



# GNates

Communication Connection Comraderie

A Publication of Guelph Women in Networking

Volume 09-10 Issue 6, February 2010

## Mastering Leadership: An Introduction

### Identify your coping strategies when dealing with others



Deborah and Gloria of CT Consulting appreciate the stresses of self-employment.

This workshop will explore these coping strategies, how they can be recognized in others and what to do about it in order to promote effective business relationships.

Deborah is a Realtor with a counselling background and Gloria has a private practice in Marriage and Family Counselling. Their livelihoods depend on making great first impressions and being able to sustain business relationships over long periods of time.

This experience will be interational, enlightening and fun!!! All the new information is effective in all contexts of life as well as in business.

Their workshop will highlight the variety of ways in which we have learned to cope with stress and how we unintentionally communicate that in our words and body language.

The last 15 minutes will be dedicated to anchoring the new learning and for questions and answers.

Visit the GWIN website at [gwin.ca](http://gwin.ca) to book for the March meeting

"Do not let your fire go out, spark by irreplaceable spark, in the hopeless swamps of the approximate, the not-quite, the not-yet, the not-at-all. Do not let the hero in your soul perish, in lonely frustration for the life you deserve, but have never been able to reach. Check your road and the nature of your battle. The world you desire can be won -- it exists, it is real, it is possible, it is yours." ~ Ayn Rand

"The ultimate lesson all of us have to learn is unconditional love, which includes not only others but ourselves as well."

Elisabeth Kubler-Ross

## Remember ...

**PLEASE NOTE -- CANCELLATION POLICY:** Reservations are required and are taken either online by 5:00 p.m. on the Sunday prior to the meeting or by phone (519-827-4946) up to 10:00 a.m. on the Monday prior to the meeting. Cancellations are taken by phone only up to 10:00 a.m. on the Monday prior to the meeting. You will be billed if you do not give the required notice of your reservation cancellation. Method of payment: Cash or Cheque at the door.

*As a courtesy to our members and guests with perfume sensitivities, please refrain from wearing perfumes to the dinner. Thank you*

## Join Us .....

For an Evening with Deborah Cardiff & Gloria Taylor of CTC  
Tuesday, March 2, 2010

Location:

**Guelph Country Club  
133 Woodlawn Road East**

Visit our website  
at [gwin.ca](http://gwin.ca)

Cost: \$30.00 for Members  
\$40.00 for Non-Members

Time: Doors open for Networking at 5:00p.m. Dinner and Speaker are from 6:00p.m. to 9p.m.

## Another great GWIN benefit!

GWIN is an official member of the Guelph Chamber of Commerce, and so as members of GWIN we can attend all the Chamber functions at member prices. When booking, be sure to mention you are a GWIN member.

Do remember, you are there as a GWIN member, and if you wear a name tag, it must be your GWIN tag, not your personal company.

Naturally you may take your personal business cards to share with others.



## THE PRESIDENT'S CORNER

By Jody Hay

Visions of Daffodils Dancing in My Head

This has been a blissfully easy winter so far. What a relief after last year! Our snowbanks were so high at this point a year ago that we struggled to find a spot left to put the snow we had shovelled from our driveway!

But...even though there's been much less shovelling this year, I can't help but still dream of seeing crocus sticking up through that last little bit of snow. I'm envisioning the tulips coming alive in my back garden. This spring will only be the second in our new house so the gardens are still somewhat unfamiliar and I feel like there is an exciting surprise waiting for me under that snowy white cover back there.

Daffodils have always been my favourite spring flower. As a kid growing up in the country with 37 acres, my Mom had planted bucket-loads of daffodils, all amongst the trees in our front yard. The spring air was so fragrant with their smell, and the sunny yellow colour made the grey world of winter seem so far away. We used to have huge gorgeous bouquets of them in the house.

There is a reason why we use nature's seasons as metaphors for our actual lives. There is quite a correlation to them. Over the past couple of months, my family has faced some challenges. In my mind, I liken the experience to winter; there have been days of grey, with little sunshine, which have often seemed endless. But, like winter turning into spring, I know there are brighter days ahead. The clouds will disappear, leaving clear blue skies. The brown grass will turn green, and finally, the most wonderful of all, gorgeous yellow daffodils the colour of sunshine, will show their sunny faces and make the air smell fresh and clean.

Life is full of changes, some of which we choose to make, but some of which are thrust upon us. It is important to remember during those more challenging times, that they will indeed end at some point, and we'll be able to breathe again. Now I know why spring has always been one of my favourite times of the year! It's a time of new beginnings, brightness and coming out of hibernation.

I hope you all have gorgeous bright days ahead of you. Me??? I'm forcing spring to come early by going out to buy myself a nice big pot of daffodils!!!

## BUSINESS BIOS ...



I am Betty-Anne Ouellette and my company is Brain Edge.

I have always been drawn to helping people. And with neurofeedback I have found a very powerful tool. I know because it helped me and others ad well.

I had a terrible memory. I worried that I was getting Alzheimer's at a young age. Or maybe I had ADD. Everyone, including doctors dismissed my concerns, saying that they forgot things too.

But they did not see things through my brain. My attention was so bad that in a 5 minute FACE TO FACE conversation I would drift off in a day dream at least 3 times, even when I was very interested. When reading I would have to read the same page over and over. I forgot business appointments. I even forget to pick up my children from daycare. I had computer alarms going, my palm pilot ringing, notes attached to my purse, co-workers reminding me and still I would forget within 5 minutes of a reminder.

Neurofeedback changed this for me. After a very thorough evaluation I had specific protocols that were going to train my brain to function more optimally. And after repeated sessions I was impressed. I still pay better attention and participate more in conversations. And my memory is so peaked that I no longer need reminder notes or alarms. I wake up and can instantly remember all of my appointments for that day. I have also gained confidence. My emotions are more stable. I am happier and less reactive. It's as if I shed layers and layers of unwanted effects from bad habits, stress and negative self talk. And the result is a newly emerged woman who is confident, happy, focused and motivated.

Have you ever experienced moments when your mind turns off and you know just what to do and you know you are really good in that moment?"

It feels good doesn't it?

All of your aches, your worries, your fears and your self-condemnations fall away in that moment. It feels SOOOOO good !!!

"Athletes call that state 'being in the zone'.

- Neurofeedback will help to improve your automatic responses and improve your focus so that you can be in the ZONE.
- This will improve your emotional control which makes you feel better about yourself and will in turn improve your relations with others so that you can enjoy life.
- This improves confidence so that you can step up and meet your authentic self.
- This will get your head out of your way with all of that negative self talk so you can become the best you can be."

Are you ready to unleash the power of your brain?

I am extending a free evaluation to all GWIN members. This evaluation can last up to two hours, is a very thorough look at how you are functioning right now, and the whole process is very insightful.

Please call me for your free evaluation.

Betty-Anne Ouellette  
Brain Edge

"To forgive is not just to be altruistic. It is the best form of self-interest. It is also a process that does not exclude hatred and anger. These emotions are all part of being human. You should never hate yourself for hating others who do terrible things: the depth of your love is shown by the extent of your anger. However, when I talk of forgiveness I mean the belief that you can come out the other side a better person. A better person than the one being consumed by anger and hatred. Remaining in that state locks you in a state of victimhood, making you almost dependent on the perpetrator. If you can find it in yourself to forgive then you are no longer chained to the perpetrator. You can move on, and you can even help the perpetrator to become a better person too."

Desmond Tutu

## BUSINESS BIOS CONT ...



My unique interpretation of stained glass art feature exciting expressions of colour, form, texture and movement.

Building on my roots in art education and interior design, I draw inspiration from years of experience in a variety of artistic mediums.

Based in the South end of Guelph, I have been a full time studio artist for 12 years. My original creations are enjoyed on windows, walls, tables and doors throughout Canada, the United States and many other countries around the world.

I have giftware and jewelry lines, with new pieces being added regularly for retail and wholesale clients.

I love custom orders and getting together to share ideas for each design to make it your vision. From the smallest piece to a full size window, I pay attention to every detail.

For almost every occasion, if you like handcrafted, original designs, I can help you with your gift giving needs.

Corporate thanks ...

Birthdays, Engagements, Weddings, Anniversaries, Condolences or Thinking of You..... Whatever the reason,

Think of Stained Glass.... And get in touch with me.

Bonnie Deschenes  
Stained Glass Artist

Buy Canadian! Buy Local !



My company, Lorna Wyllsun & Associates, specializes in assisting individuals and organizations to learn and master interpersonal communication skills that are essential to success in the workplace. Our practical and engaging programs help participants achieve their performance goals and aspirations in a safe, stimulating environment.

Using both innovative and time tested strategies, participants have the opportunity to experience and rehearse skills they can implement immediately to achieve professional success. Topics include: resiliency training, team building, self awareness, conflict management, self management, coaching & feedback, leadership development, emotional intelligence, stress/anger management, self esteem & confidence. With her specialized education and commitment to own ongoing learning, Lorna brings a diverse background to her training including:

Master Practitioner of NeuroLinguistic Programming (NLP). (NLP is the art and science of learning how to think more effectively and communicate more effectively with yourself and others.)

Coach & Trainer for Words That Change Minds © (a tool to understand what motivates individuals and groups so you can effectively get your message across)

Simulated Client and Case Development Specialist develops interactions and provides trained simulators

to let you practice and develop the confidence and abilities necessary to reach your goals and avoid any unanticipated pitfalls

Lorna Wyllsun  
Lorna Wyllsun & Associates



I am a Cooperators agent. I have been in the financial services industry for the past 23 years. As you can tell helping people with their financial security is what I love to do.

I am an ex banker and decided to make some changes a couple of years ago that would make real differences in people lives. I take the

experience I have learned at the bank and bring it with me to help educate my insurance clients. I am licensed to discuss investment like mutual funds and seg funds, life and health insurance and commercial business insurance.

When you meet with me, it is in a place that is comfortable for you. Most of my clients prefer their home, which is where they are most comfortable. Finances, believe it or not, scare a lot of people. so, at our first meeting I ask a lot of questions and try and get to know the person. As trusted advisor I can create solutions, and insurance is and should be part of your financial plan.

As a business owner, you constantly update your business plan to make sure you accomplish your goals in order to be successful. I educate people and talk about how important it is to secure their financial futures. I have extensive experience in budgeting, saving for a home, mortgages, debt consolidation, and investments. You can insure your home, car, income, health and even your own life. Insurance may just seem like an added expense to your budget, but if you ever need to rely on your insurance you'll soon realize how important it is. It's all about a plan, and I help my clients with that plan. It is so individual, because all of us have our own lifestyle, goals, aspirations and dependents. Our day-to-day life is full of unpredictable risks. Although no one likes to think about their deaths, or deaths or illnesses of their loved ones, having insurance allows you to be assured that your family will be cared for even if you are unable to take care of them yourself. You have worked hard for your assets, and insurance is a cost effective way of protecting those assets from last expenses of your estate or having to use them yourself, when you are sick or disabled. This guarantees your assets are there when you need them for retirement. Most of us insure our businesses and their assets. We forget or maybe think it's too expensive to insure our greatest asset - ourselves. So whether you have questions about any type of insurance, want to talk about your financial security or want a second opinion on your plan, call or email me and we can meet.

Kim Baseggio  
Co-Operators

### A Terrific Benefit of GWIN Membership — Business Bios

If you haven't scheduled your Business Bio this GWIN year, or if you are new to GWIN, here is your chance to present yourself and your company to the membership and guests. Book now for September, October & November.

This is one of the great perks of GWIN membership, so take advantage of this now and contact Penny Jamieson to book your Business Bio.

Contact Penny at [gp1jamieson@primus.ca](mailto:gp1jamieson@primus.ca)

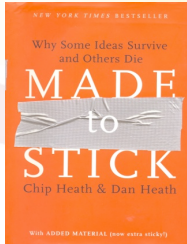
"Why does Sea World have a seafood restaurant?? I'm halfway through my fish burger and I realize, Oh my God.... I could be eating a slow learner."

--Lynda Montgomery

*GNotes*

## Book Reports - A New Addition

We are doing something new this month, putting in a book report column. Because of space and time, there will probably usually only be one or two, but we hope you find the information educational and valuable. Please send in your own book reports to the Editor (see e-mail on the last page) of max 100 words long, and include a jpg of the cover of the book if you can. Enjoy!



Whatever business or enterprise you are involved in, I suspect that getting your message across to others in a way that is meaningful and memorable for them is important for you. That is the reason I recommend this book to you. The authors outline a simple but effective formula for creating ideas that have impact and are unforgettable i.e sticky. SUCCES is the acronym they present which stands for Simple, Unexpected, Concrete, Credible, Emotional and Stories. They provide examples, exercises and procedures to help each of us develop messages that stick as well as pointing out the barriers we contend with such as the curse of knowledge, decision paralysis and a lack of common language. 5/5 on the Lorna Wyllsun scale



Colleen Hunter of Hunter's Helping Hands displays her other passion ... crafts

"The nine most terrifying words in the English language are, 'I'm from the government, and I'm here to help.'" Ronald Reagan, 40th U.S. president

"A wide screen just makes a bad film twice as bad." Samuel Goldwyn

"If I look confused it is because I am thinking." Samuel Goldwyn

"Live in such a way that you would not be ashamed to sell your parrot to the town gossip." Will Rogers

Mark your calendar for  
Saturday, May 15, 2010

# Play Day

Take time to Rejuvenate, Revitalize, and maybe even Challenge yourself.

This full day includes breakfast, lunch, and choice of fun indoor and outdoor sessions like... Archery, Drumming, Canoeing, & High Ropes

YMCA, St. Clements, ON  
www.womensgrowthnetwork.com or call the event organizer Lisa Ivaldi at 1-866-601-3081

## ARTICLES

### Betty-Anne Ouellette Brain Edge

As we enter the month of February and that special holiday about LOVE, this is a great time to talk about the importance of being loved as a young child.

So..... What's LOVE got to do with it? A LOT.

In his book titled A Symphony In The Brain, Jim Robbins discusses neurofeedback and in one part, the theory about how love affects the brain.

"For normal development of the brain, an infant needs what some professionals call a somato-sensory bath and others call love – hugging, talking to, rocking, cooing, holding, and other kinds of personal contact with a parent or another caregiver."

For anyone who has enjoyed a warm hug, this should be no surprise. But what is surprising is what happens to the brain when this kind of "love" does not occur in a child's development phase. If a child experiences neglect or abuse when they are a child, they are at risk for developing attachment disorder.

Attachment disorder is a broad term intended to describe disorders of mood, behaviour, and social relationships arising from a failure to form normal attachments to primary care giving figures in early childhood, resulting in problematic social expectations and behaviours. Such a failure would result from unusual early experiences of neglect, abuse, abrupt separation from caregivers after about six months age but before about three years, frequent change of caregivers or excessive numbers of caregivers, or lack of caregiver responsiveness to child communicative efforts. (Source: Wikipedia)

As an example, orphans are at a special risk. While obviously not true of all adopted children, some children adopted from orphanages are left in cribs and unattended to for very long periods. With so many children to care for, they may not be nurtured adequately and lack sufficient and loving human contact. Some adopted children have been described as withdrawn and emotionally flat or that they do not seem to respond well

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## ARTICLES CONT ...

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to attempts for nurturing physical contact regardless of the loving attempts made by their adoptive parents. This is very tragic for both the adoptive child and the new parents, but the child cannot help it.

Their brain has disconnected from the possibility of understanding love from other humans. It would appear that they suffer from Attachment Disorder.

Jim Robbins talks about the work of Sebern Fisher, who spent twelve years as the clinical director of a residential home for severely disturbed children.

*"Post-mortem work or MRI's show that anti-social's tend to have smaller right hemispheres. There are fewer synapses that develop and less blood flow to that part of the brain. They have smaller right hemispheres, while normal's have slightly larger right hemispheres."*

The right hemisphere is responsible for a number of things and plays an important role in the development and control of emotions. Proper brain functioning is important for everyone. All of the parts have a role to fill and when the brain works optimally, we are able to enjoy life better.

And so, on Valentines Day and every day, love your children. Give them lots of hugs and cuddles. You will be helping their brain develop. What a simple but powerful thing to do.

Julie Mickelown swears she did not damage her arm, just so she could eat more chocolate to speed up the healing. HMMMMM!



Above, Marilyn Rognvaldson pays Carla Berquo for her dinner.

Right, Sharlyn Graham, as Vice-President, handles the President's duties for absent Jody Hay.



Above, Lisa Bursey and Lorna Halliday of Weiler & Company Accountants actually make the GST/HST subject interesting, and supplied great information to GWIN members at the February meeting.

Below, Colleen Hunter, Kim Baseggio and guest, Patricia Airdrie networking at the GWIN meeting





## Guelph Women in Networking

### Next Meeting ...

#### Time Management, with Kristel Manes

Date: Tuesday, April 6, 2010

Location: **Guelph Country Club  
133 Woodlawn Road East**

Cost: \$30.00 for members  
\$40.00 for guests

Time: Doors open for networking at 5:00PM, dinner and speaker are from 6:00pm to 9:00PM

### Registration required!

Registration starts after March 3, 2010 at [gwin.ca](http://gwin.ca)

### Advertising Submissions — Member Prices

Big Business Card Ad: \$10.00 (3.5"x2.5")  
1/4 Page Ad: \$15.00 (3.5" x 4.75" or 7.5" x 2.5")  
1/2 Page Ad: \$28.00 (3.6" x 10" or 7.5" x 4.75")  
3/4 Page Ad: \$38.00 (7.5" X 7")  
Full Page Ad: \$50.00 (7.5" x 10")

The above prices are for the placement of the ad, if Camera-ready art is provided. Ads can be designed for you for an additional fee.

There is a 10% discount on all prices if you book more than one issue at a time. To advertise in C-Notes, please talk to the editor at the monthly GWIN meeting. All submissions to C-Notes are published on a first-come, first-served basis.

#### Non-Member rates on request.

The submission deadline for C-Notes is the 15th of each month. Please send submissions to:

[editor@gwin.ca](mailto:editor@gwin.ca)

Editor - Marilyn Kleiber

## OUR SPECIAL THANKS ...

To members who supplied prizes for our 50/50 draw ...

Kim Baseggio-The Co-operators  
Lisa Ivaldi- Forestview Business Services  
Maria Dy- the Perfit U Personal Training Studio  
Lorna Wyllsun-Lorna D Wyllsun & Associates  
Sylvia Plester-Silk- Holistic Healing Practitioner



Maria Dy at her Display Table for ThePerfitU - shows her PerfitU.....

## The Last Word - The Editor

What is truth?

Literally millions of people claim to know the truth – particularly when it comes to controlling others. Simply ask those in government, education, religion, big business, etc.

History, it is said, is written by the winners, and therefore does not reflect the truth. This is actually a very profound statement. Think about it!

If you are Country 'A' and are exploring this world and you come to a land across a great ocean, let's call it Country 'B', and the people there live differently, act differently and do not speak your language, how do you view them?

All too often, the so-called 'civilised' inhabitants of Country 'A' consider Country 'B' people as savages, and 'less civilised'. This is not truth. It is judgement.

Because it covets the resources of Country 'B', Country 'A' sets out to conquer and annex Country 'B'. Afterwards their history books tell a story of great bravery among the people of Country 'A', and violent savagery on the part of the people of Country 'B'. They might also tell of their benevolence in bringing these people into the modern way of life. And this is the version that the future world will hear. Why? Because Country 'A' is the winner.

The story from the point of view of the people of Country 'B' might be vastly different. They might tell of being herded off their lands by unknown and fierce weapons, of the slaughter of thousands of their people, including the elderly, women and children. They also might tell: of being forbidden to practice their own religions, of children being separated from parents and forced to learn the ways of Country 'A' people, of huge numbers dying of strange diseases for which they have no immunity, of the destruction of the environment of their once beautiful country, and finally of the loss of their own language and culture.

Thus truth is merely a matter of perception.

The only truth that is ever valid is your truth. And that truth is not your judgements, nor your prejudices, but your deepest feelings about life and all the people and living things around you.

*C-Notes*

And that may or may not be my last word on the subject!