



BPW Joondalup News

September/October 2006

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Next Dinner Meeting

Tuesday, 10th October 2006

A Barn Raising Evening

The Barn Raising process is simple. Bring along a problem you are grappling with, individual or business, and the group will be asked for their input, solutions and wise words. You listen without discarding anything said then select the best option to assist yourself to move forward.

6.30pm for 7.00pm at

Joondalup Function Centre, Boas Avenue, Joondalup

Please note: New Dinner Meeting fees \$28 members, \$30 guests. Members please RSVP by Friday 6th October to Liz Flatters liz@stayingintouch.com.au or Nicky Badman at nicky_badman@inet.net.au

August Dinner Meeting

Our August dinner meeting was the first major event for Joondalup's Young BPW and it was certainly an evening to remember for the 70 plus members and guests who attended. Although this was their first event, Young BPW's Sarah Flatters and Anita Cheetham provided an outstanding level of professionalism and organisational management.

The real highlight of the evening was Alexandra Shaw, who took us into the world of the deaf: for many of us a place completely unknown or misunderstood. As one of the great advocates for the deaf in WA, Alex, aged only 19, has already achieved more than many of us will in a whole lifetime. She took us through her journey from the difficulties of being a young schoolgirl struggling with the frustrations of ineffectual lip reading to the enlightenment of learning sign language (AUSLAN) at the age of 11. AUSLAN introduced her to the new and emotionally rich world of sign language (and a subsequent spirited battle with the Education Department to obtain schooling to meet her needs). Following success at TEE, Alexandra is now studying in her second year of a double degree of Law with Politics and International Studies at Murdoch University. She also works one day a week at Shenton College tutoring, mentoring and working on the 'SignBank' project which aims to standardise the signs used in deaf education in WA.



In her 'spare time' Alex is vice-president and minutes secretary of the Western Australian Association of the Deaf, and is actively involved in the deaf community, fighting for equal access for all deaf people, a role she hopes to take much further upon graduation. She was also named WA Young Person of the Year 2005 and is the Dorothy Shaw Deaf Australian Youth of the Year for 2005.

Alex's strength is clearly drawn from her family, who are one of only two families in WA who, despite being hearing themselves, have chosen to learn and use AUSLAN to communicate at home. Alex's subsequent strong self-belief has provided her with great motivation to achieve in both the deaf and hearing worlds and left all guests at the dinner feeling totally inspired.

Calling all members with business websites.

Since the recent relaunch of our BPW Joondalup website we are very keen to encourage as many women as possible to visit and find out more about our fantastic club. The best way we can do this is through links from other sites. We already listed on most of the community information sites but it would also be a very positive endorsement of the value of our club to the business community if you could include a link on your website as well. Please include the following description:

"[Business and Professional Women Joondalup](http://www.stayingintouch.com.au/bpwjoondalup) – part of an international not for profit organisation offering great opportunities for developing social and professional networks for women of all ages.

Also include a link to:

www.stayingintouch.com.au/bpwjoondalup."

September Dinner Meeting

September's meeting offered us a great deal to consider when speaker Robert Hounsell provided us with a glimpse into the intriguing world of negotiation. Robert has a wealth of experience in working for international companies throughout the world, his last job was teaching negotiation skills to BP staff. Robert reminded us of that negotiating to achieve a 'win win' situation for both sides is important in all aspects of daily lives; at work or when dealing with a local plumber.

The key message, taken from a negotiation training course which usually last five days, is that the key to success is to determine the true motive of the other party; what they really want to achieve may not always be the same as their stated objective. Robert certainly gave us a great deal to consider during at the end of a very enjoyable evening.

The ten steps to a successful negotiation, as outlined by Robert Hounsell during his presentation are:

1. Obtain clear mandate.
2. List the negotiable issues.
3. Establish a range for each issue.
4. Identify basic needs & create options.
5. Identify common ground.
6. List questions to be asked.
7. Select a strategy.
8. Establish a **BATNA- Best Alternative To a Negotiated Agreement**
9. Assess balance of power.
10. Review your planning.

Remember when using this process it is all about the "**NEG**otiation".

Thankyou from Young BPW

Thanks to all the Joondalup BPW members that made our first Young BPW presents event such a success. We appreciate all the donations given for raffles and would like to thank Nicky Badman, Anita Cheetham, Vicki Chantry - Bookkeeping, Payroll & Secretarial Services, Julie Stolen - Kahuna Bodywork, Lareesa Herron - Waitaha Day Spa, Helen Axton - Chocolate Attraction, Debra Woods - Grace Ageless Beauty and Liz Flatters - Staying in Touch. Thank you especially to Brigitte Julien-Martial who organised sponsorship from Hillross Financial Services.



Anita Cheetham (Young BPW Joondalup), Alexandra Shaw, Sarah Flatters (BPW Joondalup), Alicia Curtis (WA Development Officer), Genevieve Cocher (Young BPW WA)

Welcome to new members

A warm welcome to new members **Karen Kotze, Lauren Kotze, Carol Hinchcliffe, Penny Twining, Joanne Newton and Katie Hutton.**

Karen Kotze first attended BPW Joondalup at our July Dinner Meeting and was so impressed that she brought her daughter **Lauren Kotze** along to the August Dinner Meeting where they both joined! **Karen** is the Business Manager at Integral Development and Lauren has recently joined the company as Office Manager. Integral Development is a Western Australian company that provides a comprehensive range of leadership and organisational development services. **Lauren** is the first Young BPW member to join as a result of our August "Young BPW presents..." event.

Carol Hinchcliffe is the Principal of Oceania Settlements. Now if you're buying or selling a property you have a local BPW member who can assist. **Penny Twining** is a Midwife and is involved in Cord Blood Collection. We look forward to hearing more about the issues **Penny** faces in her work.

The new members who joined at our September meeting are **Joanne Newton** and **Katie Hutton**. Joanne is a Divisional Accountant with Metcash Trading Ltd. **Joanne** first heard about BPW when she attended a BPW meeting in the UK. Since moving to Western Australia she decided to look us up. After attending a couple of BPW Joondalup meetings **Joanne** decided to join. **Katie Hutton** is a Real Estate Sales Representative with Roy Weston GBT. **Katie** has a background in marketing and media as she used to work for 92.9. She recently decided to change her career to join her husband in the real estate industry. **Katie** is keen to be involved in the Young BPW program.

Fun bits

Never explain yourself. Your friends don't need it and your enemies won't believe it.

- Belgicia Howell



Did you Know?

Not quite the centrefold.....

Helen Axton and her husband and business partner Peter, were delighted to be chosen as the featured small business in August's edition of *Money* magazine. You can see an extract from the article at: www.money.ninemsn.com.au/article.aspx?id=122163. And Helen would like to point out that it is her company as well - despite the journalist suffering from "wifey the little helper" syndrome!"

Conference

BPW Western Australia is holding its 21st State Conference on Saturday 28th October, 2006. The Conference will be celebrating 60 years of the Australian Federation of Business and Professional Women in Western Australia. BPW International President, Dr. Chonchanok (Nok) Viravan will be attending and will be speaking about BPW and the United Nations. "Sixty Years of BPW Women in Western Australia" a book of our history will also be launched. While Early Bird prices are no longer available **you can still register for the Conference by fax or online** to hear amazing speakers including many of BPW Joondalup's members and to catch up with your BPW friends!



Food For Thought

From the BPW International Website <http://www.bpwi.org/start.htm>

Futurists worldwide agree: "The future is female", as they put it. The main reasons for this development are

- the benefits and opportunities of the IT world which has now become the ICT world (Information and Communication Technology) granting women far more flexibility in their work schedule as well as many entrepreneurial opportunities.
- the steadily increasing segment of women aged 45 - 65 with high income, little time and considerable demands for services - **EVEolution** is the name that the well-known trend spotter Faith Popcorn has created for this development. Her book [EVEolution. The Eight Truths of Marketing to Women](#) is well worth reading.
- the fact that the so-called "knowledge society" is based to a considerable degree on networking.

Just look at us now!!!

Next time we start to complain about how far women have to go in the world, consider how far we have already come. Less than 120 years ago "those in charge" were still declaring with great gusto why women should not be given the right to vote.

"Not only is the female brain absolutely smaller it is also relatively smaller."

"All the material framework of society, all that enabled this country (*Britain*) to be a social and civilized community was made and executed by men, so they should govern it. Until women are **bigger** than men, I will oppose their right to vote." (*A good a reason as any not to diet I'd say!!*).

"How can decisions with relation to wars and the Empire be taken by women who do not have the physical strength to do the necessary fighting?"

"Women don't want to vote anyway - so why give it to them."

Excerpts from *The Vote - how it was won and how it was undermined* by Paul Foot

Birthdays!

Happy Birthday to:



October

7th Sarah Flatters

18th Sherry Paternoster

And next month:

November

14th Vicki Chantry

Hot Link

Have you seen the Women's Portal at www.women.gov.au. This website as explained on its home page "aims to improve access to government information and services by providing a single website from which these online resources can be searched and accessed."

Your Newsletter

Don't forget, if you have any items of interest or want to promote a BPW project you are working on please send this to Anita Cheetham at anitac@iprimus.com.au. The newsletter will be emailed to members by the end of the month with extra hard copies available at meetings for members and guests. Information to be included should be received by the 4th Thursday of the month (the week of the business meeting).

BPW Joondalup Dinner Meetings are held on the 2nd Tuesday of the month

Fairbridge Leadership Weekend – Executive Position Training

When we arrived on Friday night we were greeted by a beautifully set table, candles and wood fire in the cottage we were sharing with BPW Perth members. Our recently refurbished “Heath” house was a delight. Our theme being the “Heath” Hippies we adorned ourselves with glow sticks and scarves to get us in the “mood,” accompanied by appropriate music. It was great fun.

Following a fantastic dinner of lasagne (our thanks to Jasmyn and Gayna’s Mum) and other yummys we gathered with other members to participate in Club presentations setting out past Club achievements and future plans. The enthusiasm and rivalry (friendly of course) was fantastic. It was great to hear about past events and achievements and put on our thinking caps for the future. It was wonderful to see how individual Clubs are.



Jasmyn Mumme and Debra Woods dressed as the 'Heath House Hippies' presenting a history of BPW Joondalup at the Friday Night Strategic Planning session

Saturday was down to business. Workshops and presentations were back to back throughout the day. We were given the opportunity to attend workshops on carrying out executive positions and in particularly two very important aspects of BPW, meeting procedure and resolution writing. Great handouts were available and will be a great resource for us in the future. If you weren't able to join us ask someone for a copy, you won't be disappointed.

My personal experience was one of WOW, there is so much to learn and I am looking forward to being able to carry out executive positions in a much more informed and efficient manner.



Liz Flatters and Julie Suck presenting the "Award Winning" Marketing Workshop

I am sure we are all looking forward to the next Leadership Weekend. Plan to be there.

Vicki Chantry
Membership Officer Joondalup

Quiz Night Sponsors

The first ever BPW Joondalup Quiz Night was held on Saturday 2nd September at Beaumaris Community Centre. Part proceeds of this even were being donated to sponsor Project Five-O Nursing Scholarships through the La Paz Nursing School in Mexico. Project Five-O supports vocational training for women and girls in developing countries and countries in transition. On this occasion BPW Joondalup raised in excess of \$1,400 towards the program!!!

Thank you to all of our Quiz Night sponsors that helped to make the night a success. Quiz Night sponsors include:

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|--|---|
| ➤ Novotel Ningaloo Resort (thanks to member Vicki Chantry) | ➤ Waitaha Day Spa (member Lareesa Herron) |
| ➤ Grace Jewellery (member Debra Woods) | ➤ Hutton Street Stationery |
| ➤ Epicurious | ➤ Sugar & Spice Patisserie |
| ➤ Pampers Hair & Beauty | ➤ Chocolate Attraction (member Helen Axton) |
| ➤ Kids Wares | ➤ Busy Bookkeeping (member Brenna Watt) |
| ➤ Party Plus Joondalup | ➤ Cosmos Pharmasol (member Sandra Cook) |
| ➤ Precision Settlements | ➤ Wanneroo Botanical Gardens |
| ➤ Hair @ Hillarys | ➤ Scrapbook Central |
| ➤ Property Scene (member Sandra Cook) | ➤ Kahuna Bodywork (member Julie Stolen) |
| ➤ Essence Café | ➤ Sorrento Beach Resort |
| ➤ Staying in Touch (member Liz Flatters) | ➤ Blockbuster Joondalup |
| ➤ The Purple Bug | ➤ The Boulevard Florist |
| ➤ Shoe Rack Harbour Town | ➤ Great Temptations |
| | ➤ Integrated Muscle Management |

If you would like to do business with any of our sponsors and don't know where to find them, contact Community Officer Nicky Badman on 9305 4613 or by email nicky_badman@inet.net.au for more information.