



# Valley Women's Network

To promote the interest of women  
through networking, education and friendship.

October 2010

Surrey/Delta Chapter Newsletter

## Co-ordinator's Message

### *Greetings Ladies!*

We have a theme.....we have a winner!

“Plugged in & Charged Up”, submitted by Michelle Panzlaff, our Webmistress. This winning entry was one of nine suggestions submitted by our members. Each idea was worthy of consideration, but Michelle's suggestion won 60% of the votes! Congratulations Michelle!

Michelle's inspiration obviously comes from all the technology that we have access to today. After all, she is our Webmistress and is truly “in the know” about all the e-business tools that are available to us. In Michelle's words: “Technology can be your friend.”

Although social media shouldn't replace traditional marketing entirely, it can certainly enhance it, and it is almost an expectation that every business has a functional website and Facebook page.

Some of you are already very proficient at using technology to enhance awareness of your products and services and to build social networks, while others are still struggling with the concept and feeling intimidated by the prospect.

Throughout the year, under Michelle's guidance, we will learn more about Twitter & Facebook, E-mail use, and You Tube video and audio tools, Blackberries and I-phones and more.....

Our theme, “Plugged In & Charged Up”, can also be interpreted to mean that we are focused and enthusiastic businesswomen – “plugged in” to our customers' needs and “charged up” to provide excellent service.

Let's move forward together over the next few months and embrace technology as our friend!

**Happy Halloween!**

*Betty*



**Betty Noble, Co-ordinator**

### *Next Luncheon: Wednesday, November 24*

The Value of Legal Services, Wills & Estate Planning, and Identity Theft Protection. **Patti Ross and Valerie Krehmer of VWN Abbotsford** will present.

Patti Ross is Vice President of **Pre Paid Legal Group Marketing** for Western Canada and Patti is a Millionaire Club Member. Patti has been involved with marketing for 20 years and with PPL for 11 years. Patti works closely with the local Vancouver Law Firm. Patti works from her home office along with her husband Ken Smith, who is the Regional Vice President for Western Canada.

Also, focus on **Holiday Shopping**. Vendors, book your tables early to participate in our annual **Holiday Shopping Spree**.

**SurreyDeltaReservations@valleywomen  
snetwork.com**

# News

## Valley Women's Network Surrey/Delta Chapter Newsletter

**Editor:** Linda Kelly  
**Ad Payment:** Lina Douglas

**Thank you all contributors.**

**Next : VWN Surrey/Delta Newsletter Deadline  
for submissions:**

Friday, November 11, 2010 (Noon)  
No exceptions.

**Submit news to:** [lkelly550@gmail.com](mailto:lkelly550@gmail.com) or  
phone: 778-847-8222.

**Ads must be prepaid.**

**Contact: Treasurer,** Lina Douglas,  
[Lina2400@shaw.ca](mailto:Lina2400@shaw.ca) or  
Phone: 604-543-8138 or 604-690-6180

### *Clip & Keep*

#### **VWN Surrey/Delta 2010 – 2011 Speakers & Networking Workshops**

**December 15** – Networking & Christmas  
Party

**January 26** – Are you Protected with  
Business Insurance?

Presented by Kathryn Britnell, CAIB  
CRM of TriCity VWN.

**February 23** – Networking

**March 23** – “Tax Planning for Your  
Business”

Presented by our own Surrey Delta VWN  
member Lina Douglas, CMA.

**April 27** – Networking

**May 25** – “Colour Trends 2011/2012”

Presented by our own Surrey/Delta VWN  
member Ellie Hanson

Empower yourself with the knowledge of  
colour trends to make savvy decisions to  
enhance your life, home, and business  
success.

Why choose “yesterday’s” colours that  
are on their way out when you can choose  
directional colours facing a long and secure  
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Whether it’s your company logo and  
branding colours, your home décor or retail  
space, your product and packaging colours,  
you have a distinct advantage by being at  
the forefront of the trends.

Packed full of gorgeous images, this  
presentation is a visual delight and a real  
eye-opener into the future...a must-see!



is the official sponsor of the  
The Valley Women's Network  
Surrey/Delta Chapter.

Our chapter is thankful for  
the support of the Now  
Newspaper.

**POSTMEDIA** COMMUNITY PUBLISHING



## *Time to put some fun back into cooking....*

### **With a Girls' Night Out Cooking Party**

Pick a theme and enjoy a healthy scrumptious dinner too!

You will also be contributing to a good cause....5% of earnings go toward providing meals for the needy at the Ladner Community Kitchen.

**Jini Aroon, Caterer & Cooking Instructor**

Email: [jini@jinisgourmet.com](mailto:jini@jinisgourmet.com)  
604-940-9355

## **Jini Aroon To Receive Honour for Kitchen Project**

Jini Aroon is far too modest to mention her distinction, so we will do the honours. Jini has been nominated to receive a Police Board Commendation Award for her involvement with the Homelessness Project in Delta.

The Homelessness Project is an initiative of the Delta Police. Jini's Community Kitchen project is related.

The award ceremony is scheduled for January 2011.

Congratulations, Jini, for being recognized for your contribution to our community.

## **Share the Season Joy**

By Jini Aroon

The Holiday Season is near!

Many of us look forward to Christmas as a special time to celebrate with our families and loved ones. Mmm....I already have warm and fuzzy thoughts of our dinner tables complete with turkey and delicious trimmings; the crackling fireplace and gifts under the tree. Of course, we are infinitely grateful for the joys of the season.

However, let us not forget that there are fellow human beings not just in remote parts of Africa, but right here in our local neighbourhoods. There are many who have such limited access to good food and nourishment, and basic necessities. During the Holiday Season, let us extend our good wishes and thoughts....and wish them abundance and joy.

### **Time to share our joy**

This is a great time to spread our joy with those around us. If we look around, there are many ways to do so. Everyone doing a little bit goes a long way. There are many avenues of helping in community organizations, seniors' homes, hospices or even by just observing and helping someone on the street. Giving does not have to cost too much money. What is needed is a willingness to help in whatever way one can. Many people think receiving is fun ....but I would say: "Giving without any expectations is double the fun"! Also, helping others makes us feel like better human beings.

Serving at our local weekly community kitchen in Ladner, Delta, (which operates in conjunction with the South Delta Food Bank), I meet people from all walks of life: the elderly with limited incomes, people with illness and disabilities, moms with small children, those who have lost their jobs, and some with addictions. Just being a listener is sometimes what is needed.

### **A special request**

I am sending out a humble request to anyone who can donate fresh fruits like bananas, apples and mandarins or oranges. Please email me:

**[jini@jinisgourmet.com](mailto:jini@jinisgourmet.com)**

# People

## Home Base Businesses Spell Success for Lina Douglas's Accounting Services

*"I have always marvelled at events in life that change one's path." Lina Douglas*



**Lina Douglas**  
Treasurer  
**Business: L.E.A. Douglas Consulting**

Designated as a CMA (Certified Management Accountant).

I have been a Professional Accountant since 1985.

I have always marvelled at events in life that change one's path. This happened to me in 1976. Living in Montreal during the Summer Olympic Games, I worked as an International Operator and spoke only French, Italian and Spanish. It was then I realized that the rest of the world spoke English.

I decided that in order to be successful I needed to learn English so I enrolled at McGill University. Having started out not speaking a word of English, it was with a great sense of accomplishment that I graduated in 1979 with a Degree in Business. I completed my Accounting designation within the next few years.

Early in my career, I was involved in the corporate world and worked for Hudson's Bay, Gillette, Northern Telecom, Annacis Auto Terminal and Island Paper Mills.

After moving to the West in the early 90's, my second life-changing event happened. The birth of my lovely daughter was the catalyst I needed to make a major decision. As much as I enjoyed the corporate world, and despite having worked really hard to reach the level of Director of Finance, I was at a crossroads. Would I continue in the corporate world and get a nanny to raise my daughter, or rearrange my priorities and change my career path?

As you probably have guessed, I chose to rearrange my working life and become an entrepreneur with a home-based business.

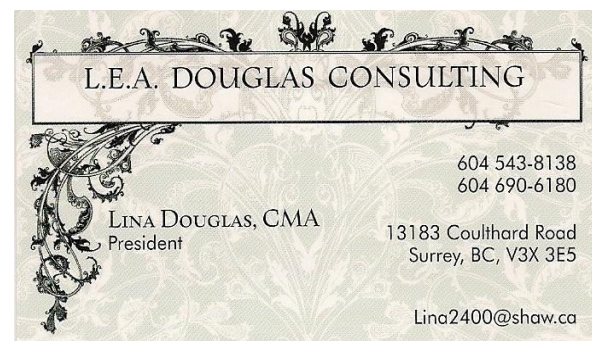
I have never looked back. The flexibility alone has made it all worthwhile, and professionally, I run a successful private accounting practice from the comfort of my home.

My passion has always been to help other entrepreneurs understand taxes; hence, I specialize in Small Business and Home-based Businesses.

I have been able to help thousands of entrepreneurs and look forward to helping many more.

### SERVICES MY OFFICE PROVIDES ARE:

- Preparation of Home-Based Business Tax Returns
- Preparation of Small Business Tax Returns
- Preparation of Corporate Tax Returns
- Preparation of Financial Statements and Year-End tables and schedules
- Preparation and filing of Tax Remittance schedules
- Preparation and filing of Payroll, Statutory Remittances and T4 summary and T4's
- Preparation of Budgets, Business Plan and Cash flow Analyses
- Setting up new company on the appropriate Accounting software
- I am also a QuickBooks Pro Advisor and can help you with any QB challenges you may have.



## Prosperity Alliance Coach

### Tanya's Business is Helping People Discover their Passion



**Tanya Sahota**  
Assistant Coordinator  
Business:  
**Prosperity Alliance Coach**

*Tanya is committed to her personal growth and helping others discover their passion and live their life to the fullest.*

Tanya is Co-owner with her husband Paul Sahota of JPS Investors Group Limited a Real Estate Investment and Life Coaching Company.

Tanya was formerly licensed as Realtor® with Keller Williams Realty and is still involved as a Vested Agent.

Tanya is committed to her personal growth and helping others discover their passion and live their life to the fullest.

“Our coaching company is Prosperity Alliance Coach. We offer results based coaching for individuals, couples, entrepreneurs and business owners and work with an exceptional seminar company for personal and business growth.”

Tanya has been married for 25 years to her loving, supportive husband Paul. “We have an amazing 24 year old son and an incredible 20 year old daughter. “

Tanya has always had a passion for animals, nature, environment and health. Tanya loves horses, birds, dogs, travelling, reading great books, nature and bike riding. Owning horses has been a big part of Tanya's life since age 10. Riding and showing several horses or ponies, she has won many awards.

Tanya has experienced personal development for over 14 years. Studying and/or met with many of the great "Guru's" including: Napoleon Hill, Earl Nightingale, Marshall Sylver, Bob Proctor, Thomas Willhite, Jane Willhite, Michael Beckwith, Mark Victor Hansen, Jack Canfield, Judith Orloff, Cherie Carter-Scott, Robert Allen, T Harv Eker, Deepak Chopra, Debbie Ford, Mary Mannin Morressey, Robert Kiyosaki, Gary Keller, and many, many, many more.



## Technology Here to Stay

By Michelle Panzlaff

Computers and the internet have been around for a while now. Looking back to the period of 1990 to 1995, I remember using computers many times, especially for work.

In 1994, I recall having a home computer and using software such as Microsoft Office Suite and enjoying the features very much.

As time passed things just got better and better, and now in 2010, I am amazed at what is possible and the variety of applications that can be used to make work and life easier.

Of course I didn't have opportunity or need to learn every program out there, yet working in front-line office settings for over 20 years gave me lots of chances to learn many advanced features of Word, Excel and Outlook, as well as many intermediate features of other software applications.

Learning something about how computers and the internet function was also valuable knowledge I picked up along the way.

It's 2010 and technology is here to stay. In fact it's moving faster than ever. My feeling is that although we can't all be pros at every aspect, we should, if we want to stay competitive, learn the basics and perhaps a few extras to stay in the know.

This is why I thought getting "Plugged in & Charged Up" on technology would make a great theme for the VWN Surrey Delta Club this year.

I thought it could be a way for members to become more familiar with our own website and as well learn more about email, Internet, Windows, presentation software, social media, cell phones, etc."

*Although we can't all be pros at every aspect (of technology), we should, if we want to stay competitive, learn the basics and perhaps a few extras to stay in the know.*



**Michelle Panzlaff**  
Chapter Webmistress  
**Business: Tidy Tiger Solutions**

Our new theme is "Plugged In & Charged Up" – submitted by Michelle Panzlaff! Congratulations Michelle!

Michelle's suggestion won 60% (nine) of the votes, so it definitely was the favourite. The second choice was Greening our Business – two votes (submitted by Tanya) and third was Reach for your Dreams – two votes (submitted by Ellie). What's Your Story? It's Your Time and Walk the Walk each received one vote.

Some of these themes could certainly qualify for future years, or as the title of any special event we organize.

Honourable mention to the other suggestions mentioned above.

Thanks everyone for your votes and congratulations again to you Michelle!

**Submitted by: Betty Noble**



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Celebrity Apprentice Co-star Claims:

# Younger Generation has “Junior Moments”

By Linda Kelly

As a mature person, I find it essential to understand what the younger generation is thinking. Recently, I came across Ivanka Trump’s new book “The Trump Card”.

Besides the insider’s view she gives into being Donald Trump’s daughter and co-star on “Celebrity Apprentice”, Ivanka has some insights into the

twenty-something professional generation she belongs to. Here are a few trends.

Like the older generation who endures “senior moments”, the younger generation experiences “junior moments” because it does not focus and is distracted by technology such as smart phones and lap tops.

Lack of focus results in forgetting what one is doing or what someone has said.

As a key player in commercial real estate development for Trump Corporation, Ivanka admits she has to juggle schedules and loses focus.

A dedicated worker, she often goes into the office Sunday mornings to concentrate on work.

This way she gets more done in two hours than in an entire day when her attention is disrupted.

Ivanka also criticizes multi-tasking as inefficient. She says it is important to give people or the job at hand your full attention.

Ivanka emphasizes people, not technology is at the heart of business success.

As an example, she points to her father, Donald, who does not have a computer on his desk, and does not carry a smart phone.

He prefers good old-fashioned face-to-face contact.

Judging by his track record, this practice has served him just fine.

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For more information, contact:

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 office: (604) 542-9319  
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## Membership Directory Submissions Due

Membership Directory submissions are due. Please submit your bio and photo (either new or updated) and any 'purple page' ad submissions to Yvonne Meyer – [meyer@meyerprintgraphics.ca](mailto:meyer@meyerprintgraphics.ca)

New directories will be distributed at the November luncheon.

## Assistance Needed with Education in Tanzania

My husband, Jack and I just celebrated our 50<sup>th</sup> wedding anniversary. In honour of this milestone, we would love your help in supporting the construction of a primary school in the community of Mwanza, Tanzania.

We understand that learning is crucial for development and is one of the most powerful tools in breaking the cycle of poverty. This project will immediately and directly benefit 350 children attending the Sabasaba Primary School.

As this school will be used for years to come, it will allow countless children the opportunity to receive a quality education to help them realize their full potential. You can support this project at [www.plancanada.ca/jackandmavis](http://www.plancanada.ca/jackandmavis)  
Thank you so much for your help.

**Mavis Kent, Xango**

## Early-bird Membership Winner

Early bird registration winner is Mary-Jane Garnett – she wins free membership for the year!  
Congratulations, MaryJane.

## Maximizing What Matters Most Seminar

**Saturday, November 13, 2010 - Coquitlam BC**

Join Greg Fullerton, Max International Co-Founder, and Mark Brown, Max Vice President, Sales for "Maximizing What Matters Most: In Your Life and In Your Business." Both men have years of experience in leading time management seminars around the world. This is personal development training unlike anything you have seen before. Maximizing What Matters Most is all about giving you the concepts, tools, and motivation needed to recognize what means most to you; how to work toward these things every day; and reach short- and long-term goals. As our Max Code states, we believe in personal development. We help others grow and reach their potential.

This is an event you don't want to miss!

**Greg Fullerton** is one of the most sought after public speakers in the nation and around the world. For over 20 years he has used his unique brand of humor and training to impact the lives of tens of thousands of people. Greg has helped most of the Fortune 500 companies improve productivity and management skills. Greg has shared the stage with many of today's leaders: Bill Gates, Steve Jobs, George Lucas, Senator Bob Bennett, and Dr. Ken Blanchard. One of the founders of Franklin Quest (now Franklin Covey), he was their most requested presenter. He was instrumental in recruiting many of Franklin's largest clients and helping them realize their phenomenal growth. Listening to Greg speak is a real pleasure. He's the type of guy that can make you laugh, cry and can get the point across - all in one sentence!



**Mark Brown** has a wealth of experience in sales, marketing, business development and organizational and personal effectiveness training. Mark spent 14 years with the Franklin Covey Company and conducted more than 1,400 seminars on time management, goal setting, and personal effectiveness. He founded and designed the Train the Trainer division at Franklin Covey and licensed more than 2,000 corporate trainers to deliver Franklin Covey programs to most of the Fortune 500 companies. Mark also spent several years helping manage the Direct Sales division at Franklin Covey working closely with several of the largest network marketing/direct sales organizations in the world, including Amway, Mary Kay, Avon, and Nu Skin. Mark's dry sense of humour underlines his genuine interest in the success of others.

**Saturday, November 13<sup>th</sup>**

**9:00 am to 12:00 pm**

Registration 8:00 am

**Executive Plaza Hotel**

**450 North Road**

**Coquitlam, B.C. - Canada**



For more information  
please contact:

Tina Palmer  
palmer2894@gmail.com  
604-853-2894

**Max Star Team**

## The Time to Act

By Jim Rohn

*Submitted by Mavis Kent, Xango*

Engaging in genuine discipline requires that you develop the ability to take action. You don't need to be hasty if it isn't required, but you don't want to lose much time, either. Here's the time to act: when the idea is hot and the emotion is strong.

Let's say you would like to build your library. If that is a strong desire for you, what you've got to do is get the first book. Then get the second book. Take action as soon as possible, before the feeling passes and before the idea dims. If you don't, here's what happens: You fall prey to the law of diminishing intent.

We intend to take action when the idea strikes us. We intend to do something when the emotion is high. But if we don't translate that intention into action fairly soon, the urgency starts to diminish. A month from now, the passion is cold. A year from now, it can't be found.

So take action. Set up a discipline when the emotions are high and the idea is strong, clear and powerful. If somebody talks about good health and you're motivated by it, you need to get a book on nutrition. Get the book before the idea passes, before the emotion gets cold. Begin the process. Fall on the floor and do some push-ups. You've got to take action; otherwise, the wisdom is wasted. The emotion soon passes unless you apply it to a disciplined activity. Discipline enables you to capture the emotion and the wisdom and translate them into action. The key is to increase your motivation by quickly setting up the disciplines. By doing so, you've started a whole-new life process.

Here is the greatest value of discipline: self-worth, also known as self-esteem. Many people who are teaching self-esteem these days don't connect it to discipline.

But once we sense the least lack of discipline within ourselves, it starts to erode our psyche. One of the greatest temptations is to ease up a little bit instead of doing your best. You allow yourself to do just a little less than your best. Sure enough, you've started to decrease your sense of self-worth.

There is a problem with even a little bit of neglect. Neglect starts as an infection. If you don't take care of it, it becomes a disease. And one thing neglected leads to another. Worst of all, when neglect starts, it diminishes our self-worth.

Once this has happened, how can you regain your self-respect? All you have to do is act now! Start with the smallest discipline that corresponds to your own philosophy. Make the commitment: "I will discipline myself to achieve my goals so that in the years ahead I can celebrate my successes."

### "Aesthetic Seduction"

## **Film Captures "Beauty" of Industrialization**

By Linda Kelly

As the environment is a concern for all of us, we understand we are part of the global picture. The global environment is the subject of a fascinating documentary "Manufacturing Landscapes" by Canada's National Film Board.

The film gives us a look through the lens of environmental photographer, Edward Burtynsky whose photographs focus on "nature transformed by industry." The catch is the photographs are so beautiful, they require the viewer to do a double-take to understand the subject matter.

The essence of this photography is what director, Jennifer Baichwal calls "aesthetic seduction". We are seduced by the beauty of the photos that we look a second time to see what really is going on.

Mainly filmed in China, the film documents the country's frantic effort to industrialize and meet the insatiable global demand for its manufactured products. As we all know, this effort has come at an enormous human and environmental cost. For example, the flooding of one reservoir on the world's largest hydro-electric dam caused our planet to wobble.

While not "preachy" the film can drag at times. Fast forward the first 10 minutes. Otherwise, the film is well worth the global perspective. Available free through the Fraser Valley Regional Library.

The purpose of the **Valley Women's Network** is to bring together women of all walks of life for personal and professional growth, to initiate contact between women, to provide a comfortable environment for sharing common career and social concerns, and to offer self-development opportunities. Women have come to our Network to meet other women, to make contacts and to make friends.

## VWN Membership Benefits

- **Membership Directory** – published once a year.
- **Membership Information Table** – available at each meeting for members to display an information or promotional material they have.
- **Member Display Tables** – must provide a door prize valued at approximately \$10.00.
- **Door Prizes** – given at each meeting by members with display tables.
- **Bonus Draw** – half to the winner and half to the charity of the chapter's choice.
- **Valley Women's Newsletter** – published monthly (hard copy at meeting and online).
- **In the Spotlight** – at meetings time is offered to members to talk about their business.
- **Logo Pin** – one free. Additional pins are \$3.50.
- **Name Tags** - \$10 each
- **Advertising Space** – available in the newsletter and online for each chapter.

## 2010-2011 Core Members Surrey/Delta Chapter

Position	Name	Contact
Co-ordinator	Betty Noble	<a href="mailto:SurreyDeltaCoordinator@ValleyWomensNetwork.com">SurreyDeltaCoordinator@ValleyWomensNetwork.com</a>
Asst. Co-ordinator	Tanya Sahota	<a href="mailto:SurreyDeltaAsstCoordinator@ValleyWomensNetwork.com">SurreyDeltaAsstCoordinator@ValleyWomensNetwork.com</a>
Treasurer	Lina Douglas	<a href="mailto:SurreyDeltaTreasurer@ValleyWomensNetwork.com">SurreyDeltaTreasurer@ValleyWomensNetwork.com</a>
Secretary	Karen Pedersen	<a href="mailto:SurreyDeltaSecretary@ValleyWomensNetwork.com">SurreyDeltaSecretary@ValleyWomensNetwork.com</a>
Publicity	Eleanor Wells	<a href="mailto:SurreyDeltaPublicity@ValleyWomensNetwork.com">SurreyDeltaPublicity@ValleyWomensNetwork.com</a>
	Jini Aroon	
Reservations	Mavis Kent	<a href="mailto:SurreyDeltaReservations@ValleyWomensNetwork.com">SurreyDeltaReservations@ValleyWomensNetwork.com</a>
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Members-at-large	Karen Pearson	<a href="mailto:SurreyDeltaMemberAtLarge@ValleyWomensNetwork.com">SurreyDeltaMemberAtLarge@ValleyWomensNetwork.com</a>
	Sharon Tressel	
	Audrey Dol	
Newsletter	Linda Kelly	<a href="mailto:SurreyDeltaNewsletter@ValleyWomensNetwork.com">SurreyDeltaNewsletter@ValleyWomensNetwork.com</a>

Core Committee meets once per month. Each position may form a committee, if necessary to help with duties.

## Membership Information

### Membership Fees

Annual membership is \$35.

### VWN Luncheon Reservations

- \$22 - members who reserve 1 week prior to luncheon
- \$25 - guests and drop ins

**Reservation Deadline: the Thursday, six days prior, at 9:00pm.** Cancellations are accepted up until this time, in advance of meeting. \*

Members who do not cancel by the deadline posted will be charged for the lunch. (Members that have booked a table for event and don't show will also be charged \$10.00 for table no-show)

Members and Guests can 'Register' or make 'Changes to registration' by emailing Reservations at:  
**SurreyDeltaReservations@valleywomensnetwork.com**

(Please state all details in your email).

**Note:** If you require a vegetarian meal, we can only accommodate you if you notify us at time of booking.

To increase your networking time at the meeting, please have your cheque or cash ready before you register. Please try to have exact change when paying with cash.

**Note:** There will be a \$10 fee for NSF cheques.

### Newsletter Information & Ads

The **Valley Women's Network** newsletter is published monthly (except July & August) by the Surrey/Delta Chapter.

If you have expertise in a subject of interest to our members please consider submitting a **short** article, photo, recipe, etc. for publication. Please send unformatted copy, and keep submissions to 300 words due to limited space. Thank you.

Past newsletters are available as a PDF document and can be downloaded from the Valley Women's Network website at [www.valleywomensnetwork.com](http://www.valleywomensnetwork.com)

Deadline for articles and ad submission is the 12th of each month. Please email any questions and your completed ad to:

**SurreyDeltaNewsletter@ValleyWomensNetwork.com**

**\*\* Advertizing Rates:**

\$2.50 for Business Card

\$5.00 for 1/4 page

\$10.00 for 1/2 page

\$20.00 for full page

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Send Cheques payable to: 'VWN Surrey/Delta Chapter' to our Treasurer"

Attention: Lina Douglas

13183 Coulthard Road

Surrey, BC

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Ads and articles must be pre-paid. Your ad will not be inserted into the newsletter until payment is received.

Visit Other VWN Chapters Online [www.valleywomensnetwork.com](http://www.valleywomensnetwork.com)