



NATIONAL ASSOCIATION OF  
WOMEN BUSINESS OWNERS

*Baltimore Regional*

Business Growth

Advocacy

*Networking*

# Membership Package 2009/2010

Education

Membership Co-Chair  
Kathleen Dorsey - Global Results  
1-800-408-0093

or

Community

Membership Co-Chair  
Karin Schwartz  
Schwartz Associates, LLC  
443-413-5826

Mentoring



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### About NAWBO

#### Vision

National Association of Women Business propels women entrepreneurs into economic, social, and political spheres of power worldwide.

#### Mission Statement

NAWBO is an organization which works to:

- STRENGTHEN the wealth-creating capacity of our members and promote economic development
- CREATE innovative and effective changes in the business culture
- BUILD strategic alliances, coalitions, and affiliations
- TRANSFORM public policy and influence opinion

*Check out more benefits  
on the web at:*

[www.nawbobrc.org](http://www.nawbobrc.org)

*and [nawbo.org](http://nawbo.org)*

### *Benefits of Membership*

#### Mentoring & Advocacy

NAWBO BRC 's **Executive Forum** and **Mastermind** groups provide a great way meet & learn from some of the most dynamic, accomplished & experienced businesswomen in your region.

#### Networking opportunities

We hold **monthly events** that vary in theme, time of day and location. Our topics are informative & relevant and intended to address the wide variety of interests and challenges of particular relevance to women business owners.

#### Discounts

As a NAWBO BRC member you have access to a wide variety of **discounts** beginning with attendance to our **events** as well as **special offers** extended to members on a local and national level through our partners, sponsors and member businesses.

#### Education

Our members benefit from a variety of educational opportunities including our online **Ask the Expert forum** and our popular **Lunch n Learn** program.

#### Committee participation

Members have the **opportunity to participate** in any one of our **dynamic** and **fun** committees. Committee involvement is a great way to network, **learn valuable skills** that will help you grow your own business and **develop your leadership potential**.

#### Increased Visibility

Our Membership Directory as well as Speaker's Bureau provide great visibility to a highly sought after and influential audience – people just like you! We also have a range of sponsorship opportunities available to fit any marketing budget.



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## Leadership

<b>PRESIDENT</b>	L. Content Mc Laughlin, Esq.	Tydings & Rosenberg LLP
<b>IMMEDIATE PAST PRESIDENT</b>	Anne O'Hare, CPA	Joseph Tringali, CPA, CA
<b>SECRETARY</b>	Caity Lovett	Shades of Shamrock
<b>TREASURER</b>	Lauri Funk	State Farm Insurance
<b>PR/MARKETING CHAIR</b>	Monyka Berrocosa	MyCity4Her.com
<b>EDUCATION CHAIR</b>	Barbara Boone	Busy Bee Organizing
<b>DIVERSITY CHAIR</b>	Veronica Cool	Wachovia Bank
<b>PROGRAMS CHAIR</b>	Janine Di Paula Stevens	Vircity
<b>MEMBERSHIP CO-CHAIR</b>	Kathleen Dorsey	Global Results
<b>PUBLIC POLICY CHAIR</b>	Pamela M. Kasemeyer	Schwartz, Metz & Wise, PA
<b>SPONSORSHIP CHAIR</b>	Edna Kowitz	Kowitz Financial Services
<b>SCHOLARSHIP CHAIR</b>	Gia Magliano	Baltimore's Best Events
<b>MEMBER AT LARGE</b>	Crista Le Grand	Clemons & Associates, Inc
<b>MEMBER AT LARGE</b>	Alice Roberts	Ree Roberts & Associates
<b>MEMBERSHIP CO-CHAIR</b>	Karin Schwartz	Schwartz Associates, LLC

To view board members bio's please visit our web site at: [www.nawbobrc.org](http://www.nawbobrc.org)



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A message from our President...

No busy entrepreneur is willing to commit her precious time and financial resources to an undertaking unless she perceives that the value to her is at least as great as what she gives up.

Thousands of women business owners nationwide have seen the value in their NAWBO memberships. That value may be measured in terms of opportunities for business development, networking, leadership roles, or comparing notes with peers.

Some find that the value lies in the timeliness and applicability of the monthly dinner meeting programs and the quality of the educational seminars. Others find enrichment from their involvement in scholarship awards, public policy issues, or outreach to build the diversity of the membership.



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## National Dues

**At-Large Member** (Voting Member)

Annual National Dues = \$170 New / \$155 Renewal

**Established Business Owner** (Voting Member)

Annual National Dues = \$150 New / \$125 Renewal

**Emerging Business Owner** (Non-Voting Member)

A first time business owner with a new business less than two (2) years old, or who has not yet started her business

Annual National Dues = \$100 New / \$75 Renewal

## Chapter Dues

Baltimore Regional: \$90

### *A little over \$20 a month provides:*

- Access to informative events
- The opportunity to network with some of the region's most successful & experienced entrepreneurs and women in business
- Opportunity to participate in Mastermind groups
- Informative programs and events
- Lunch & Learn seminars
- Access to the Executive Forum
- Discounts & Special offers to local businesses as well as from our National partners
- Advertising & Visibility opportunities to a targeted, sought-after, influential audience
- Participation in the membership directory
- Discounted access to the National Conference



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## **UPCOMING EVENTS IN 2009**

**Tuesday, November 17, 2009**

***Back to Basics: Perfecting the 4 P's of Marketing***

*Guest Speaker: **Frank Andrew**, Director of Global Product Marketing for Black & Decker*

7:30 a.m. – 9:30 a.m. \$25 Member / \$40 Non-Member

**Location:**

Rolling Road Golf Club      814 Hilltop Road      Catonsville, MD 21228

**Tuesday, December 15, 2009**

***Holiday Networking at the Inn***

5:30 p.m. – 7:30 p.m. \$20 Member / \$35 Non-Member

**Location:**

Inn and Spa at the Colonnade, a Doubletree Hotel    4 West University Parkway    Baltimore, Md. 21218

For a list of more events to come – please visit the [NAWBOBRC.ORG](http://NAWBOBRC.ORG) web site



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## NAWBO BRC'S MAJOR SPONSORS INCLUDE



## NAWBO NATIONAL'S MAJOR SPONSORS & PARTNERS INCLUDE



Many of our sponsors and affinity partners offer exclusive discounts and benefits to our members – for a list of benefits visit the national NAWBO web site at: [www.nawbo.org](http://www.nawbo.org)



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A list of NAWBO BRC Exclusive member benefits include:

**Acer Design – web site design, hosting & graphic design services**

Complimentary ½ hour web site/ design consultation over the phone & discount (call for details)

**Baltimore’s Best Party Entertainers**

10% off Services, rentals, etc...

**Busy Bee Organizing**

Offers a 15% discount on first three hours of organizing time booked.

**BBJ News**

Special rate on subscription & opportunity to participate in advantageously priced advertising throughout the year.

**Anne O’Hare, CPA**

Joseph Tringali, CPA, CA

Offering a complimentary QuickBooks consultation

**Global Results - SEO Optimization & Online Marketing, Social Media Training**

Complimentary web site SEO assessment please contact for more details.

**Kowitz Financial Services/ A Northwestern Mutual Financial Network Member**

Offering a complimentary financial analysis & assessment along with a comprehensive financial plan proposal to help you reach your financial goals.

**L.H. Levy Investigators**

Complimentary services & discounts – contact for more information

**MyCity4Her.com™**

Offering a 10% discount & 10% donation back to the local BRC Chapter’s Scholarship fund for any advertising purchased



## **Benefits continued...**

### **Stone Soup Solutions – Marketing & PR Assessment & Advocacy Services**

Offering a \$30 discount on initial consultation (regularly \$150) and 10% on any services thereafter.

### **Shades of Shamrock – Interior Design & Window Treatments**

Offering a 10% discount

### **Vircity**

Offering a 10% discount and other benefits – contact for more information

### **Wealth Advocacy Partners**

Contact for more information

We are always adding more benefits – for a complete list – check our web site at: [www.nawbobrc.org](http://www.nawbobrc.org)

For more information about anything regarding membership, please contact one of our two membership Co-Chairs

Kathleen Dorsey - Global Results

[www.globalseoresults.com](http://www.globalseoresults.com)

[kathleen@globalresults.com](mailto:kathleen@globalresults.com)

1-800-408-0093

or

Karin Schwartz – Schwartz & Associates

[www.karinschwartz.com](http://www.karinschwartz.com)

[karin@karinschwartz.com](mailto:karin@karinschwartz.com)

443-413-5826

