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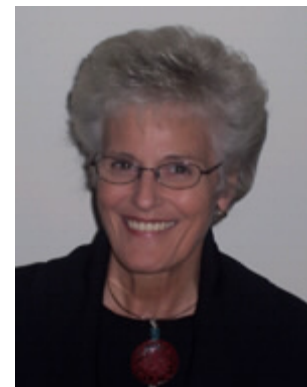
## PRESIDENT'S MESSAGE

*By Peachie Bailey*

A gentleman who attended an EWI Memphis Chapter meeting said to me, "There is a lot of power in this room." Could a truer statement be made about our chapter or EWI in general? We have a group of ladies across this city and country that are involved with the movers and shakers of our nation. Take a look at our reference roster of members and note the widespread connection to the power of this city.

With that in mind, how important is it that we take leadership roles at the work place, in our chapter, and in the community? It is very important. Each one has something special to give and having the privilege to be a leader or assist in the lead is very rewarding. It is imperative we all take on our individual leadership roles in building and advancing our chapter.

The Memphis Chapter has had great leaders that continue to support and champion the chapter. We have a responsibility to follow their lead and be ambassadors in the community for our member firms and our chapter. The key



to our continued success is team work and the involvement of our executives. If we do all we can to learn and grow through our development opportunities with EWI, it will inevitably be noticed by our executives. We will become the strong, energetic, knowledgeable, intelligent team player that succeeds in today's environment.

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**2006**  
**CALENDAR OF EVENTS**

**FEBRUARY EVENTS**

**February 2, 2006**

5:30 p.m.  
By-Laws Committee Meeting  
Trammell Crow

**February 7, 2006**

5:30 p.m.  
Sustainers Committee Meeting  
Davis Kidd

**February 11, 2006**

8:00 a.m.  
Board Meeting  
Kemmons Wilson Companies

**February 11, 2006**

10:00 a.m.  
Spring Conference Meeting  
Kemmons Wilson Companies

**February 16, 2006**

5:30 p.m.  
Trade Show  
Chapter Meeting  
Briarcrest High School

**CONFERENCES/  
ANNUAL MEETINGS**

**2006 LEADERSHIP  
CONFERENCE & ANNUAL  
MEETING**

September 14-16, 2006  
Orlando, FL

**SPRING  
CONFERENCE**

**2006 SPRING CONFERENCE**

April 20-22, 2006  
Memphis, TN  
Featuring Academy of Leadership  
Module 1

**2006 SPRING CONFERENCE**

May 18-20, 2006  
Omaha, NE  
Featuring Academy of Leadership  
Module 2

**FEBRUARY PROGRAM**

*By Janet Mitchell, Program Director*

The Trade Show is a very special time for us to promote our firms and to learn more about our fellow members and their firms, and it is a wonderful time for fun and fellowship. Jane Liddell will be hosting the meeting at Briarcrest High School and Jackie Hicks of Hicks Convention Services will set up the booths for us.

We will have a number of new members and prospective members to whom we will want to show a warm and friendly welcome---as representatives in our chapter we know how to do it best! Each of us should be happy and excited to show what we are all about. You never know, you might be the one to make a difference in someone deciding to become a member.

Please encourage your executive to come. Invite colleagues and other guests to attend as we showcase the firms and their representatives in our Memphis chapter. We are all proud of our firms and appreciate the support they give us and EWI.

Even if you do not set up a booth, your attendance is very important to make the Trade Show a success. The attendance these last few months has been outstanding, and your support to our chapter and programs is very much appreciated.

See you at Briarcrest!

**PRESIDENT'S MESSAGE**

*(continued from page 1)*

Take a look at the development piece in the Pulse this month. EWI provides many opportunities for development via tele-seminar tapes, online courses offered through the Corporate website, etc. As you avail yourself of these opportunities, you will be very surprised at the increase in your confidence and overwhelmed with what you can accomplish.

**Harold S. Geneen**

“Leadership is practiced not so much in words as in attitude and in actions.”

**Unknown Author**

“A real leader faces the music, even when he doesn't like the tune.”

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## PROFESSIONAL/PERSONAL DEVELOPMENT

### **4 Abundant Ways To Add FIRE To Your Passion!**

By Bill Thomas

How many times have you found yourself dreaming you were more passionate? What makes certain people so passionate? How come they seem to be on-fire for their cause? Why do enthusiastic people become leaders we are willing to follow? Maybe you once had a burning desire inside of your heart. If you have ever hoped to add more fuel to the F.I.R.E. of living then perhaps these four simple steps will light-up, add a spark, ignite and fan the flames for you.

#### **F = Find the Fantastic**

Many of us go through life losing sight of our original dream. Sometimes, the daily grind saps the strength of our hopes. Other times, we allow major challenges, roadblocks and difficulties to drain the power from our fantasies. Whatever the cause, it is up to us to find ways to keep the boldness and eagerness of our most inspiring goals alive. By seeking out and accepting the fantastic qualities of your dreams and visions, you can increase your own passion for realizing them:

- Is your dream full of wonder and glamour?
- Does your dream shine brightly or reflect a brilliance?
- Are there other people who have a similar dream, if so, are those people considered to be "great"?

#### **I = Invest & Inspect**

Wouldn't it be nice if we could go to sleep and wake up filled with passion and energy? I prefer to be lazy and look for ways to avoid hard work whenever possible. But there is a law that must be obeyed, it goes something like this: you will reap what you sow. The lottery ads say it best: "to win it, you have to be in it!"

- How much time do you invest in feeding your dream?
- How much effort do you invest in building your dream?
- How many of your assets and resources are you investing into your dream?
- How close are you to realizing your dream, how often and how much do you inspect and measure your progress?

#### **R = Reach Up, Reach In, Reach Out**

The Pastor of my church uses these 3 actions to encourage our spiritual growth. He knows we humans need to perform all three to be successful in our pursuits. Passionate people reach up to their higher power because they know, trust in and rely on their God supplies them with guidance, wisdom and strength. Enthusiasm means having the inspired God within. You can take hold of and attain a powerful enthusiastic attitude. If you are willing to reach inside yourself and let that godly inspiration of His love, His Will and His Being come inside you, you too will catch His passion [that's why Mel Gibson called his movie, "The Passion..."]. When you reach out to help others, you will be blessed as well. That is a spiritual law that wealthy, faithful and intelligent people have followed throughout history. For proof, look at all the charitable gifts or foundations, winners of the Nobel Peace prize and acts of heroism performed in the world today.

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**REMEMBER THE TRADE SHOW**  
**FEBRUARY 16<sup>TH</sup>**

## HOW WELL DO YOU KNOW “ROBERT?” (ROBERT’S RULES OF ORDER, THAT IS)

By Martha Pallesen, Parliamentary Advisor

### COMMITTEE REPORTS:

Did you know that a committee with a continuing existence is called a Standing Committee? And, if **certain** Standing Committees are listed in the bylaws, no other standing committees can be established unless the bylaws are amended. A Standing Committee of an organization reports to the assembly (not the Board of Directors, President, or Executive Board).

A few refresher tips on the “**General Form of Committee Reports**” are given below.

1. All committee reports should, in general, be submitted in writing with a few exceptions. A report can be given orally only if it is brief enough so that the secretary can record its complete substance in the minutes on hearing it given—which the secretary must do if no written copy is submitted for the file.
2. A committee report should always be worded in the **third person**—that is, (not “I report...” or “We recommend...”). Example: “The Committee on Bylaws submits the following report...”
3. A committee report should begin with an identification of the committee submitting it—the name of the committee in the case of a Standing Committee, or the subject that was referred in the case of a special committee.
4. If a written committee report is of considerable importance, it should be signed by all the members concurring. Otherwise, the committee can authorize its chairman to sign the report alone. If the chairman only signs, the word **Chairman** should be added after the signature. “The chairman should not place the word **Chairman** after his name except when he signs alone on behalf of the entire committee.”

(Excerpts from **ROBERT’S RULES OF ORDER**, Pages 493-495)

### POSTINGS

Company: **Crescent Club**

Major: Associations

Minor: Private Club/Social

Company: **Memphis Crime Commission**

Major: Government

Minor: Public Service Commission

Company: **Comerica Bank**

Major: Finance

Minor: Community Banking Services

Company: **Mary Kay Cosmetics**

Major: Cosmetics

Minor: Cosmetics Mfg/Dist

Upon Board approval, the Membership Director posts the major and minor classification and firm name either in the Chapter publication or by special mailing, *stating that if no written objections are received from a member firm executive within ten (10) days of posting*, the Membership Director will contact the prospective firm to pursue membership. If an objection is received *in writing from the executive*, the Membership Director will notify the Board of Directors and advise the referring representative of the objection.

Please contact **MEMBERSHIP DIRECTOR, Kristi Richardson, FedEx Corporation, at 901-434-5515**, if you have any objections.

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**PROFESSIONAL/PERSONAL DEVELOPMENT**  
**(continued from page 3)**

**E = Entertain & Energize Yourself**

Very few people think of entertaining their fantasies, yet people of passion use those techniques to keep their watch lights burning.

You have to maintain your guard over and sustain your watch of your dreams. The interruptions and pollution of daily life will try to distract you. Those poisoned whisperings of the dark side want you to buy what they are selling. You can ignore and avoid yielding to the influences of negativity by running the films of dreams in your mind over and over again. You must entertain, energize and indulge your fantasy by

- Putting up, looking at and studying the pictures, images and imaginings of your desired objective
- Repeating the affirmed beliefs of your hope to yourself out loud and frequently
- Talking the talk and walking the walk of your vision - acting, thinking, speaking just like you already have achieved your goals

Energy comes from the mass of serious efforts - be stern with your heart and mind, entertain their future prospects.

The starting point of all achievement is desire. Use the F.I.R.E. of your desires to heat up and excite the passion that is deep within you. I love using my quiet times and places of solitude to boost the temperature of my enthusiasm. You might need to use a different method but my favorite one is the "entertain and energize" technique. Successful people have employed these tools to super-charge their passionate attitudes, when you try, you'll discover you can too.

"On a Fine Morning", you will want to heed the words of Thomas Hardy:

"Whence comes solace? Not from seeing,  
What is doing, suffering, being;  
Not from noting Life's conditions,  
Not from heeding Time's monitions;  
But in cleaving to the Dream  
And in gazing at the Gleam  
Whereby gray things golden seem."

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**EWI<sup>®</sup> MISSION AND VISION**

**MISSION**

Executive Women International<sup>®</sup> is an organization which brings together key individuals from diverse businesses for the purpose of:

- Promoting member firms
- Enhancing personal and professional development, and
- Encouraging community involvement

**VISION**

To be the Leading Connection for Business Professionals