

## Letter from President



Dear Seattle Members,

In January I had the pleasure of joining the Tacoma Chapter for their retreat. I had the opportunity to spend a couple of days with these lovely ladies, and it was a pleasure. We spent quite a bit of time talking about the possibility of our two chapters merging together. I think it would be a beneficial act for both chapters! I encourage you all to try to attend one-two of their meetings during the upcoming year. I think it's very important for all of us to get to know each other.

I also want you all to remember that our meeting in April is Membership Night. I encourage each of you to invite at least one person that is a strong candidate for membership. We will be offering a special discount for anyone that signs up that night. Remember, membership is the responsibility of all of us, not just the Membership Director.

I came across this little story, and thought I'd share it with you:

### The Belly and the Members

**“One day it occurred to the Members of the Body that they were doing all the work and the Belly was having all the food. So, they held a meeting, and after a long discussion, decided to strike until the Belly consented to do its proper share of the work. So, for a day or two, the Hands refused to pick up the food, the Mouth refused to receive it, and the Teeth had no work to do. After a day or two the Members began to find themselves in a not very active condition; the Hands could hardly move, the Mouth was all parched and dry, while the Legs were unable to support the rest of the Body. So, thus they found that even the Belly in its dull quiet way was doing necessary work for the whole Body, and that all must work together or the Body will go to pieces.”**

Speaking of working together, I'm excited about our continued community service opportunity with Mary's Place and even more excited about the response from our members. We had the majority of our chapter volunteering in early March. We made and served dinner at the Bell Street Mary's Place location for about 15 women and children. Keep up the good work! I'm looking forward to us having a wonderful year together serving the community!

Lonia Tate  
EWI Chapter President  
Ben Bridge Jeweler, Inc.

### 2014 - 2015 Officers & Directors

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#### Ways & Means

(Open Position)

# "Your Status Quo is Really Bothering Me" -By Angie Morgan

Do you ever find that you're frustrated with others and their unwillingness to change?

I certainly have been in that position before. In fact, I was recently talking with a group of colleagues and we concluded that while we're all completely satisfied with our own status quo, we get frustrated when others are satisfied with theirs.

Why is that? Well, it's easy to look at someone and begin a sentence, "If only you could just ..."

*Finish something you started*  
*Stop being so set in your ways*  
*Be more open minded to new opportunities*  
*Communicate more*  
*Get over your ego*

It's hard, though, to apply the same scrutiny to our own lives. We have egos. We tend to not see our flaws. However, if we so desperately wish others could change, they likely wish the same about us, too.

A useful exercise is imaging that you are one of the stakeholders in your life – a trusted colleague, an important client, a spouse, best friend or sibling. Then, complete this sentence from their point of view: "If only you could just ..."

It might be surprising to realize how frustrating we can be to other people. This knowledge can be incredibly useful as we seek to grow, develop and improve relationships. And any action that we can take on this guidance will help us shake up our status quo a bit, too!

## Etiquette Quick Tips

If you forget a lunch date with a business associate, call to set up another date and convey your sincere apologies.

When dressing for a job interview dress one step up from your interviewer. You can ask about the company's dress code when the interview is scheduled.

If you show up earlier than ten minutes to a client meeting or job interview wait in your car or browse a nearby shop until you will arrive no earlier than 10 minutes before the appointment.

When passing a lone person from behind on the sidewalk announce you're passing so you don't startle them or make them worry you're a danger.

Never share negative or confidential information about your company or another company in public. You never know who may hear you.



## Spring is in the Air

**All the flowers and trees in Seattle are blooming and we are loving how much color this season brings to our area.**

## Scholarship Director Update

Tis the season! The scholarship process is in full swing. The Seattle chapter is securing judges and gathering applications for this year's event in May.

EWI Seattle offers two scholarship programs, EWISP & ASIST, to help qualified applicants to achieve their academic goals. This year for our Adult Students in Scholastic Transition Program (ASIST) we are granting one scholarship award of \$2,000 to a single parent who has been displaced from work and/or is entering the workforce. Our Executive Women International Scholarship Program (EWISP) is given to high school seniors who will be eligible for a 1st place winner of \$3,500 and a 2nd place winner at \$2,000.

The Seattle chapter awards scholarships to students attending school in King or Snohomish counties. Each school is given the most recent version of the application and it is up to the school to nominate one person to apply for the scholarship.

\*Note: Only one applicant per school will be accepted.

Feel free to contact our scholarship director with questions at any time: [ewiseattle@outlook.com](mailto:ewiseattle@outlook.com)

## Professional Development Article

### *The Servant Leader*

By Jane Smith

When I was younger, I perceived a leader to be someone who possessed some inner, inexplicable quality that was somehow inherited at birth; a quality that one was gifted by God or some higher power that enabled him or her to seem super-human, almost Godlike themselves. While this perception may still be true in the eye of the beholder, I have come to learn that what lies within a true leader, what sets him or her apart from those who follow, what allows for this phenomenon of magnetism to exist, are loyalty to certain principles. I have learned that true leaders require of themselves a degree of humbleness, gratitude, honesty and integrity, all of which, in symphony together create a moral compass with which they can navigate life's challenges and assist in the growth and advancement of others.

The servant leader is one who recognizes the need to enrich the lives of those he or she serves as a means to creating success for all. By creating more successful players on a team, the team becomes more successful. By putting clients, customers or guests needs first at all costs, those people will in turn reward us with their future business, as well as that of their friends and family. Surprisingly, many if not most businesses fail to do this well, or even at all. We must ask ourselves as business leaders if we are charging our customers exactly what we should be for our products or services, meaning are we providing the same or slightly better value than what they are paying us for? If so, then consider this: What would our business look like if we began providing more value than our clients or customers could ever possibly pay for? How about our employees? What would our business look like if we decided not simply employ our workers but to provide more value for them and more opportunity than they could have imagined for themselves? How would our business look if all were offered the opportunity of a path to ownership? How would this affect productivity? Morale? Sales? Culture?

I think the answer is obvious... So, how will you choose to lead?

### DATES TO NOTE

#### March 31, 2015

Applications due to chapter  
Email submissions to:  
[ewiseattle@outlook.com](mailto:ewiseattle@outlook.com)

#### April 23, 2015

Live judging with volunteer panel for top six finalists

#### May 19, 2015

Scholarship awards dinner  
EWISP & ASIST award winners announced



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