



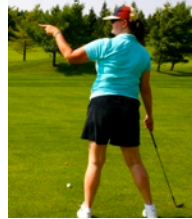
Communication Connection Comraderie

GNMates

A Publication of Guelph Women in Networking

Volume 10-11 Issue 10, June 2011

6th Annual Ladies Golf Tournament



On Tuesday July 5 at the Springfield Golf and Country Club we will be hosting the 6th Annual GWIN Fundraising Ladies Golf Tournament and SILENT AUCTION. Ten percent of the profits from this EVENT will go to Michael House.

Michael House is a non-denominational, not-for-profit agency based in Guelph, Ontario dedicated to providing housing and services to young pregnant and parenting women in need of a supportive environment. This support is given in: a Residence Program, which supports young women during pregnancy, childbirth and early parenting; an After-Care Program which offers support once young mothers are living on their own; and a Drop-In Program which provides a safe place to network with other young mothers and their children and gives access to additional staff support. This program also gives access to donations.

Our Golf day itinerary is as follows:

- 1:00pm - 2:00pm: Registration
- 2:00pm - 2:30pm: Free Golf Clinic (pre registration required)
- 2:30pm - 4:00pm: Tee off Times (Scramble/Best Ball Format)
- 2:00pm - 6:00pm: Silent Auction
- 5:00pm - 6:30pm: Entertainment with Gayle Ackroyd
- 6:30pm - 9:00pm: Dinner and Prizes

9 Hole Golf, plus Cart, plus Dinner: \$75.00 (HST Included)
 Dinner Only: \$40.00 (HST Included)

Come out and PLAY!!!

PLEASE NOTE: ADVANCE REGISTRATION ONLY. Payment MUST accompany registration. Cancellations will not be accepted after June 30, 2010. Registration and payment must be received by June 24, 2010. GOLF SPACE IS LIMITED so register early to avoid disappointment.

Please register at www.gwin.ca

Remember ...

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 the 6th Annual Ladies Golf Tournament

Tuesday, July 5, 2011

Location: **Springfield Golf and Country Club**
2054 Gordon Street

Visit our website at www.gwin.ca

Cost: **\$75.00 for Golf & Dinner**
\$40.00 for Dinner Only

Time: **Registration 1 - 2pm**
Free Golf Clinic 2-2:30pm
Silent Auction 2-6:30pm
Entertainment 5-6:30pm
Dinner & Prizes 6:20-9pm

Registration is required!

Please pre-register at www.gwin.ca

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.

www.gwin.ca



519-827-4946



THE PRESIDENT'S CORNER

By Sharlyn Graham

I can't believe we have almost come to the end of our 30th Anniversary GWIN Year. We will close out the year in celebration at our Annual Golf Tournament on July 5th and I hope each one of you will come and enjoy the day. The Golf Committee has been working diligently to ensure the event is a great one. It is important to show your support not only for GWIN but for Michael House who will receive 10% of the proceeds from this event.

It seems not that long ago that I was standing before you as President to launch our first meeting of the year and now here we are at the end of it! Time certainly flies! I personally have had a fantastic GWIN year. We've had a wide array of speakers and I have enjoyed learning from all of them. There were so many new faces that I had the opportunity to meet and learn about. The buzz in the air at meetings was fantastic and the banter so enthusiastic that I often felt badly about beginning the meeting because I didn't want to interrupt such great conversations! All of this suggests to me that we have been successful in our goal of creating an environment where business women can meet and build relationships, network with other professionals and feel comfortable doing so.

It is my hope that each of you also had a fantastic year. If GWIN was able to assist you with your business connections, challenge your personal development and provided an opportunity to learn something new, then we have happily fulfilled our mission to you as a member.

For me personally, GWIN has become my business family. A family of business women I respect and admire and a group I would turn to for advice, support and inspiration.

Virginia Satir said "Feelings of worth flourish only in an atmosphere where individual differences are appreciated, mistakes are tolerated, communication is open, and rules are flexible - the kind of atmosphere that is found in a nurturing family."

Thank you for giving me that sense of worth and allowing me to represent you through this last GWIN year. I have done so with great gratitude and I wish each of you continued success with your businesses and look forward to beginning in September with a strong group effort to reach all of our business goals.

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 and November 2011.

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

Contact Wendy at wendy@keepintouchstudio.com and then get your bio printed in the newsletter too!

BUSINESS BIOS ...

In early 2007, after a full, rewarding career in elementary education, I retired as a Principal. After considering different options, I decided to act on my life-long interest and by the end of 2007 began my career in Financial Services.



My vision:

- to provide the professional advice you need to take control of your finances so you can meet your present and future needs with confidence
- to be that trusted advisor you go to and will gladly refer to people you know

What you can expect from me:

knowledge, service, professionalism, accessibility, flexibility, a written "living" plan designed specifically for you and based on your values.

Why do People Choose Investors Group?

Investors' Group reputation is built on stability, strength, and performance. IG has been in business for over 80 years, serves a million Canadians and is partnered with other reputable companies (e.g., MacKenzie, Fidelity, Franklin Templeton, Canada Life, Manulife).

How do I know I have made the right career choice?

I love the challenge of running my own business and the opportunity to help people meet their financial goals. And I am not alone; at Investors Group, I have access to a team of experts who readily share their expertise, work hard, and are fun to be around.

In my first career, I enjoyed helping my students grow and develop their talents. I now enjoy helping people grow and protect their wealth.

Is your written financial plan meeting your goals?.

Elsa Stolfi

Investors Group Financial Services Inc.

elsa.stolfi@investorsgroup.com



My name is Linda Boyle and I have partnered with a wellness company called Melaleuca about 11 months ago now. Some of the current GWIN members are quite familiar with Melaleuca and have been enjoying the benefits of their great products for years; others have a hard time even pronouncing it. I have to confess 11 months ago I was one of the latter.

I currently work full time and have for over 15 years as a retail manager in the wine industry. I love selling, customer service and sharing knowledge with others. Melaleuca has given me the opportunity to help people far beyond just suggesting a great bottle of wine. Melaleuca offers products that far surpass the grocery store brands in quality and pricing but the bonus being they are safer for you, your family and the environment. They use the Power of Nature.

Cleaners contain no chlorine, ammonia or phosphates. Vitamins and nutraceuticals are proven to be 10x more absorbable than other pharmacy brands. Melaleuca oil or Tea Tree Oil, is the common ingredient in 65% of their over 350 products. The essential oil Melaleuca alternifolia originated in Australia and has been used for centuries for its natural therapeutic, antibacterial, antiviral, anti-fungal and solvent properties. It's a powerful first aid treatment in a little bottle.

continued on next page ..

BUSINESS BIOS CONTINUED ...

Continued from previous page ...

Melaleuca as a company also offers a sound, flexible business model that allows for rapid and substantial financial growth. But we all know that 'life' will get in the way of the best laid plans. Melaleuca understands that and is there for when life allows you to start growing your business again.

We all have concerns for the environment and most of which, unfortunately is out of our control. On a daily basis we are exposed to harmful chemicals and toxins even in our own homes, where we will typically spend the majority of our time. It's a scary fact that disease and sickness in our young children is on the rise with higher reported rates of some cancers, asthma, and autism than ever before. Why not take back control of your home environment and eliminate the toxins. Be safer and be healthy. Let me and the products from Melaleuca help you do this. After all "Melaleuca was 'Green' when Green was just a color."

I will now jump off my soapbox and encourage you to at least investigate further and get all the information about Melaleuca The Wellness Company. They have been helping people and enhancing lives for over 25 years now.

Linda Boyle
Melaleuca
lindaboyle1459@gmail.com

A little over 5 years ago I stumbled upon the greatest wealth building trend and company: Immunotec Research Company. The company's head office is situated in Montreal, Quebec. Today Immunotec is recognised as the market leader in the immune segment of the wellness industry, producing exclusive products that only specialized in the support and maintenance of a strong immune system. This company is bridging the gap between science, nutrition and medicine and is capable of changing how medicine is practiced today by allowing people to improve their body's ability to stay strong and healthy. Their flag-ship products, Immunocal and Immunocal Platinum are the only patented natural supplements that are scientifically and clinically proven to optimize your immune system!



The US Physician's Desk Reference (PDR) and the Canadian Compendium of Pharmaceuticals and Specialties (CPS) are two important volumes - that sit on the desk of every doctor in North America, and both contain important references to immunocal. This kind of scientific validation is invaluable - and gives Immunotec Consultants another place to point when referring to the research that stands behind Immunotec's cornerstone products.

While these all-natural dietary supplements are designed to improve and boost your immune system, the company offers to all the opportunity to become business partners and owners in the wellness industry. You can work full-time or part-time while pursuing your career. My goal is to help as many people as I can, showing them how to build a business system that will enable them to get out of debt soon and build a solid retirement income.

My goal is to share the Immunotec Story: A Message of Hope for everyone. Optimizing your glutathione levels will soon join the list of factors in the importance of immunity-the most argued topic in the medical field.

Pauline P. Lawrence www.immunotec.com/foods 905-794-7677

BUSINESS BIOS CONTINUED ...



I am so excited about passing the three years mark in business and now have a new marketing strategy in progress. The new graphics and business card with a bite out of it is catching a lot of attraction. The website is coming along great and hope to send out announcements on launch to the

web. I am currently working with Marilyn Kleiber and Fire Dragon Films on a video for the website.

This year I have introduced more services for the clients of Gentle Dental Hygiene Services. I am now offering a Tooth Whitening System that is the fastest and gentlest on teeth and gums. Pola whitening system has a take home product or an in office application.

The next exciting addition to the services is Sport Mouth Guards. With a custom fit mouth guard you benefit by increased comfort fit, easier breathing and communication while wearing a custom fit mouth guard. Also, the addition of pit and Fissure Sealants this is a protective coating placed on the back teeth of children soon after the teeth erupt. The benefit with placing the sealant material is less food and bacteria collecting in the grooves of the back teeth. This helps prevent tooth decay from taking hold in those teeth.

Gentle Dental Hygiene Services continues to take a bite out of my clients' dental bills and help many existing and new clients achieve health in their mouth. I like to think that the information I provide my clients is like "fitness for the teeth".

Charlane Stecjuk
Gentle Dental Hygiene Services
gdhs@live.com



Alana Cates of Accelerated Profit Solutions and Sharon Bennett of Bennett Business Connections network and discuss their individual futures on the GWIN executive.

Elsa Stolfi
of Investors
Group at
her GWIN
display



ARTICLES

Josee Ottenbrite
Royal LePage/Royal City Realty

Staying Cool the Green Way

It's cool to be green, and green can keep you cool – especially in hot weather. Here are ten tips for maintaining a comfortable home without relying on the air conditioner this summer.

1. Heat rises so make sure your roof is well-ventilated. Consider installing a temperature controlled attic fan that switches on when the mercury rises.
2. Ensure proper insulation in the walls and ceilings. In Canada, we tend to think of insulation as a must for winter, but proper insulation also guards against the heat of the day in summer.
3. Shade the west side of your home by planting large bushes or trees to mitigate the amount of direct sunlight your west-facing walls receive. Be sure any planting is done a safe distance from the foundation.
4. Ceiling fans can cool a room by several degrees. Install ceiling fans in larger rooms and set them to the forward position so the fan rotates counter clockwise. This will help create a wind-chill effect and make you "feel" cooler.
5. Venetian blinds or California shutters are both aesthetically appealing and effective at shutting out the sun's glare. Another option is to add heat reflecting film on windows. It will help keep things cool, while reducing ultraviolet rays that can damage furniture and floors.
6. Since most summer breezes blow from west to east, open the southwest and northeast windows to allow a refreshing cross-breeze. Open windows at night to allow the cooler air in, and close them in the morning.
7. Use a dehumidifier to absorb moisture in the air, as dry air feels cooler. A dehumidifier can also prevent mold, mildew, and musty odours, especially in the basement.
8. If you can, minimize use of your stove in really hot weather. Consider using an outdoor barbecue or a slow cooker which emits very little heat.
9. Invest in a fold-away gazebo for your deck or garden. It protects from sun, insects, and summer showers when you want to cool off outside.
10. Lighten up the exterior paint. Light coloured paint doesn't absorb as much solar energy as darker paint, and is a relatively low-cost solution that can reduce your energy bills.

When summer sizzles, think green, keep your cool – and enjoy!

Take a BITE OUT OF YOUR DENTAL BILLS

Charlane Stecjuk • 519-993-5582
smile@dentalhygieneguelph.ca
28 Devere Drive, Guelph, ON N1G 2S9
(by appointment only)
covered by most insurance companies



Julie Hurren of Auto Clinic and Laurie Scott of Usana network at our June GWIN meeting.

ARTICLES CONTINUED ...

Colleen Hunter
Hunters Helping Hand
Written as Coordinator of GWIN Christmas Fundraiser

As co-ordinator for the Christmas fundraiser to raise funds for Guelph Wellington Women in Crisis, I started at the October meeting asking for donations for the penny table and for 3-4 volunteers to help obtain donations, set up the night of the event and help with the draw at the end of the evening.

I worked with the hospitality co-ordinator to procure a wonderful supper that evening.

I persuaded The Over Tones to come and entertain us after our meal and what a great group of women they are. Their musical accomplishments are delightful.

The evening ended with the drawing of penny table tickets to see who would win each prize. Some women went home with quite a windfall.

A great time was had by all.



Pauline Lawrence of Immunotec Research Company at her display at the June GWIN meeting.

An Amazing Advertising Opportunity

Our new website has opened up a bigger and better advertising opportunity for all GWIN members.

On the website, you will see the following headings: Home, About GWIN, Members, Join GWIN, Events, Giving Back, Scholarship and Tell a Friend. Three ad boxes appear down the right hand side of the page. One of these ads, rotating through all eight main pages, can be yours for only \$75 per year. You can also choose to advertise for only six months for \$50.

Beneath each main page, there are subpages, also containing three ads. You can rotate through all 19 subpages for only \$50 per year.

The ad contains your business name, linked to your website, or linked to your page in the GWIN members' directory. In addition, you get 90 characters (characters, not words) to give a short message about your business, along with your name and/or phone. A one year contract entitles you to two ad changes within that year.

This is a dynamite opportunity to get a very good bang for a very small buck. Contact me at editor@gwin.ca



Above: Linda Boyle of Melaleuca at her display, and Below: Charlane Stecjuk of Gentle Dental Hygiene Services at her display. Both women displayed at the June GWIN meeting.



Nicole Petty of Mortgage Alliance and Charlane Stecjuk of Gentle Dental Hygiene Services network at GWIN's June meeting.



Above Left: Sharlyn Graham of Life Uncluttered give GWIN members her last report as President.



Above Right: Bonnie Deschanes of Bonnie Deschanes Designs give her last report as Hospitality Coordinator

OUR SPECIAL THANKS ...

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

Kim Baseggio - The Cooperators
Lisa Ivaldi - Workshop Facilitation & Event Coordination
Laurie Scott - Usana Health Services
Bonnie Deschenes - Bonnie Deschenes Original Stained Glass
Sharlyn Graham - Life Uncluttered Home Staging & Redesign
Wendy Owens - Keep in Touch Studio
Charlane Stecjuk - Gentle Dental Hygiene Services
Glenna Colling - At Your Colling Concierge Services
Stephanie McLelland - Steeped Tea
Roni McWilliams - Cafe Femanino

"No one can make you feel inferior without your consent"
Eleanor Roosevelt

"Often, the less there is to justify a traditional custom the harder it is to get rid of it."
Mark Twain



GWIN President Sharlyn Graham thanks our speaker Nicole Jansen for her entertaining and educational presentation on the different breeds of sales dogs. What Dog are YOU?

Nicole very kindly sent us the article below on handling objections.

Handling Objections With Confidence and Ease

Have you ever had an argument with someone and 10 minutes later, came up with a great comeback? What happened? Emotions ran high, intelligence ran low, your brain engaged from your tongue, and you either went blank or you developed diarrhea of the mouth, spewing words that you wish you could take back afterwards. We've all been there. Handling objections from prospects or customers is no different. Typically, the biggest obstacle to handling objections effectively is not so much what the prospect or customer is saying, rather it is our emotional response to what they're saying – we feel angry, defensive, inadequate, unimportant, not good enough, etc. The key is to reduce our sensitivity to objections so that our emotions stay low and our intelligence stays high, allowing us to continue the conversation, identify their real concern, and turn it into a sale (or resolution, if it's a customer complaint). Rather than take it personally, seek to understand.

There are two steps to doing this in objection handling:

STEP 1: Acknowledge the Objection

First thank them and recognize their observation. You could say, "Thank you. That's a great question/point. I appreciate you bringing that up."

A lot of salespeople miss this simple yet powerful step. They move to defend, justify or explain. By first acknowledging their objection or concern, you accomplish three things: (1) you establish rapport, (2) you show respect for their point of view, and (3) it buys you time! Everybody likes to be acknowledged, as long as it is sincere. It makes them feel good and more comfortable continuing the conversation with you. Don't argue with your prospect or customer, or negate their point of view. For whatever reason, what they're saying to you is true for them at the moment. Acknowledge it, and then move to Step 2.

STEP 2: Ask a Question

Do not answer anything until you ask a clarifying question. "May I ask why? How do you mean? Expensive compared to what? What is it about Competitor B/other option that you like better? When would be a good time?"

Dig into what is really going on. Is it an intellectual objection and you need to clarify some key points, or is there an underlying emotional objection?

Are they stalling or do they sincerely need more information before making a buying decision? In order to resolve the issue and move forward, you need to get to the real truth. Successful salespeople welcome objections because they understand that objections reveal what the prospect is thinking and how they're feeling and can be used as signposts that lead towards closing the sale. Ask open-ended questions that require your prospect to explain more fully, requiring more than a yes or no answer. Ask "What, how, when and why specifically" questions. Often the initial objection they give you is not even the real issue. They are either hesitant to tell you the truth, or they don't actually know! You will likely need to ask several clarifying questions to get to their true underlying concern.

Tip: Do not ask trapping questions. "If I could prove to you that our product was not more expensive than Competitor B, then would you want to buy?" That's a trapping question and no prospect likes to be trapped into a sale.

Remember that the person who asks the questions is in control. Not in control of the prospect, rather, in control of the direction of the conversation. If they give you an objection in the form of a question, respond by (Step 1) acknowledging it and (Step 2) asking a clarifying question. "Can you lower the price?" "That's a valid question. Why does it seem to cost more than you expected to pay?"

After you have fully completed these 2 steps, then you are ready to satisfy their objection, for example, by providing them with the information they require, or further clarification, by tailoring a solution that best meets their need, or reassuring them that they are making a good buying decision.

PRACTICE: Don't Just Wing It

There isn't a major league baseball player who doesn't hit a couple of hundred pitches a day even though they play 150 games a year. Yet every day salespeople go out there and try to extract money out of their prospect's pockets, which is bound to bring up all their psychosis...and they just WING IT!

We teach our clients to drill and practice handling objections (as a warm up) before they go in front prospects. Our SalesDogs Training School Kit provides the tools to practice on your own, with another person, or with a whole group. It includes objection handling software, an audio, DVD, workbook, as well as over 50 flashcards with the most common objections on one side and possible responses on the other side. We also hold Objection Handling Workshops for business owners and salespeople in our community to come and practice with each other on a regular basis. This allows them to increase their emotional stamina and gain feedback in a safe environment verses with prospects or customers who are in the position to write them a check. We have seen it increase sales by 267% in less than 6 weeks.

Most people are afraid of selling because of their fear of rejection. But most people are rarely rejected, they are objected to. It's important to handle this by having an exercise to do. Practice through role- playing before going in front of a prospect. Drill possible objections enough times until they become "no big deal". Done properly, practicing handling objections will help you think on your feet more, learn to listen for their real question or objection, feel more in control, start to enjoy getting objections, and make more sales!

Objections truly are opportunities in disguise. Embrace them, learn from them, and allow them to lead you to close more sales, earn more money, and create the lifestyle you truly want.

Be awesome!

Nicole Jansen
SalesPartners Toronto



Guelph Women in Networking

Next Event ...

Persistence Pays How Getting What You Want Is Easier Than You Think! with Lori Raudnask

Date: Tuesday, September 13, 2011

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

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

Time: Doors open for networking at
5:30PM, dinner and speaker
are from 6:00pm to 9:00PM

Registration required!

Registration starts after July 6, 2011 at gwin.ca

Advertising Submissions — Member Prices

Big Business Card Ad: \$15.00 (3.5"x2.5")
1/4 Page Ad: \$20.00 (Vert - 7.5" x 2.5") (Hor. 3.5" x 4.75")
1/3 Page Ad: \$26.00 (Vert - 10" x 2/5") (Hor. 3.4" x 7.5")
1/2 Page Ad: \$35.00 (Vert - 7.5" x 4.75") (Hor. 3.6" x 10")
3/4 Page Ad: \$45.00 (7.5" X 7")
Full Page Ad: \$60.00 (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.

Discounts - Commit and Advertise 3 months in a row - 10%
- Commit and Advertise 6 months in a row - 12%
- Commit and Advertise 11 months - 15%

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

"Whatever you do, don't give up. Because all you can do once you've given up is bitch. I've known some great bitches in my time. With some it's a passion, with others an art."

--Molly Ivins

"Unfortunately, sometimes people don't hear you until you scream."

~Stephanie Powers

"Everything you see I owe to spaghetti."

Sophia Loren

The Last Word - The Editor

Recently someone used the phrase "outside the box" and I thought how many meanings exist for that saying.

For those who use it often, their vision of the box is perhaps uniform for everyone. I suspect, however, that all our boxes are of different sizes and shapes.

To newborn children, boxes are infinite. They are confident that they are the centre of their universes and believe that their every wish will always be fulfilled. They have no doubts, no fears, no lack of self-worth. Even the concept of box is completely foreign. They are absolutely sure that their lives will be filled with joy, adventure and complete freedom.

As children grow, their boxes begin to close in on them. Parents, siblings, friends, teachers and society set out to impose their boundaries, influence with their fears and often because of their own lack of self worth, introduce children to a path of limiting beliefs about themselves.

The four year old has developed a fairly loose box. He still believes he is the centre of the Universe, but is beginning to run into self-imposed barriers that others have persuaded him are necessary for his safety and socialisation.

At ten, his box has closed in a little more. He often feels stifled by the rules and regulations imposed upon him by others. However, in his effort to keep those around him pleased with his behaviour, he discovers his attempts are doomed. He cannot make everyone happy all of the time. So he discovers the futility of living his life in way that will keep others happy in theirs. He does not yet know that he cannot create circumstances for others. Their unhappiness is entirely their own responsibility.

The teenage box becomes increasingly restricted. Her box is suffocating. She is becoming a woman, but family, friends, teachers and religions will not acknowledge her move away from childhood. Constantly others attempt to control her behaviour and her thoughts. She often finds her own self esteem in a very fragile state. With the onset of dramatic hormonal changes added to the tightening of the reins of society, it is no wonder that teenagers are in rebellion most of the time. They are fighting for their freedom, for their right to live without being trussed up in someone else's social mores.

Passing through the twenties, thirties and forties, the box becomes even more restricted. We get tied into certain ways of thinking, feeling and being. We are dreadfully afraid to actually 'step' out of the box. The box becomes almost the safety haven. But it is safety at a very great price. Personal freedom, self love, self trust, and great joy seem to be the sacrifices we pay for 'safety'.

Finally there comes a day when many us look intently at these boxes and understand they are only virtual barriers, not at all manifested in the physical. To many they seem impenetrable, but to others they are challenges to be torn apart and ripped down.

And thus the boxes begin increasing in size -- moving outward, allowing our freedom and sense of worth to expand within us again. If we are the strong ones who have made the concerted effort to constantly push the limits of the box, we will ultimately notice as we "shuffle off this mortal coil" that we have come full circle. Our boxes have disappeared again.

Now there's something worth dying for.

And that's my last word on the subject.

C-Notes