



Twin Cities Metro Group

FWI's mission is to help women in the financial services industry be successful in their careers

Financial Women International Newsletter

December 2004

President's Column



Happy Holidays!

I hope you all had a wonderful Thanksgiving! We now move into that hectic time of year when it seems there is never enough time to get everything done. At FWI, we understand that our members are busy and that we need to provide you with programs and information that are helpful to you in every part of your life. That is why we decided to try something different for our December program this year.

On December 7, FWI is presenting a self-defense training course for women (and girls 12 or older). Now that it is dark so early in the evening it is even more important to be aware of everything around you. When we are busy putting our newly purchased packages in the car or fumbling for our keys, we become vulnerable targets. Self-defense is not about being able to beat up the mugger on the street. It is about giving yourself the tools, both mentally and physically, that you will need to deal with a dangerous situation should it arise.

Finally, since this is the time of year we reflect on what we are thankful for, I would like to thank all of my fellow FWI members who believe as I do in the value of our organization. As individuals we are strong, but as a group we are even stronger. Thank you for the time and efforts you have put forth to keep our organization vital for our members today and those yet to come.

Have a beautiful holiday season!

Sincerely,
Gail Mikolich

Fall New Member Campaign a Success

We have completed our fall new member promotion, resulting in six new members! Thank you to all the FWI members who brought guests to the meetings and talked about their FWI Membership experience. In addition to the member invitations, we also gained a member through the suggestion of a past member and through one of our speakers joining.

As part of the promotion, we are recognizing the top new member source. We actually had two members who each brought in the most new members. Brenda Coulter and Gail Mikolich both coached in two new members. Thank you both for being such a great spokespersons for FWI!

January's Make the Connection Target: American Bank

There are still financial services organizations in the Twin Cities that are not involved in FWI. One of those organizations that does not have an FWI member is American Bank. Do you know a woman or a leader at American Bank?



AMERICAN BANK

Please contact them and invite them to the January meeting. This meeting is our annual Economic Update and promises to be interesting and dynamic.

All guests are welcome, and please take a minute and make the connection to American Bank.

Mark your calendar!

The 2005 Joint Dinner of Women's Professional Associations will be held March 10, 2005 at The Metropolitan Ballroom in Golden Valley. The panel will discuss Women's Health Issues. Mary Brainerd of Health Partners is the scheduled moderator. More information will be available in January.

You're Invited

Self Defense Training for Women (and Girls 12 or Older)



Tuesday, December 7, 2004

**East Side Neighborhood Services Gymnasium
1700 Second St. NE, Minneapolis (NE Mpls)**

**6:00 - 6:30 pm — Registration and Networking
6:30 - 8:30 pm — Preventative/Physical Instruction**

Defending one's self is an acknowledged legal and social right we all possess. The 'right' to defend yourself, the 'right' to be safe! While it is important to realize our 'rights,' they do not insure our safety. Self preservation in an imperfect and sometimes violent world makes it necessary to develop skills of self protection. Nobody wants to sit around and think of all the horrible things that could happen to them in the course of a lifetime, however, not planning for the unthinkable could set us up as the perfect prey.

Self-defense is not about being able to beat up the mugger on the street. It is about giving yourself the tools, both mentally and physically, that you will need to deal with a dangerous situation should it arise. It is not about violence, it is about the minimization of violence. If you have a plan of action in your mind, it is possible to turn the tables on the attacker and stop more harm from coming to others.

Patti McClintock, owner and head instructor, has taught martial arts and self defense since 1978 in Minneapolis and San Diego, CA. Her wide range of experience includes workshops for corporations, military, college campuses as well as non-profit community organizations such as rape crisis centers and youth organizations. Her work with abuse and assault survivors gained much support from local mental health professionals. Patti has been interviewed by radio, television, and print on issues relating to personal safety and sexual assault.

Register now for this event!



Please make checks payable to FWI Twin Cities Metro Group.

Name (s)

(Please list names of all attendees)

Company:

Address:

Phone Number:

EMAIL Address:

of Members _____ (@\$25.00)

of Non-Members _____ (@\$25.00)

Girls (Age 12 to 17) _____ (@\$10.00)

Total \$ _____ enclosed

Check _____ Cash _____ Credit Card _____

PLEASE NOTE: Reservations require the payment of fee, regardless of attendance. Reservations will be given priority if space is limited.

Reservations may be mailed, faxed or emailed to:
Lynda Koren, University Bank
200 University Ave. W., St. Paul, MN 55103
Phone: 651-265-5621 Fax: 651-265-5601
lynda@universitybank.com

Payment by check can be sent prior to the meeting or cash/check payments will be accepted at the door on the day of the meeting. To pay online, go to www.paypal.com

Paying for an FWI Program Online

Paying by credit card via PayPal the first time is a two-step process:

1. Setting up an account on PayPal

Please note that this only needs to be done the first time that you pay for a FWI event with your credit card.

- a. Log on to: www.paypal.com
- b. Click on: sign-up
- c. Complete all information on that page (make sure you write down your login and password, for future use).
- d. Click on sign-up, on bottom of page. Follow the instructions on what to do next.
- e. You will receive an e-mail asking you to click on a link that will bring you back to PayPal to verify your account. You will need to enter your password again, which will verify your account.
- f. You will come to a screen that says, "account overview". On the left side of the screen, click on add credit card.
- g. Enter all requested information on this screen
- h. Click Accept.
- i. Your account is now verified and ready to use.

2. Paying for an event using PayPal

These are the steps you will take after you set up a PayPal account, for every FWI event you want to pay for using your credit card.

- a. Log on to: www.paypal.com
- b. Click on sign-in
- c. Click on the 'send money' tab
- d. Enter recipients e-mail address:
bcoulter@e-dfg.com
- e. Enter dollar amount to pay (From the event notice)
- f. For currency type: U.S. Dollars
- g. Type of transaction: service
- h. Subject: enter your name
- i. Note: indicate what program you are registering for
- j. Click on CONTINUE
- k. Your credit card information should come up automatically. Review and verify it.
- l. After the transaction has finished processing you will get a confirmation page. Print this for your receipt.
- m. Complete the FWI event registration form, indicating that you have made payment by credit card.
- n. Fax or mail the completed registration form AND a copy of your PayPal credit card receipt to the address indicated on the FWI registration form.

Twin Cities Metro Business Development Networking Group

- Are you an entrepreneur looking to grow your business?
- Are you a business development officer for your financial institution looking to increase your business potential?
- Are you interested in forming strategic marketing partners to increase your income potential?

If you answered "YES" to any of these questions then please join us at the next meeting of the Twin Cities Metro Business Development Networking Group on Thursday, December 16, from 7:30 - 9:00 a.m. at the Minneapolis Woman's Club, 410 Oak Grove Street, Minneapolis.

Interested in learning more about how you can grow your book of business? Contact Regina Barr by email: regina.barr@redladder.com or telephone: 651-453-1007.

What You May Have Missed: November Program Highlights

Our November program provided our members and guests an opportunity to brush up on their etiquette. Although many of us have attended these types of programs in the past, there is always something new to learn. Cristina Baker provided us with practical ideas we need to be more polished professionals. As we all know, first impressions are very important. Cristina reviewed appropriate introductions, conversations, and table manners, as well as the importance of dressing professionally and handling phone messages promptly.

Member Anniversaries

The following member had an anniversary in November. Congratulations and thank you for your continued support of FWI!

Kris Andersen 8 years

Also, please welcome our newest members, **Jean Washa** from Tempforce and **Andrea Hatteli** from Northeast Bank.

FWI Twin Cities Metro Group October 26, 2004 Board Meeting Summary

Board Members Present: Gail Mikolich, Lee Kuntz, Brenda Coulter, Kris Anderson, Marcia Malzahn, LaRae Helseth **Also Present:** Lynda Koren

Call to Order: The meeting was called to order at 7:30 a.m.

Approval of the Minutes: The minutes of the September 28, 2004 meeting were approved.

Review of August Action Items: The Board discussed the various action items detailed in the September 28th minutes and reported on the status of each item.

New Business: Programming for 2004-2005 - Updates: We reviewed the upcoming programs. We are finalizing details for the February, April and the District Conference.

Membership Renewal Update: Gail distributed the Membership report. We currently have 34 members of which 29 are renewing members. We have 5 new members and 2 people are not renewing.

Marketing update: Make a connection campaign: We have two new members. Display capability: Diane Olson from People's Bank has been looking for a display to use. Publicity: Gail was interviewed and will be published in the Northwestern Financial Review. The Business Journal listed the elected group officers and directors.

Website update: Evie sent an email to Gail. She's waiting for feedback proposals. She will review the proposals and make recommendations at our next meeting.

Meeting with MN Bankers Association: Lynda met with them about doing our District conference jointly.

Treasurer's Report: Brenda presented the September budget report. There were no questions.

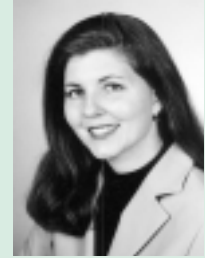
Budget Update: Motion to approve budget: Brenda presented the final 2004-2005 budget and it was approved.

Strategic Planning: We reviewed and discussed several items on the strategic planning.

The next meeting of the Board will be Tuesday, November 23rd, 2004 at Northeast Bank's Community Center from 7:30 am to 9:00 am.

Adjournment: The meeting was adjourned at 9 a.m.

FWI Member Profile



Featured Member: Regina Barr,
FWI Foundation Chair

What is your work now?

I have my own company, Red Ladder, Inc. We are a small firm comprised of two employees. We provide consulting, training and coaching to companies who want to improve results through people.

Where are you from?

I am originally from New York but have called Minnesota my home for the past eleven years.

What is your educational background?

BBA in Management with a concentration in Finance
MBA in Management with a concentration in Marketing
MA in Human Development (candidate for graduation in the Spring of 2005)

How did you get introduced to FWI?

A few months after arriving in the Twin Cities, a work colleague suggested that I come to an FWI planning meeting. Next thing I knew, I was the Communications Chair.

Why are you a FWI member?

The successful people I know are those individuals that have a strong profession network. FWI provides that for me not only on a local level, but a national level too.

What advice would you give a new woman in the workforce?

Develop a strong professional network and build relationships with diverse backgrounds. Women as well as men.

2004-2005 Board Meeting Schedule

All members are welcome to attend the Twin Cities Metro Group board meetings. Listed below are the scheduled board meetings for 2005. All meetings are held on the fourth Tuesday of each month from 7:30 to 9:00 am in the Northeast Bank - Walter C. Rasmussen Community Room at 77 Broadway Street NE, Minneapolis.

January 25, 2005

February 22, 2005

March 22, 2005

April 26, 2005

May 24, 2005

June 28, 2005



2004-2005 Schedule of Events

- December 7 **Self Defense Course for Women and Girls 12 or Older**
Patti McClintock
McClintock Self Defense
Eastside Neighborhood Services
Gymnasium, NE Mpls - Evening
- January 19 **Economic Outlook for 2005
Joint Program with RMA**
IDS Center, Galaxy Room, 50th floor.
Scott Brown, Chief Economist,
Raymond James

Share Your Success!

We want to know about your promotions, awards, accomplishments or employment changes so we can share the good news with all of our members. If you have something to share, please pass it on to Gail Mikolich at 612-362-3253 or gtm@northeastbank-mn.com.

**Next FWI Newsletter Contribution Deadline:
December 23, 2004**

All comments, suggestions, contributions are welcome!
Please send via e-mail to Alona.Garbow@wellsfargo.com

Twin Cities Metro Group 2004 - 2005 Board of Directors

Gail Mikolich, President
Northeast Bank
Work: 612-362-3253
gtm@northeastbank-mn.com

LaRae Helseth, Past President
Wells Fargo Bank
Work: 612-667-6355
Larae.helseth@wellsfargo.com

Brenda Coulter, Accounting/Finance
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Marcia Malzahn, Secretary
Living Word Christian Center
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Kris Andersen, Membership Services
American Express Asset Management
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Lee Kuntz, Sales/Marketing/Communications
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Evie Oyen, North Central District President
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Visit our
website at

www.FWImidwest.org





Twin Cities Metro Group

VALUES

FWI is a professional association of women working together to achieve success in the financial services industry. We provide a supportive environment for life-long learning and professional growth to help members be successful throughout their careers. We believe that women in financial services make significant contributions to the industry by reaching their full potential as balanced and focused professionals; FWI exists to make this happen.

MISSION STATEMENT

FWI's mission is to help women in the financial services industry be successful in their careers.

PURPOSE STATEMENT

FWI will achieve its mission by providing :

- Timely and relevant information and knowledge.
- Ongoing encouragement, moral support and bolstered self-confidence.
- Career roadmaps, plans and goals as well as career coaching and guidance.
- Professional, technical, and interpersonal skills and know-how.
- Financial savvy through sound financial advice, plans, and habits.
- Convenient and readily available resources at reasonable prices.
- Introductions to and recommendations by industry influencers and decision makers.

PROGRAM REGISTRATION

Registration Fee:

Members: \$30.00

Guests: \$49.00

Registrations may be made by:

- Sending a Business Card and check to the address below. Indicate on the back of the card if you are a member or guest.
- Make checks payable to: ***FWI Twin Cities Metro Group.***
- Registrations close at noon Thursday preceding the program.
- Cancellations must be made by Friday noon prior to the program.
- Substitutions may be made without notice.
- Registration Fee must be paid if cancellation is not received by stated time.
- Receipts are available upon request.

Address:

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200 University Avenue W.
St. Paul, MN 55103
Phone: 651-265-5621
Fax: 651-265-5601
Email: lynda@universitybank.com*

Website: www.fwimidwest.org