

## WRN Executive Board

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### Secretary

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## Words of Wisdom

**If you look at life as a  
bonus, then every day  
is filled with joy.**

## Can you handle it?

In the runaway bestseller *Secrets of the Millionaire Mind*, the author, T. Harv Eker, wrote that he knew that he would face enormous rejection in his climb up the wealth ladder. He knew that he could never “handle” rejection without actually experiencing it. Eker met rejection head on and took a job for two months as a telephone solicitor. People hung up on him, swore at him, called him names, blew loud whistles into the phone, and tore him and his offer to shreds – he never felt so despised.

Eker's choice to “toughen” his ability to endure rejection seems harsh but after the shock wore off, he knew he could survive on his climb up the wealth ladder because he was able to numb the sting of rejection. The biggest lesson Eker learned was to get himself out of the picture. The rejection was not personal; the people were rejecting the product or idea he represented. The nasty responses had little or nothing to do with Eker as a person.

Embracing the idea that people are not saying “no” to you but do not “know” enough about what you are offering to say “yes” can help sales professionals from internalizing rejection. Some sales professionals have learned how to handle rejection with ease. They do not ignore or avoid rejection – they “handle” rejection. That means they still receive it and still have to do something with it. They have learned to put it in its rightful place. To handle rejection takes practice, practice, practice.

To get used to something is to move through it so that it simply has no effect. Working through rejection is what gives self-confidence. Embrace rejection; do not avoid rejection. Experience does make a difference. In an analogy by personal coach, Ann Vertel, “Rejection avoidance will keep your confidence neat, clean and tidy like a china doll sitting on a shelf. Now the Raggedy Ann doll gets all messy, she goes everywhere, she is busy, she gets involved, she gets tossed around the room and she gets a roller coaster feeling in her tummy – she is having a lot more fun!”

Avoiding rejection does not prevent it from coming but only prevents you from getting what you want. Seek rejection out, take it on, and learn to “handle” it by reducing its effect on you.

Now... let's say in unison “That was EASY”! *Cher Frederick*



*Cher Frederick  
President*

## The May Program

3rd Wednesday of the Month

### The Fourth Annual Meg Whalen Memorial Health Fair

Nurture your body, your soul and your business – all in one place. Learn more about services, items and products from local healthcare providers and educators while networking with area businesswomen. Discover the benefits of a healthy lifestyle for you and your family to keep you at peak performance. See the flyer at the last page.

The meeting will be held **Wednesday, May 17th** at the Bay Pony Inn at Lederach on Route 113. We will start with registration and networking at 11:30 am; lunch will begin at noon. Cost is \$20 for members, \$25 for guests. Make your reservations early! Call Tracy McGovern at 215-858-8195, or send your email to [connect@wrnmontco.com](mailto:connect@wrnmontco.com) now. You can also register online at our website: [www.wrnmontco.com](http://www.wrnmontco.com)! Deadline is May 12th.



## Membership of Men in Women's Referral Network of Montgomery County

Questions have arisen regarding male membership in WRNMontco and the use of male speakers at WRNMontco events. The WRNMontco Executive Board presents the following as statement of the board's position:

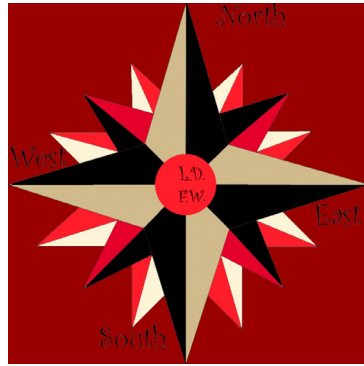
No attempt will be made to prevent men from joining our membership and the by-laws will not be rewritten to exclude male membership. However, recruiting men to join our membership is not our goal or purpose; we are first and foremost the Women's Referral Network of Montgomery County.

The board further agreed that if a woman and man in the same business are members; business should be referred to the woman first as we are a women's group networking to help women grow their businesses.

WRNMontco has had male speakers on several occasions; the speakers were chosen because they provided unique programs and topics. In the future, as in the past, WRN Montco's desire is to provide quality education and training for women in business and every attempt will be made to use female speakers whenever possible.

## Scholarship Reminder

We are looking for candidates for our Scholarship. Check out details on our website: [wrnmontco.com](http://wrnmontco.com) or phone Cher Frederick at 215-234-4544 or email [connect@wrnmontco.com](mailto:connect@wrnmontco.com)



**Life Directions for Women, Inc.** a new member of WRN of Montgomery County **IS ASKING FOR YOUR HELP!**

We would like your participation in a focus group to evaluate our business plan. We would like to send you a brief description of our business along with 20 questions, many of which require either a "yes" or "no" answer or simple numerical rating.

Your responses can be via email, regular mail, or phone. They can also be anonymous.

A donation will be made to Laurel House, a shelter for abused women and their children, for all completed responses returned in a timely manner.

If interested, please call 267.261.3361 or email [smHaggert@verizon.net](mailto:smHaggert@verizon.net).  
**THANK YOU TO EVERYONE WHO RESPONDS!**

## Member News and Recognition

**Veena Singla**, Juice Plus, thanks **Laura Edwards**, Infusion Marketing, for sharing information with her friend, Darla Smith, who ordered products. Veena also would like to thank **Deb Cenci**, Cencible Marketing, for "great creative work" on her Member Highlight.

**Brooke Martin**, National Communications Group, Inc., appreciates the great gift basket for a new baby done by **Rosemary Roynan**, Gift Baskets from Heaven. Brooke tells us "Rosemary has great baskets and boxes she can fill with 'themed' items or she'll customize the basket with items you provide!"

Brooke also thanks **Trish Isaak** from Touch of Peace Massage for the gift certificate she won – "Trish is a wonderful massage therapist and was able to cure my pain in my shoulders."

**Tracy McGovern**, Arbonne, thanks **Kim Players**, Finders Key Purse, for the "fantastic, adorable and most useful product. This is a great gift that everyone loved and I have not lost my keys since I got them!"

**Deb Cenci** would like to extend her thanks and appreciation to **Brooke Martin**, National Communications Group, Inc., for stepping in to help out with the website and other materials. She also thanks the Board and all members for their patience and support.

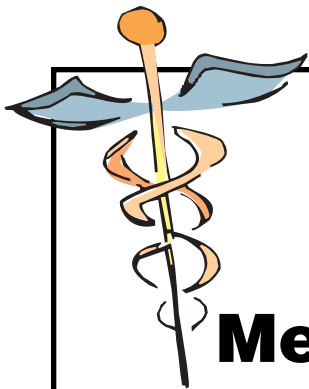
## Door Prize Thank You!

These members graciously donated door prizes at the last meeting. We are grateful for their contributions. Please demonstrate your appreciation and patronize these members:

**Sher Carroll** - Sher Photography  
2048 Sumneytown Pike  
Harleysville, PA 19438  
215-256-4215  
[www.sherphotography.com](http://www.sherphotography.com)

**Sonja M. Haggert** -  
Life Directions for Women, Inc.  
610-359-0278  
[www.lifedirectionsforwomen.com](http://www.lifedirectionsforwomen.com)

To donate a door prize, please contact LaVerne Scheetz, 215-362-7048



# WRN's Health Connections

## The Fourth Annual Meg Whalen Memorial Health Fair

**N**urture your body, soul and your business — all in one place. Learn more about the services, items and products from local healthcare providers and educators while networking with area businesswomen.

Discover the benefits of healthy lifestyles for you and your family to keep you at peak performance.

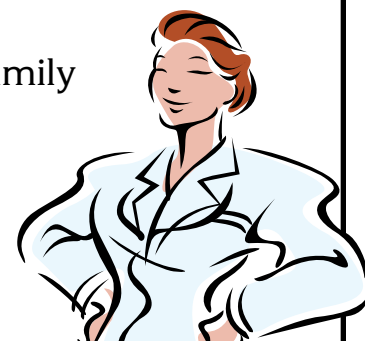
**WHAT:** Informational Health Fair and delicious Lunch with Demonstrations and Door Prizes

**DATE:** May 17, 2006

**TIME:** 11:30 am to 2:00 pm


**WHERE:** The Bay Pony Inn  
Route 113, Lederach  
website: [www.bayponyinnpa.com](http://www.bayponyinnpa.com)

Proceeds benefit the  
WRN Scholarship Fund.



*Get a healthy dose  
of networking!*

To register or for more information, contact  
Dawn Schlichter at 610-223-3884 or  
email [wrmontco@comcast.net](mailto:wrmontco@comcast.net)

 **Women's  
Referral  
Network**  
of Montgomery County



The Women's Referral Network (WRN) of Montgomery County introduces you to fellow professional women in your community and serves to promote business opportunities among and for women. Network to make the connections you need to propel your business or career. Learn from others and share your success.

WRN's Fourth Annual Health Fair and Networking Luncheon was created in memory of a dear WRN member, Meg



Whalen. She was someone who had overcome serious health problems early in life and often said she felt healthier in her 60s than she did in her 40s.

Meg lived life to the fullest! She was dedicated to improving the environment and helping people maintain a healthy lifestyle. She encouraged everyone to learn to live healthy!