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Chapter Vision Statement

To offer women the opportunity to network and grow personally and professionally through mentoring, education and team support.

GREATER OAKLAND NEWS

**GREATER OAKLAND CHARTER CHAPTER
CLARKSTON, MICHIGAN**

www.abwa-greateroakland.org
 A Chapter of the American Business Women's Association

The Mission of the American Business Women's Association is to bring together businesswomen of diverse occupations and to provide opportunities for them to help themselves and others grow personally and professionally through leadership, education, networking support, and national recognition.

President's Letter

June 15, 2023

Hello Members

The Summer Solstice is almost upon us. A time when the our Michigan weather is warm and it's time for vacations. I hope you are enjoying your summertime plans so far.



You still have time to register for the event celebrating District V VP Mary Ceccanese. I hope you will be able to attend since this is a good time for us to catch up with all of our ABWA Sisters and celebrate Mary for a job well done.

We will start our new Chapter Year in August and the Board is interested in your ideas for the chapter. At the Webinar last night we were given the Member Interest Survey for 2023-2024, so it will be sent to you in July to fill out and return to me. We are interested in knowing what your plans are and what programs are of interest to you, so we appreciate your input.

This month our speaker is Wanda Allen, Follow Up Strategies That Will Get More Clients and Close More Sales. Wanda is a speaker, coach and owner of Follow Up Sales Strategies. We can all learn new ways to do follow up for sales and other projects we work on. See you on Zoom!

In ABWA Friendship
 Mary Mills, President



Calendar of Events:

2023 Calendar

- July 14-15 – District V Vice President Celebration and luncheon, Kensington Hotel, Ann Arbor
- July 25 – Greater Oakland Meeting
- August 22 – Greater Oakland Meeting, Amber Clark, ABWA Top Business Woman, NO Means Next Opportunity
- September 10 - Eastern Michigan Council Meeting, celebration of WOY, Protégé and Top 10
- October 4 – 7 – National Women’s Leadership Conference, Chattanooga

COMMITTEES

Audit

Best Practices
Jo Ann Huebner
Executive Board

Education
Jo Ann Huebner

Fundraising/Advertising
Jo Ann Huebner
Tammy Murray
Mary Mills

Hospitality
Tammy Murray

Membership
Executive Board

Newsletter
Mary Mills

Programs/ Professional Development
Executive Board

Publicity
Karen Conway

Top Ten

Website
Jo Ann Huebner
www.abwa-greateroakland.org

Woman of the Year
Mary Mills




GREATER OAKLAND CHARTER CHAPTER
Chartered September 17, 2000

2022-2023 Executive Board

President – Mary Mills
Vice President – Tammy Murray
Secretary – Lynn Pomerleau
Treasurer – Jo Ann Huebner

2023 Woman of the Year

JO ANN HUEBNER



Greater Oakland Charter Chapter website
www.abwa-greateroakland.org



No June Anniversaries

**Tuesday
June 27, 2023**

Program: Follow Up Strategies that will Get More Clients & Close More Sales

Speaker: Wanda Allen, Speaker, Coach, Entrepreneur

Virtual Meeting

6:00 pm Networking/6:15 Introductions
6:30 Speaker
7:15 pm Meeting

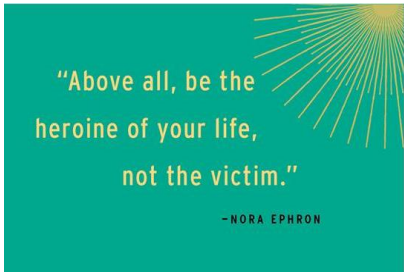
Registration required by June 24, 2023 at www.abwa-greateroakland.org/events



No June Birthdays

Core Values for the American Business Women’s Association

1. **Selfless Leadership** – Be committed to doing the right thing, always. Be transparent in your actions even when no one is looking!
2. **Building Community** – Be committed to creating sustainable ABWA communities where women can connect, learn, and grow together.
3. **Value and Seek Diversity** – Be committed to recruiting new members from diverse cultures, work industries and experiences.
4. **Manage for Innovation and Excellence** – Be committed to original thinking and delivering excellence in everything you do.
5. **Lifelong Learning** – Be committed to enhancing your own business knowledge, skills, and acumen. Be unafraid to make mistakes, iterate, err and try again.
6. **Focus on Facts and Own the Results** – Be committed to using “data” to drive your decisions and actions, and be accountable for your performance, good and bad.
7. **Choose to Make a Difference** – Be committed to unlocking a member’s potential and inspiring/motivating her to become the best version of herself.
8. **Celebrate** – Be committed to celebrating members’ achievements.



ABWA’s Proud Code of Conduct

ABWA’s Proud Code of Conduct was developed as a means of guiding all members in making ethical decisions. The broad statements of the code of conduct that are listed below are not expected to cover all conduct for all situations. This is why the Proud Code of Conduct was created as a living and fluid code.

- As an ABWA member, I will serve as a goodwill Ambassador for the American Business Women’s Association.
- As an ABWA member, I will adhere to the Association’s Bylaws and comply with the Association’s Brand Guidelines.
- As an ABWA member, I will not use my personal power or influence to advance my own interests.
- As an ABWA member, I will not allow my personal beliefs or convictions to alienate other members, prospective members, and sponsors at any level of the ABWA organization (local, regional or national).
- As an ABWA member, I will always treat member colleagues, the ABWA National Team, guests, speakers, vendors and sponsors with dignity and respect.

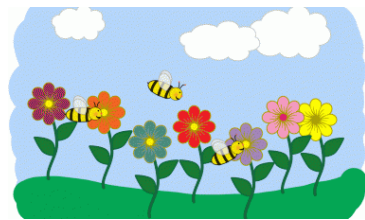
Our core values are the foundation for which the American Business Women’s Association (ABWA) was founded on in 1949. They’re reflective of the ethos of the ABWA culture, and have been integral to creating an enduring and supportive community for generations of women in the workplace.



Installation of New Member, Nicole Walsh



Nicole Walsh attended our November 2022 meeting at Nino’s Italian House where our agenda included finalizing items for our Dessert Auction. Nicole jumped in with both feet to help us at the auction, doing anything that needed to be done. She joined ABWA in December. Nicole was our May meeting speaker on The 4 Pillars of Search Engine Optimization. We officially installed Nicole as a member of ABWA and Greater Oakland Charter Chapter after her presentation. Welcome Nicole and thank you for your participation in ABWA and our chapter.



FOLLOW UP STRATEGIES THAT WILL GET MORE CLIENTS AND CLOSE MORE SALES

Keynote: Wanda Allen, International Speaker, Coach and Owner of Follow Up Sales Strategies



Tuesday, June 27, 2023
Virtual Meeting

Networking/Intro...6:00 pm; Program...6:30 pm;
Dinner/Meeting...7:15 pm

Learn that follow up is merely a matter of having effective habits and good systems in place.

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Changing Women's Lives
One Woman at a Time

For more information about ABWA's Greater Oakland Charter Chapter, send an email to: abwa.greateroakland@gmail.com or visit our website at www.abwa-greateroakland.com.

Join the Greater Oakland Charter Chapter of ABWA on Tuesday, June 27 for networking followed by a presentation by Wanda Allen.

In the *Follow Up Sales Strategies* Presentation, you'll learn:

- Why using a system is critical for success
- Follow up systems that don't work
- How the right mindset will make the follow up process easier
- Surprising sales statistics
- The real reason people don't follow up

3 strategies that will improve your follow up efforts immediately

Wanda is an International speaker, coach, corporate trainer, author and award winning business owner. She's the author of *Follow Up Savvy* and *Follow Up Sales Strategies*. Wanda had a 25 year corporate career where she held the position of Senior Vice President for 15 years. She has a strong skill set for developing systems and applied this skill to the follow up process. After leaving the corporate world to pursue her own business ventures, Wanda founded her business, **Follow Up Sales Strategies**. She's an expert in helping entrepreneurs, business owners and sales professionals increase pipelines, improve sales performance and strengthen relationships by developing strong follow up skills.

This is a virtual meeting.

Cost to attend virtually (using Zoom) is free.

Registration to attend is required at:

www.abwa-greateroakland.org/events/

