridging the gaps between different kinds of people.

Nancy attended Sarah Lawrence College in Westchester County, where she studied everything from mathematics to anthropology to visual arts, and of course, dance. The college did not require students to declare a specific major, and so she was able to learn about interdisciplinary work and creativity. An independent study project in experimental psychology in her senior year helped Nancy decide to make this her career. She graduated from Sarah Lawrence with an A.B. degree and enrolled in Stanford University's doctoral program in experimental mathematical psychology, ultimately settling on social psychology. As a social psychologist, Nancy has written about and been recognized for her contributions toward understanding how individuals perceive and think about their social worlds, pursue personal goals, and regulate their behavior to adapt to their environment.

An interdisciplinary approach to problem solving and commitments to diversity and racial justice inform Nancy Cantor's career. She feels this is important in the development of leaders and in getting individuals to take risks and make changes. The approach wove itself into her work as chair of the psychology department at



Princeton University, and followed her to posts at the University of Michigan and the University of Illinois (Urbana-Champaign). It even had an effect on Nancy's personal life during her time at the

University of Michigan. The willingness to take risks, to step outside the familiar, led her to go on a blind date with Steven Brechin, who would later become her husband.

Nancy Cantor was provost and executive vice president for academic affairs at the University of Michigan for only 43 days when the first of two lawsuits against the University's affirmative action policies were filed in federal court. Nancy and University President Lee Bollinger defended the University's policy in an op-ed article in the Washington Post that said, in part, "...encountering differences, rather than one's mirror image, is an essential part of a good education..." In 2003, the Supreme Court ruled that "...the United States Constitution 'does not prohibit the law school's narrowly tailored use of race in admissions decisions to further a compelling interest in obtaining the educational benefits that flow from a diverse student body.' "

In 2001, Nancy Cantor left the University of Michigan to become chancellor of the University of Illinois at Urbana-Champaign. During her time at the University of Illinois, she created cross-campus initiatives to study a wide variety of issues. She was also instrumental in opening childcare and family planning programs. Nancy Cantor's commitment to diversity did not waver either. When conflict arose over the school mascot, Chief Illiniwek, she studied the arguments of both sides and chose to support the faction which sought to retire the

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New York State Women, Inc.

A meaningful logo for our organization's future

NEW YORK STATE women, INC.



An important agenda item for Conference 2010 was the selection of our organization's new logo. Attendees voted on several designs submitted by NYS Women, Inc. members. The top three logos were submitted to an intellectual property law firm and our legal advisors have now given us the go ahead on the top-voted choice.

The squares in the logo are an abstract representation of our organization's diversity – that we are open to women of all ages and in various stages of their lives regardless of ethnicity, religion and/or profession. The

colors – as shown on the cover of this issue of *NIKE* – are symbolic of NYS Women, Inc. as an organization. A strong blue provides continuity with the former BPW/NYS logo, denotes professionalism, and is a reflection of New York State's official seal. The bright green is a modern, appealing color and reinforces a theme of renewal and future growth.

First Vice President Susan Mager and her communications team will provide each chapter with a logo incorporating its chapter name. The files will be suitable for use on chapter Web sites, printed materials, and Word documents.

Chapter presidents and leaders should keep an eye on their e-mail for full details. E-mail pr@nyswomen.org with any questions.



NIKE ALL STARS

The 2010-2011 *NIKE* All Star Campaign is in full swing and thank you to our loyal supporters who have already sent their listings in. Members will have an opportunity to contribute at Fall Board, and local chapters, districts and friends of NYS Women, Inc. can send contributions anytime to the *NIKE* Business Manager, Susan Fayle. Information on contributing can be found on our Web site.

Rates: Platinum Patrons: \$75.00 and over
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 Tech Valley Chapter
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Conference 2010

Inspiration • Friendship • Networking
Connections • Resources • Advocacy

A Conference Photo Album



Above: Conference Chair Carol Wilder and Co-Chair Sue Mager. At right: District VIII members "manning" registration table.



Pictured at left: Lucille Argenzia (center) receives her 50-year membership certificate; shown with 2010/2011 President-Elect Patricia Hendrickson (left) and 2009/2010 State 2nd VP Debra Carlin (right).



Pictured at right: past State President Dorothy Mangano (center) receives her 55-year membership certificate.



Speaker Larry Mietus energetically presents his point – while standing on a table! Below: Buffalo Niagara Chapter attendees, Katharine Smith (left) and Joyce DeLong (right).



Organizing clothing donations to Everywoman Opportunity Center, a not-for-profit agency that helps women achieve personal and economic self-sufficiency.



Conference 2010 was an important milestone in our journey: the first conference under the new organization of New York State Women, Inc. It was a whirlwind of great networking, motivational workshops, important business meetings, goal setting, and awards ceremonies; culminating with the installation of new officers.



Left: President Mary Ellen Morgan. Executive committee for 2010/2011, left to right: Laurie Livingston, Cynthia Welcher, Elisa Serfass, Sue Mager, Patricia Hendrickson, Mary Ellen Morgan.

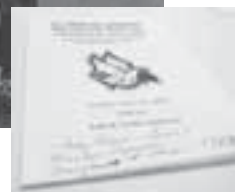


Photo © Ed Barnas

Above, Grace LeGendre Endowment Fund Luncheon. Right: new officers at the candlelighting ceremony.



Above, chapter presidents march. Right: a memorial service honoring members who have passed away was held on Sunday.



Chapter & District News



Pictured here are new officers for the Bay Ridge Brooklyn Chapter.

Bay Ridge Brooklyn Chapter – District II

-submitted by Ed Barnas, Public Relations Chair

At their May 2010 meeting, members of the Bay Ridge Brooklyn Chapter of NYS Women, Inc. elected a new slate of officers.

Marilyn Mannino was installed as president for the 2010-2011 term. Marilyn has been active on the state as well as local levels of NYS Women, Inc. She is also active in the Lions Club and a number of other local community groups.

Joining Marilyn on the executive committee were Joan Dalton as vice-president and Lada Piliya as treasurer. Joan is also active in the community, serving on the advisory board of the Guild for Exceptional Children and as chair of the Bay Ridge Community Center.

Also on the agenda for the May meeting were a presentation from Kat Connelly about the *Dress for Success* program for which the members organized a clothing drive last fall; and the presentation of a donation to Paul Cassone representing the Guild for Exceptional Children.

At its June 2010 meeting, the Bay Ridge Brooklyn Chapter of NYS Women, Inc. presented its annual scholarship grants and made a donation to BRAVO, the local volunteer ambulance service. Continuing the group's annual scholarship program, Anne LeBlanc, chair of the scholarship committee, presented checks for \$1,000 each to Isabel

Rodriguez, a student at Brooklyn College, and Sandra Gbotoe, a student at Hunter College. These two young women were chosen from a pool of applicants who had applied for the grants. At the meeting they addressed the group as to how these awards would help them continue their studies.



L to r: Isabel Rodriguez, scholarship recipient, Maria Barnas, immediate past president Bay Ridge, and Sandra Gbotoe.



L to r: Gene Andersen, vice president Bravo; Marilyn Mannino, president Bay Ridge; and Maria Barnas, immediate past president Bay Ridge.

Marilyn Mannino, president of the chapter, presented a donation of \$400 to Gene Andersen, vice-president of BRAVO.

Also on the agenda for the June meeting was a presentation by Lisa Giamarino of Curve Appeal, LLC, discussing a holistic approach to keeping healthy and fit.



Clarence Chapter of NYS Women, Inc. 2010-2011 Officers: Kristin Marusza, 1st vice president; Jean Yanik, 2nd vice president; Donna Moran, secretary; Melody Overs, treasurer; Kathy Kondratuk, president; and Susan Mager, 1st vice president, NYS Women, Inc.

Clarence Chapter – District VIII

-submitted by Kathy Kondratuk, President Clarence Chapter

At the March meeting, the Clarence Chapter heard from Beth Donovan, director of public relations of Baker Victory Services in Lackawanna, NY. Beth provided an overview of the new Father Baker Museum located at the Our Lady of Victory Basilica and an update on Father Nelson Baker's canonization process.

On April 14, the Clarence Chapter held its 12th annual auction to raise money for their award and benefits fund. Because of past successes, they were able to award a total of \$4,000 in grants that evening to the following local charities: Cancer Wellness Center; Pajama Program, Buffalo Chapter; Threads of Hope Linen Pantry; Clarence Senior Citizens Center; Clarence-Newstead Meals on Wheels Task Force and Canine Helpers for the Handicapped. The celebrity emcee at this year's event was local meteorologist and television personality Mary Beth Wrobel. The Clarence Chapter

Chapter & District News

raised more than \$3,300 at this auction which will enable them to fund future grants and scholarships.

Of course it's not all "fun and glamour" at the Clarence Chapter as members met in May to clean a portion of County Road in Clarence to fulfill its semi-annual "Adopt-a-Highway" obligation.

In May, the Clarence Chapter elected officers for the 2010-2011 year and they were installed at the June meeting by Susan Mager, first vice president of NYS Women, Inc. Leading the chapter will be Kathy Kondratuk, president; Kristin Marusza, 1st vice president; Jean Yanik, 2nd vice president; Donna Moran, secretary and Melody Overs, treasurer.



Falls Region officers, l to r: Mary Behan, recording secretary; Lorraine Dickens, treasurer; Nancy Donohue, corresponding secretary; Kathleen Butterfield, president; Carol Moyer, 1st vice president; and Kathy McNaughton, president-elect.

Falls Region Chapter – District IV

-submitted by Charlotte Blanchard, Public Relations

Falls Region Chapter held its installation ceremony of 2010-2011 officers on May 19, 2010 at a dinner at Uno's in Queensbury, NY.

Grand Island Professional Women's Chapter – District VIII

-submitted by Mary Ann Shea, Public Relations Chair

Diane Dinsmore, president of the Grand Island Chapter received the annual *Effective Leadership Award for Women in Business*, presented each year by Advanced Cancer Theranostix (ACT).

Dr. Sherry Bradford, president of ACT, said "The award honors a woman who has provided outstanding contributions that support women in developing professional skills, as well as personal excellence and leadership."

Ms. Dinsmore co-founded LDC Construction Company in 1973. She also formed Diversified management Services on Grand Island, which provides account-



Scholarship winner, Caitlin Taylor

ing, tax preparation and insurance consulting services.

Caitlin Taylor is the winner of the 2010 annual scholarship awarded by the Grand Island, Professional Women's Chapter to a member of the senior class of Grand Island High School. Caitlin will attend Boston University to study Spanish as well as pre-medical courses.

"Then, I plan to go to medical school to become a physician and practice medicine overseas in the countries that are in the most need," Caitlin said. "I want to be an international physician and dedicate my life to serving others through organizations such as the Peace Corps and Doctors Without Borders." When Caitlin was in third grade, doctors told her she would never move her left hand again. That was because she fell in class carrying a glass dish of Halloween treats and a large piece of the broken glass went through her hand severing two tendons and many nerves.

"After surgery, a year of physical therapy and a four-inch scar, my hand was completely back to normal," Caitlin said. "Ever since recovering, it has been my single goal in life to help someone and make an impact on his or her life," Caitlin added. She has been involved in many clubs and activities, has played the French horn since fourth grade and was principal player in the wind ensemble in a national competition her senior year. She is a member of the National Honor Society and the Spanish National Honor Society. As a member of the Grand Island CEIP/Internship Program, Caitlin was an intern at the Roswell Park Cancer Institute in Buffalo, NY.

Caitlin has been a member of the Grand Island varsity tennis team since ninth grade, earning a varsity letter and being named scholar athlete each year. Her community activities include an active membership in Relay for Life, a fundraiser for the American Cancer Society.

Sonja Miller, immediate past president, was chair of the scholarship committee for the chapter.

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Please Send Your District and Chapter News to:

Ramona L. Gallagher • 1217 Delaware Ave.,
Apt 807, Buffalo NY 14209-1432

E-mail: mmistymo@aol.com

Chapter & District News



From l to r: Jessica Brant, Kourtney Gerstung; scholarship co-chairs: Phyllis Phillips and Diane Illig, Allegra Schmidt, and Melissa Dietrich.

Niagara Frontier Chapter – District VIII

-submitted by Phyllis Phillips, 2nd Vice President

On June 22, 2010, the Niagara Frontier Chapter awarded the *Beverly Philips Scholarship Awards* to four deserving adult women. This year's scholarships honored Beverly Philips, who joined the former Tonawandas BPW in 1974. Over the years Bev served in every officer position except treasurer. She was president from 1983-1985, 1995-96, and 2000-02. She was also named Club Woman of the Year in 1991. She was a strong supporter of our scholarship program and served on the committee year after year. We lost Bev two years ago after a long illness. This year we received 36 scholarship applications.

Our chapter continues to support Everywoman Opportunity Center, Inc., in Niagara Falls, assisting with clothing and personal "women's needs" to support displaced homemakers returning to the workplace. We are collecting work-appropriate coats, blazers, tops, pants, skirts, shoes, and handbags.

District VIII and community members are invited to our September dinner meeting on Tuesday, September 28, 2010, at 6:00 p.m. at Pane's Restaurant in North Tonawanda. Our speaker will be Mary Travers Murphy, formerly of WKBW-TV, Channel 7, and subsequently Orchard Park Town Supervisor. The tragic murder of Aasiya Zubair Hassan, allegedly by her husband, weighed heavily in Murphy's decision to tackle domestic violence head-on after leaving town government. Five years earlier, Murphy had befriended Mrs. Hassan, who then worked at a convenience store.

Murphy is now the executive director of the Family Justice Center of Erie County. Her priority goal is to raise the profile of the organization that opened in downtown Buffalo four years ago, but remains little known outside the law enforcement, legal, medical and social work communities. The Center serves as a "one-stop shop" for victims of family violence and provides a safe location where professionals work together to support victims and their needs across a continuum of care. (www.fjcsafe.org)

2010 Cay Raycroft Creative Writing Award



JoAnne Krolak was awarded the 2010 Cay Raycroft Creative Writing Award at the Annual Conference 2010 of the NYS Women, Inc. held in Grand Island, New York. The award which consisted of a certificate and a cash prize was presented at the June 11 business session. The award recognizes JoAnne's "Empire

Builders" series in the *NIKE* magazine, which consists of biographical sketches about women who helped build up New York (the "Empire State") over the years.

JoAnne has been a member of the organization since 1976 – first with Elmira BPW and later with Southern Finger Lakes Women (formerly Watkins Glen BPW). In 2009 she was named the Southern Finger Lakes Women "Woman of the Year." She currently serves as vice-chair of the NYS Women, Inc. Women's History Month Committee. Congratulations, JoAnne!

Committee Reports

Legislation

-submitted by Debbie Check, Chair

October is Celebration of Women Month

October is Celebration of Women Month – a month-long celebration of events highlighting the success of women, sharing that knowledge with others, and joining together with other women's organizations in your community.

October is the month to honor your Woman of the Year and your Employer of the Year, hold networking and membership events, host seminars on topics such as work-life balance, women entrepreneurs or women-owned businesses, women serving in our military, and encouraging women to run for elected office, just to name a few.

October is also a great month to highlight our legislative issues; for example, holding an unhappy hour to bring attention to pay equity and pension equity, hold a

Continued on the next page

Chapter & District News

2010 Fall Board Meeting



Pictured left to right:
Gloria Hutchings, Cynthia
Welcher, Sarah Braen Scott,
and Candace Russell

District VI

-submitted by Gloria Hutchings, District Director

District VI is where it clicks – meet our new officers.

Gloria Hutchings, District VI Director, is from Montour Falls and a member of Southern Finger Lakes Women, serving that organization for 22 years. She has held many local offices, three years as president, making visibility her number one goal. On the District level, she served several years as treasurer, and the last two as ADD. She retired after 25 years as fiscal manager for a local government agency in Corning.

Cynthia Welcher, District VI Assistant District Director, is from Sidney and has been a member of the Tri-Town Chapter for 25 years. She has held many local offices, including several terms as local president. She has served as district secretary, and has held state positions, such as web manager. Her job career is with Joshua House, a not-for-profit agency in Sidney. Since Cindy was also installed as NYS Women, Inc. Secretary on June 12, a special election will be held in August to replace her as ADD.

Sarah Braen Scott is from Franklin and is the current president of Delhi Chapter. This is Sarah's first position with the District. She is an attorney, working from home as a consultant.

Candace Russell, from Walton, has been a member for 12 years and is vice president of Walton Chapter this year. This is her second year as district treasurer. Candi is an assistant professor at SUNY Delhi, teaching health and physical education.

October is Celebration of Women Month

Continued from previous page

health care forum or support your local domestic violence shelter. It's also a great time to ask your local elected officials to proclaim October as Celebration of Women month.

The opportunities are great, the possibilities endless!

Debbie Check, chair, dcheck@ncnet.com

Deb Schultheis, vice chair, debra.schultheis@us.ngrid.com

Marie Johnson, committee member, sjohns4@nycap.rr.com

Karen Spoor, committee member, krs314@capital.net

2010 Fall Board of Directors Meeting – October 1 - 3, 2010

District II is hosting the NYS Women, Inc. 2010 Fall Board of Directors meeting the weekend of October 1-3, 2010 at the Hampton Inn and Suites, Staten Island, NY. Registration forms can be found on the NYS Women, Inc. Web site or contact Registration Chair Margherita Clemento at 718-836-6774 or mclemento@nyc.rr.com

Get away and enjoy a sightseeing excursion of Staten Island with Pat Ferguson. Meet up with fellow members from across the state. President Mary Ellen Morgan and District II have planned a great weekend. Hope to see you there!

Fall Board Meeting 2010 Schedule

<u>Time</u>	<u>Event</u>
Friday October 1, 2010	
9:00 a.m. - 1:00 p.m.	Executive Committee Meeting
2:00 p.m. - 5:00 p.m.	Tourism with Pat Ferguson
2:00 p.m. - 6:00 p.m.	Fall Board Registration
7:00 p.m. - 8:00 p.m.	Fall Board Registration
8:00 p.m. - 10:00 p.m.	Networking (Communications with female military personnel)
Saturday October 2, 2010	
7:00 a.m. - 8:00 a.m.	Breakfast
8:30 a.m. - 11:00 a.m.	Fall Board Registration
7:30 a.m. - 8:30 a.m.	DD/ADD Meeting
8:30 a.m. - 9:00 a.m.	Treasurer Update
9:00 a.m. - 9:30 a.m.	By Laws
9:30 a.m. - 9:45 a.m.	Health Break
9:45 a.m. - 10:45 a.m.	Strategic Planning
10:45 a.m. - 11:15 a.m.	Public Policy
11:15 a.m. - 12:15 p.m.	Membership (Skype)
12:15 p.m. - 1:15 p.m.	Lunch (Guest Speaker) (Legislation/Domestic Violence and High School Girls)
1:30 p.m. - 3:30 p.m.	Business Session; Call to Winter Board; Announcements
3:45 p.m. - 4:45 p.m.	Communications/Web site
6:00 p.m. - 8:00 p.m.	Banquet (Speaker) (Generations)
8:00 p.m. - 10:00 p.m.	"New York Women who think they can dance"

Location: All sessions are in the main meeting room.



Feature: Professional Development

Networking or “Schmoozing”

by Amy Remmele

According to the thesaurus, “network” and “schmooze” are synonyms. Both basically mean to engage in the process or practice of building or maintaining informal relationships, especially with people whose friendship can bring advantages such as job or business opportunities. These words, then, mean to talk persuasively to somebody, often to gain personal advantage.

Schmoozing has been around since Biblical days. On the surface, this may seem like a bizarre observation, but consider the story of a man named Joseph. Probably everyone, religious or not, knows the story of Joseph and his coat of many colors. After Joseph landed in prison, he began to interpret the dreams of his fellow inmates, a butler and a baker. At some point later on, the butler ended up working for the Pharaoh. When the Pharaoh started having bad dreams, the butler of course recommended that his ex-cellmate, Joseph, be called in to help. Joseph was very subtle and while he was giving his dream interpretations, he threw in a little advice about the need for a new position in the kingdom. It all paid off when the Pharaoh gave Joseph a really good job and continued to use him as an advisor. And now many playwrights get to use the story – so everyone benefited.

It is important to note here that Joseph gave before he knew if he would get anything in return. This is the point that is stressed over and over when studying “networking.” It’s almost like “keeping the faith” is part of the process that makes it successful. My guess is that the people who keep the faith also have other qualities that lend themselves to networking successfully. Qualities like a positive attitude and the ability to be friendly and cooperative even in the face of rough times.

While we all network to “get business,” there are some other reasons, too. First, networking gives some people social connection. Many people who are in sole

proprietor businesses only get to talk to customers and clients. It can be very beneficial to network with other business owners in order to have contact with people who will listen and understand. Another good reason for networking is health. Studies have shown that people who have social lives and support in several areas live longer and are less likely to get sick. Finally, there are the professional services that are made available to us through the connections we make.

In the spirit of networking, at the next professional meeting you attend, consider sitting with people that you have never sat with and bring a “topic” with you. Tell the people with you that you are experimenting with a new networking technique and go around the table, asking everyone to talk about the topic you have brought. At a lunch group that I facilitate, we have used topics such as “How does your interaction style affect the way you do business?” and “On what tasks do you

procrastinate and do you know why?” Just ask an interesting question and see what happens. You may be surprised how happy people are to network on a different level and get to know each other in new ways.

Whenever I give a talk on networking, I call it, “Schmoozing Tips.” Here are the really good tips from the handout that I distribute at these talks. Remember the **Zeigarnik effect**. More about this later.

There is no greater compliment you can bestow on someone than to ask them about themselves. . . This means questions that ask who, what, where, when, and how as opposed to those that can be answered with a simple yes or no. This form of questioning opens up the discussion. . .

Have a clear understanding of what you do and why, for whom, and what about the way you do it makes it special. What makes you different from others doing the same thing? In order to get referrals, you must first have a clear understanding of what you do that you can easily articulate to others. In other words, make sure that

you have done your Defining Statement homework. One of mine is, "I work with individuals and business owners who want to work with the life and death issue of communication and keep the needle on LIFE." Having a defining statement can be wonderful for your business, and the process of developing it can be life changing. I highly recommend it.

Brand yourself with a slogan. Print a slogan on your business card that answers questions like, "Why should I hire you" or "What makes you different from everyone else?" A catchy phrase or slogan insures people will associate a company name with a product or service. We all remember "catchy" television ads and jingles for years, even after they are no longer on. That's called branding. Consider doing the exact same thing on your business card. For example, "At Peak of Success you get **CHANGE** back from your coaching and training dollar\$." An organizer might say, "My business is giving you back **time** to manage your business," or a cleaning service might use, "Your dirt is my business."

Be Memorable. The first two items are ways to be memorable, but adding something else cannot hurt. Some people do it with clothing or hats, others do it with special talents, such as magic or rapping.

Networking is about being genuine and authentic. Take the time to build trust and relationships, and see how you can help others.

Ask yourself what your goals are in participating in networking meetings. This way you will pick groups that will help you get what you are looking for. Some meetings are based more on learning, making contacts, and/or volunteering rather than on strictly making business connections.

Become active. It is much better to be active in one professional association than to periodically attend meetings of five or ten. Once you become active, people in the association get to know who you are and what you do. It takes time for people to recognize you, view you as a colleague rather than a stranger, and trust you.

Become a good listener. This ability to remember what others say and value is critical to fostering good relationships. It also gives Introverts an advantage over chatty, extroverted networkers. Make appropriate gestures such as leaning forward toward the speaker and facing her directly. Use minimal attending responses,

such as head nods, "Uh-huh" and "Oh, really?" Ask targeted follow-up questions that show you have understood the speaker, such as, "So do I hear you saying that you only like to work with flying purple people eaters?" And remember that a great deal of communication is non-verbal.

Ask yourself what your goals are in participating in networking meetings. . . you will pick groups that will help you get what you are looking for. Some meetings are based . . . on learning, making contacts, and/or volunteering rather than on strictly making business connections.

Listen with both of your ears for opportunities. Pay attention to conversations for problems that you can solve. Follow up with the solution during business hours.

Ask questions. Instead of worrying about what you will say to others about yourself and your business, focus instead on asking questions. There is no greater compliment you can bestow on someone than to ask them about themselves. Simple open-ended questions are best. This means questions that ask who, what, where, when, and how as opposed to those that can be answered with a simple yes or no. This form of questioning opens up the discussion and shows listeners that you are interested in them. Ask thought-provoking questions. "How did you get started?" or "What do you enjoy most about what you do?" But the very best questions are specific to the person you're interacting with and will arise in response to your initial conversation. Ask "Feel Good" Questions. You've begun to establish a nice rapport with your new prospect. You are focusing on *him or her*, as opposed to you and your awesome product, as most salespeople do. He or she is starting to feel good about you and has enjoyed answering your first two "Feel-good" questions. Now it's time for the "One Key Question," and here it is: "Name, how can I know if someone I am speaking with would be a good prospect for you?" Here, you've continued to establish yourself as being different from all others they meet who are in business, who only seem to want to know, "How can you help me." Ask some non-business questions. People love to talk about themselves. A great conversation starter is to ask what they like to do when they're not at work. Ask unusual questions. When you meet someone, don't say "How are you? What is your business?" Instead, try something like "Tell me something your friends would be surprised to learn about you." "Where did you go on your last vacation?" "What's the last book you read/movie you saw?" You are more likely

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Networking or “Schmoozing”

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to remember people who have been induced to give you some unusual information, and they are more likely to remember you. Be an interesting person to talk to. Do your homework. Plan some casual topics to bring up that you like to talk about. Being prepared will also help to build your confidence.

Be able to articulate what you are looking for and how others may help you. Too often people in conversations are asked “How may I help you?” and it is a real conversation stopper when no immediate answer comes to mind.

Diversity. The old boy’s network is alive and well, but so are many others. In the financial community, a diversified portfolio is preferable. The same is true with your network.

Don’t try to sell. Selling at professional meetings is usually inappropriate. Instead, use the meeting as an opportunity to develop a relationship and schedule a meeting for a later date.

Check out how you feel. If you’re feeling nervous, you’re thinking too much about yourself. This is about making the other person feel important.

Get feedback on your networking style. Everybody needs a coach in her life. Someone who will say, “This is how you’re coming across and it’s not helping your cause.” People are reticent to do give such straightforward feedback, so make it clear to your “inner circle” that you really appreciate this and that it will not “hurt your feelings.” Ask them to tell you the truth especially about subtleties you yourself may not notice. An example would be the inflection of your voice, which may be suggesting uncertainty or lack of confidence. Often style or behavior can be changed, resulting in more effective networking.

Be fully present. Be fully engaged and fully aware of the people you interact with. You can break this down into smaller, somewhat mechanical pieces, such as listen well, respond promptly, maintain eye contact, etc, but if you are truly present in the moment, those things will happen naturally. Many people seem to be only “half there”, so being fully engaged helps you stand out.

Set goals for each event. Decide before you arrive at an event how many people you will talk to and what information you hope to learn. You’ll be amazed at how much more information you’ll learn when you’ve set some targets.

Bring new members to your group. Nothing will make the existing leadership happy faster than your infusion of new members. An additional benefit is that it is easier to start a conversation with someone you know only marginally if you can go up to them and introduce someone new who is interested in the group. You don’t even have to know the existing member’s name. Just walk up and say, while shaking their hand, “Hi. I would like you to meet a potential new member.” Your target will introduce herself and then you will know her name.

Write on the back of business cards. This way you will remember what the person had to say and what the connection between the two of you might be. Follow up the next day with an e-mail or a telephone call.

When asking for something, use the word “because.” Research shows that asking for something with a “reasonable” reason boosts the chances of getting what you want about forty percent. Ask for advice. It is one of the highest forms of flattery.

THE MOST IMPORTANT RULE – Have fun and be funny. Think of the event not as work but as a great time to get to know others and establish valuable relationships. People like to be with people who are happy.

THE SECRET IS: Being ready to network when you get there. Ninety percent of success is showing up PREPARED.

The *Zeigarnik effect* is a proven law of psychology stating that people remember incomplete or interrupted tasks better than completed ones. I’ll bet you remembered the name from the first item! Leaving some tantalizing gaps in the information you give out may keep the appetite whetted.

Amy Remmele is a personal and professional consultant, working with people who want to overcome the roadblocks to success and make positive sustainable changes. Her formal education and degree are in Psychology. Amy authored the book, Chief Life Officer: Your Life Is The Most Important Business You’ll Ever Own. Amy is also available to speak to groups and businesses. Contact Amy at 716-626-5977 or online at www.peakofsuccess.com.

Amy’s husband and business partner, Kent Bath, died unexpectedly in late July 2010. Our condolences to Amy and her family on their loss.



A world NOT made for the visually impaired...

-by Renee Cerullo, President, Buffalo Niagara Chapter

Imagine waking up one Saturday morning with plans to just relax and read the newspaper. Then you pick up the paper and you can't see any words. It's just all gray. And you realize everything is very distorted and fuzzy. This is what happened to me this past Memorial Day weekend. I didn't think about it too much since I was recovering from gallbladder surgery, so I just slept the weekend away. Tuesday, after the offices were back open, I went to "see" my eye doctor. I did start worrying when they were doing a lot of huddling and talking about me. It turned out that I'd had a reaction to a medication and fluid built up in my eyes. This caused my vision to be severely degraded.

This experience was, to say the least, "eye opening." I thought I'd share what I experienced so people can realize what the visually impaired go through 24/7 while trying to function in society. I work with technology on a daily basis and I was very shocked at what I had to deal with until my vision came back. In a world driven by technology not much thought has been put into making sure it is usable by all.

iPhone/iTouch

This device was not completely unusable. I could use my iTouch to read e-mail and the web more easily than other devices because I could enlarge it, but that is where it stopped. There's no way to increase the font size on the iTouch itself so the buttons could not be made bigger. Also I found that most applications were not accessible. I was shocked to see that the Facebook app had no accessibility features, making it completely unusable. The next app I tried was ABC News; Even this

big news agency was not accessible. I'm surprised big corporations like these can get away with not having their applications meet the U.S. Section 508 Accessibility guidelines. These devices could not be used by a visually-impaired person. My smartphone was just as bad. There was nothing I could do on it to increase the font size. My phone was useless. I couldn't make calls on it; the keypad is small to begin with so I wasn't even able to dial a number on it.

Computers

Trying to make my laptop/desktop usable was a challenge. Windows® has many accessibility features built in and most work really well. I first needed to increase my font size so I could actually see it. On my desktop that was no problem since I had the option of 200% (and that worked for me!). Unfortunately, my laptop did not have that option. I had to really hunt around to find the advanced display options. This allowed me to read my e-mail and use the Microsoft® Office products.

I found out that not all software uses the operating system settings. I needed to use QuickBooks® to do some invoicing. The interface had increased in font size but the screens became unusable. The buttons were off the screen and could not be clicked. The program was not usable until the font size was decreased. Even my label maker program would not open because it said the screen resolution was too low.

Web browsers had their menus bigger but the actual Web sites were still the same small font sizes. Every Web site I went to I had to manually increase the font sizes. Most Web sites have absolutely no accessibility features built into them. Developers tend to take for granted

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Feature: Personal Development

Being financially smart means keeping an eye on fees – all fees.

Starting July 1, new federal rules kicked in that require banks to require customers to opt in for overdraft coverage. Overdraft coverage is a line of credit that kicks in when account holders make purchases that exceed their available checking and debit account balances.

To get customers to sign up, some banks are slashing their overdraft fees. Under the new law, if account holders don't opt in, banks won't be able to cover their charges when their account balances fall short. The charge simply will be declined, and the customer won't be charged an overdraft fee, which at some banks had gone well over \$30.

Yet, if you have overdraft protection, that means you will have to pay

a fee, sometimes on a rising scale that takes you back to the fee you were paying when you didn't opt in for such coverage.

So how do you avoid overdraft fees entirely? Start acting responsibly.

Don't join, but keep an eye on that balance; if you don't opt in, you won't be charged overdraft fees, period. But then it becomes your job and your job alone to make sure your accounts are covered. Redouble your efforts to record transactions and double-check those balances. If you bank online, you can do this every day if you choose.

Keep a particular eye on debit transactions: Many in-store debit



transactions will not automatically be rejected, so that's why checking your account often is so critical. That's why that if you don't use financial planning software to download your transactions on a daily basis, it might be time to do so. Checking your banking statistics at

Understanding the New Overdraft Law

-provided by the Financial Planning Association® (FPA®) of Western New York

regular intervals will not only help you keep an eye on overdrafts, it will help you spot bank or personal errors and possibly I.D. theft.

Sign up for bill payment alerts or keep a reliable calendar: Most banks and credit card companies will give you the option to have bill payment alerts sent to you five or more days before they're due. Even if you write these dates in a calendar, it's not a bad idea to have backup.

What about other fees? Keep in mind that overdraft

fees are not the only bank charges you need to watch. Last September, Bankrate.com released the following data on ATM and checking account fees:

- NSF or bounced check fees rose to a record high of \$29.58 in 2009, rising 2.7 percent annually on average over the last decade.
- ATM surcharges – fees for when you use an out-of-network ATM – rose 12.6 percent from 2008-2009 with an average fee of \$2.22. According to Bankrate, ATM surcharges have gone up at an average rate of 7 percent

Understanding the New Overdraft Law

Continued from the previous page

a year since 1999.

- Interest-bearing checking accounts had fees averaging \$12.55 a month, up nearly 5 percent from 2008 levels, though non-interest bearing accounts hit a new low of \$1.77 a month.

And don't forget these other nagging fees you should watch:

Credit card fees: Late fees, processing fees, and surcharges on cash advances are just some of the fees that banks and credit card companies use to increase their revenue. Just as you become more diligent in examining your banking options, apply the same standards to your credit cards.

Retirement plan fees: If you work for a company, it makes sense to ask your human resources department how much they're paying in fees to your 401(k) plan manager – or managers. As for your personal retirement investments, check your portfolio management fees: Also known as assets under management (AUM) fees, these are various fees that might be assessed against professionally managed portfolios. It is always important to understand these fees, see how they compare with competing types of portfolios and investments and keep an eye on what triggers them.

Restocking fees: Avoid retailers who charge restocking fees, particularly for electronics. While certain chains have dropped them due to customer protests, make sure you call the store or check their sales policies online before you spend.

If you do a financial checkup every six months, it might not be a bad idea to start examining the fees you pay to all sources and determine whether there's a more affordable way to save, spend, shop and invest. Weigh these options against any incentives you might gather along the way.

This column is provided by the Financial Planning Association® (FPA®) of Western New York, the leadership and advocacy organization connecting those who provide, support and benefit from professional financial planning. FPA is the community that fosters the value of financial planning and advances the financial planning profession and its members demonstrate and support a professional commitment to education and a client-centered financial planning process.

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Inspiration and Motivation

Continued from page 5

or to enforce any old law, that shall abridge their privileges or immunities. Hence, every discrimination against women in the constitutions and laws of the several states is today null and void, precisely as is everyone against Negroes...

"We no longer petition Legislature or Congress to give us the right to vote. We appeal to women everywhere to exercise their too long neglected 'citizen's right to vote.' We appeal to the inspectors everywhere to receive the votes of all United States citizens as it is their duty to do..."

"And it is on this line that we propose to fight our battle for the ballot – all peaceably, but nevertheless persistently through to complete triumph, when all United States citizens shall be recognized as equals before the law."

I do not know what each of you may have gleaned from this awe inspiring (at least to me) speech, but I found numerous applications to current times and issues. While we, as members of NYS Women, Inc., can rejoice in the knowledge that we can vote, the reality is that many women do not and cannot vote their choices in elections for many reasons – lack of interest, limited, incorrect or lack of information, lack of child care, or transportation, limited understanding of the language, illiteracy, partner abuse preventing access to voting stations, no voter registration, and other reasons. Are we not able to help or assist with any of these? Are we not action-oriented as was Susan B. Anthony? Are we not courageous enough to put ourselves out there to help another "person?"

Women are still demeaned, seen as unintelligent, cowardly and out of place in their right to express themselves politically, professionally and personally. Gender-based discrimination can still be seen and heard every day in the news as strong and assertive women are maligned and torn apart for their audacity to speak their mind on issues before us. Women are criticized for their ability to manage family, home and career.

Where is the public support and defense of the right to be heard from the women's organizations? Where has our voice been heard? Have we lost our own

identity as strong women? Have we lost the courage modeled by Susan B. Anthony? Do we not now have the power to help other women, of all ages, become stronger professionally, politically and personally? How are you exercising your courage?

There is strength in numbers and in being vocal in demonstrating that strength. I contend that if you have succeeded in building a life in New York State, you possess the skills and abilities needed to influence other women who may not yet have found their power and voice. Look at our vision and mission statements. You, as a member of NYS Women, Inc., have promised and committed to act upon them, not sit back idly while others do the work. We need to be leaders, unafraid to be

heard, regardless of the sides we take. We need to support one another in exercising our rights, even if we don't agree with the content. We need to respect the messenger, not take them to task for assuming the role.



Equality comes at a price. There are trade-offs, as we have discovered. Not all legislation will be initially

favorable to getting us what we want, but each step brings us closer. Bring knowledge of the issues that impact women to your meetings. Welcome debate on the issues. Develop a plan to involve or invite non-members in and/or to a forum which focuses on local, state and/or national issues or legislation. Ask what you can do to further the education of other women, young and mature. Determine a course of action to assist other women in exercising their right to vote and be heard. We live in a time like no other. We live in a country like no other. We have opportunities like no other country. Some of those opportunities are being threatened by our elected officials. Are you going to sit back and let your freedoms and those of your children and grandchildren be compromised by the actions of government? Who is the government, anyway?

Continued on the next page

Can You Find It Here?

Continued from the previous page

We don't all think alike. Thank God. But we need to be courageous enough to voice our thoughts without fear of reproach and recrimination. We need to speak intelligently, respectfully and with accurate information, which is available from many resources. We need to recognize bias, which we are all entitled to. We need to wade through the biases to get to the truth and we then need to make our own informed choices. We need to help other women learn to do the same. As a New York State woman, I challenge all of my sister and fellow members to follow Susan B. Anthony's example and "fight...(the)...battle(s)" that still lay before us as we are committed to strive for equality as citizens. Persistence is the way to triumph.



Pat Hendrickson is NYS State Women, Inc. President-Elect.

NYS Women, Inc.

Our Mission

To build powerful women professionally, personally, politically through advocacy, education and information.

Our Vision

To be the leading advocate for working women.

90th Anniversary of a Woman's Right to Vote

Continued from page 4

this makes better men of the candidates.

In the second place, and far more important, is this reason:

When women shall vote, the political influence of the good men in the community will be greatly increased. There is no doubt whatever that women, in their voting, will be influenced by the men whom they know. But there is also no doubt that they will be influenced by the GOOD men whom they know.



Men can deceive each other much more easily than they can deceive women -- the latter being providentially provided with the X-ray of intuitional perception.

The blustering politician, preaching what he does not practise, may hold forth on the street corner or in a saloon, and influence the votes of others as worthless as himself. But among women his home life will more than offset his political influence.

The bad husband may occasionally get the vote of a deluded or frightened wife, but he will surely lose the votes of the wives and daughters next door.

Voting by women will improve humanity, because IT WILL COMPEL MEN TO SEEK AND EARN THE APPROVAL OF WOMEN.

Our social system improves in proportion as the men in it are influenced by its good women.

As for the education of women, it would seem unnecessary to urge its value upon even the stupidest of creatures. Yet it is a fact that the importance of thorough education of girls is still doubted -- usually, of course, by men with deficient education of their own and an elaborate sense of their own importance and superiority.

Mary Lyon, whose noble efforts established Mount Holyoke College, and spread the idea of higher education for women throughout the world, put the case of women's education in a nutshell. She said:

"I think it less essential that the farmers and mechanics should be educated than that their wives, the mothers of their children, should be."

The education of a girl is important chiefly because it means the educating of a future mother.

Whose brain but the mother's inspires and directs the son in the early years, when knowledge is most easily absorbed and permanently retained?

If you find in history a man whose success is based on intellectual equipment, you find almost invariably that his mother was exceptionally fortunate in her opportunities for education.

Well educated women are essential to humanity. They insure abler men in the future, and incidentally they make the ignorant man feel ashamed of himself in the present."

The Art of Mentoring

Continued from page 6

within the world of technology. Younger people are savvy in the use of smart phones, computer programs, iPods, Blackberries, social networking and the like. Many of us could use a good mentor to teach us these specific skills. Seek out a mentor from your chapter to teach you how to utilize these tools to better your skills.

NYS Women, Inc. believes in the development of women personally, politically and professionally. Pair up with someone – together each achieves more. Become a mentor.

Colleen White Tyll is the chair of the personal and professional development committee.

Nancy Cantor

Continued from page 7

Chief as being racist and divisive.

In 2004, Nancy Cantor came back to New York State to assume the roles of chancellor (the first woman in the post) and president of Syracuse University. She also became distinguished professor of psychology and women's studies in the College of Arts and Sciences. Under her leadership, the University is pursuing the goal of "Scholarship in Action." Syracuse will not be a creature standing apart from the community, but an anchor to society, a partner and collaborator in reforming schools, sustaining the environment, and broadening the application of art, technology and design. As Nancy has said, "what one wants to do first and foremost is create as many reciprocal partnerships as possible in areas where SU has particular expertise and where there are opportunities for economic development and improvements to the community's well-being."

World NOT made for visually impaired

Continued from page 17

that everyone else sees the way they do. They forget to add those font size buttons on their Web sites or even the contrast changing buttons. Simple things like adding these buttons make a person's life so much easier. I know I will never forget or let a client pass on that again.

Skype is another program commonly used by businesses these days. This program has no way to increase the font size. In my company I use this application all the time to communicate with my employees. I couldn't see any messages I was being sent. I had to ask everyone to use e-mail until I could see again. In my opinion that is just unacceptable.

Everyday tasks

You don't think of all the little things that you do in a day that a visually-impaired person will find difficult to navigate. Reading a bank statement and balancing the books was an impossible task. My mother

had to come over and read the statement to me. I had to buy a bridal shower gift and I had to use one of the swipe credit card machines. There is no standardization among those credit card machines; many have different buttons to press and the keys are in a different order. I was able to make my computer work because I've memorized the icons and where things are.

One thing I never thought of before was going out to eat and reading a menu. How many restaurants do you know that have large print menus? Not many. Even watching my niece, who is two months old, proved to be difficult. I could not see the lines or numbers on her bottle. My sister put tape on the bottles so I knew when to stop filling them. I know many visually-impaired people have kids. Why do those numbers need to be so small?

Not having my sight made me completely dependent on others to

drive me places and do simple daily tasks. I'm now much more aware of what a visually impaired person goes through and just how hard it is for them to be independent. Boy, I give them a lot of credit for coping in a world that is not very user friendly.

On another note, as a small business owner this proved to be the most difficult logistical nightmare I've ever experienced. I could answer e-mails and that was about it. It started me thinking about what might have happened if I didn't have an amazing employee who stepped up and handled everything. How do small business owners handle medical emergencies when they are the business owner and run day-to-day operations? This is one to ponder. . .

Renee has since recovered and looks forward to "seeing" her fellow NYS Women, Inc. members!

President's Message

Continued from page 2

enhance our group. Opening doors, minds, and ears, and closing mouths, will bring unique results. Everyone should be approachable and always ready to help. Think about the many possibilities with individuals. There is always more than one way to do a job. Listen when people are talking. Don't allow confidence to be broken. Please don't repeat a confidence in a negative way. Allow a confident or constructive criticism to bring a positive result.

Fall Board will be held October 1-3, 2010 at Hampton Inn and Suites, Staten Island; hosted by District II. Members from across the state will attend to celebrate the development of their personal, professional and political skills. Pat Ferguson is planning some unusual sightseeing adventures.

Please join us at our state meetings. Everyone from across the state needs to participate. Remember: what are the needs of your local community and what can we do as a group to make New York State a better place for women?

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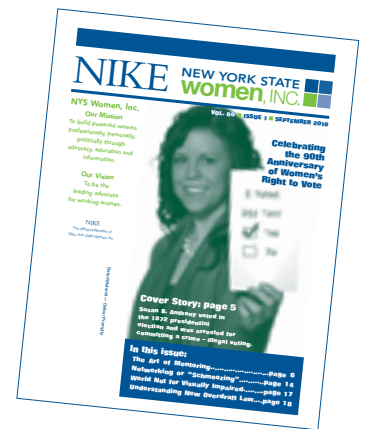
Isn't it time you tapped into the spending power of New York State working women?



- Women's earning power is escalating: They comprise over half of all college students and about 38% of small business owners.
- Women are likely to make the final decisions on travel in 80% of families, medical expenditures (70%), and automobile and insurance purchases (55% each).
- Nearly half of all adult women are solely responsible for saving money for their households.
- Women control 80% of all household purchases.
- They account for 35% of all adults spending more than \$500 on home improvements.

You can reach New York State's working and professional women through your sponsorship of NIKE.

- **NIKE** targets 1,200 business women 4 times annually.
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- **NIKE** is distributed in communities and to decision makers and leaders throughout New York State.



NIKE sponsorship opportunities.

- **\$750 Sponsorship:** Half-page ad in 4 issues of **NIKE** (valued at \$500)
Sponsor logo on NYS Women, Inc. Web site linked to sponsor homepage
Vendor table at a NYS Women, Inc. conference
One free membership to NYS Women, Inc.
- **\$1,500 Sponsorship:** Full-page ad in 4 issues of **NIKE** (valued at \$1,000)
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One free membership to NYS Women, Inc.
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Feature article in 4 issues of **NIKE**
Sponsor logo on NYS Women, Inc. Web site linked to sponsor homepage
One banner ad on NYS Women, Inc. Web site
Vendor table at a NYS Women, Inc. conference
Two free memberships to NYS Women, Inc.

For more information:

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