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Networking ewba

EAST WICHITA BUSINESS ASSOCIATION...
"DOING BUSINESS WITH MEMBER BUSINESSES"



The President's Note

Dear Membership,

Our fund-raising evening will be here before you know it! Have you sold your tickets yet? I have, and I'm looking forward to a fun-filled evening. Networking with old and new businesses is what East Wichita Business Association is about. Think about friends or business associates you think would benefit from a membership with us. Ask them to join us during a monthly meeting and be sure to invite them to our Casino Night on August 12th.

EWBA is also about giving. Please remember our monthly donations for the Salvation Army and Wichita Children's Home. Look for their specific needs in this issue of the newsletter. You will receive a free raffle ticket for your donation.

See you on the 26th of June!

*Polly Peters, President EWBA
Central Plains Advisors, Inc*

At the Next Meeting:

Ken Lerman will speak at the June 26th EWBA General Membership Meeting on a topic everyone can relate to, "change". Ken Lerman is a nationally recognized business consultant who builds the profit margins of privately held businesses that desire to move their business performance and business competitiveness up to the next level.

Mission Statement:

The East Wichita Business Association is organized for the purpose of developing and growing the small business sector in the East Wichita area by advancing commercial, industrial, and civic interest.

The purpose shall include but not be limited to:

- A. *Providing professional resources and networking to small business professionals within the east Wichita area.*
- B. *Supporting the East Wichita Business Association sponsored charities elected by the association annually.*
- C. *Increasing crime awareness and civic responsibility within the organization.*

2007 EWBA Schedule

June 26th Meeting

Speaker: Ken Lerman
Topic: Change
Member Business Brief: Mark Benefiel

July 24th Meeting

Speaker: Jae Pierce Baba
Organization: Lip Shtick Productions
Member Business Brief:
Forgotten Heroes

August 12th Fund-raiser

Casino Night Fund-raiser

August 28th Meeting

Speaker: Kathleen Harris
City of Wichita: Career Development
Topic: How Work Study Can Benefit You
Member Business Brief: Etiquette Execs

September 25th Meeting

Speaker: Judge Bill Wooley
Organization:
Sedgwick County State Court
Member Business Brief: Get A Move On

October 23rd Meeting

Member Business Brief:
Momentum Marketing & Design

November 27th Meeting

Member Business Brief: Tiempos

December Holiday Party

2007 Menu

June
Grilled Beef Pattie

July
Chicken Caesar Salad

August
San Diego Chicken

September
Hamburger & Fries

October
Hot Beef Sandwich

November
BBQ Beef Sandwich

Meals are \$10 each and are payable to EWBA. Please order and pay for your own meals should you have any special dietary needs. Special orders will be taken by the waitress after all regular meals have been served.

General Membership Meetings

Monthly General Membership Meetings are held at Scotch & Sirloin Restaurant on East Kellogg. Please use the west entrance, the doors open at 11:30 a.m. for networking, meeting starts at 12:00 noon. Meetings are on the 4th Tuesday of every month. Guests are always welcome to attend two meetings before joining!

Member Announcements:

World Renowned Scholar to Study T-rex Ivan

On Saturday, June 16th the Museum of World Treasures announced that *thier new dinosaur "is an entirely different species and of much greater scientific significance than previously known."*

Etiquette Execs to Offer Summer Seminars

Seminars will cover topics like the Basics of Etiquette, E-mail Etiquette and Tipping Etiquette. Visit www.etiquetteexecs.com for a complete schedule.

Free Tours of Eagle Valley Raptor Center

Call Ken Lockwood at 393-0710 to make reservations for your friends and family this summer.

E-mail your announcement by the 10th of the month to thegirls@momentummarketingdesign.com.

Business Know How Test Your Business Etiquette Knowledge

Contributed by Lucinda Blackburn, The Etiquette Execs

How much do you know about business etiquette?
Test your knowledge by answering the following questions:

1. If you are hosting an out of town business guest are you responsible for providing them with maps to and from your office if they are driving themselves?
2. Should you be kind and offer to pay for lunch if you are not the host?
3. Should you correct a co-worker's vocabulary or grammar to save them embarrassment later on?
4. If someone gives you their business card, should you read it immediately?
5. Do you believe networking for the sole purpose of making sales for your business is an accepted practice?

Knowing the right thing to do in a variety of situations can make an enormous difference in how you are perceived by the people you encounter. A professional doesn't just happen; they learn the guidelines of business etiquette and then practice them in a variety of settings.

There is no monkey business in business etiquette!

Answers:

1. Yes, you should provide directions. If guests are staying at a hotel with no rental car, you should confirm other transportation to your office.
2. No, the guest should not offer to pay. The host always pays for the meal.
3. No, never correct other people's vocabulary or grammar. You are only embarrassing them and yourself by doing so.
4. Yes, taking the care to read a business card immediately shows that you feel the person and their information is important to you.
5. Networking for the sake of sales alone is not an acceptable practice and is frowned upon. Although sales might be a result occasionally, building positive relationships is the primary reason for networking and can help provide you with life long success.

EWBA CASINO NIGHT

AUGUST 12th
at Office This



**TICKETS ARE
ON SALE NOW!**

Contact Robert Gelszat
for more information at
(316) 734-0129.

A special thanks to all the
Casino Committee
members who are
volunteering their time for
this cause.

EWBA CHARITIES & Raffle Reminder

June Raffle:

**\$25 Scotch & Sirloin
Gift Certificate!**

Donated by:

**Bonnie Sue Hultgren
J.P. Weigand**

Promote your business!

Promote a cause!

Call Tanya at 316-264-2545

Receive a **free raffle ticket**
with any donation to the
Salvation Army & Wichita
Children's Home! This month
these organizations are in
need of the following items:

Salvation Army:

Any Pantry Item & Deodorant

Wichita Children's Home:

Diapers & Formula



EWBA MEMBER PROFILE

The Right Type & Sib's

Contributed by B.D. Tharp, Scribble Freelance Writing

The Right Type & Sib's Personal Chef Services are both owned and run by Sibylle Wilcox, a long time member of EWBA. Whether your needs are carbonless business forms, folders, full-color copies, or healthy German cuisine, she has the right stuff.

In 1995, Sibylle saw a need to help new small and start up businesses find the best quality printing for the best price, so she created The Right Type. "I save the customer the hassle of price shopping and the pre-press preparation," she said. The scope of services has expanded to include advertising specialty items, business check printing, embossing, embroidery and silk screening. Because of the increase in business she is entertaining the idea of adding personnel to meet the demands.

The customer demographics have also changed to include a greater number of large companies versus small ones. Her heart, however, is still with the entrepreneur and EWBA membership. "Being a member of EWBA has many advantages like new customers, it's informative, and you meet nice people," Sibylle said. She was on the board for ten years and enjoys meeting new members.

Many of her friends over the years have recommended she sell the "good" food she cooked for them, and she finally succumbed and opened Sib's Personal Chef Services. "I make meals you don't find in an ordinary restaurant," she said. Some of her signature dishes include German Beef Rolls, Pork & Beef Tenderloin, and Green Pepper Cream sauce. She's also started providing hearty breakfast dishes like frittatas and omelets. "We can serve a minimum of four people and have catered for parties as large as 150," Sibylle shared.

“I make meals you don't find in an ordinary restaurant”

SIBYLLE WILCOX

” She's also been cooking for one of her dogs that has cancer, prolonging his life to the family and vet's delight. "Cooking used to be my hobby," she said. She still loves gardening and nature. "I like animals, too," which is evidenced by her two dogs and two cats. She and her husband have been happily married thirty-years and have two grown son's. "We have monthly family dinners," she said. And also shared the excitement that a grandchild is due in November.

When asked what she wanted to be when she grows up Sibylle replied, "Rich & Retired!" We can all relate to that.

EWBA Committee Information

Please welcome the following businesses who have applied for membership:

Office This

Members can contact the board directly to express any legitimate concerns about the above listed companies joining EWBA within 30 days.

Welcome New Members:

Alzheimer's Association Central & Western Kansas - Marsha Hills
Serenity Home Health - Stacia Foley & Brian Garrett

We welcome all new members to our group, we are not an exclusive group so we welcome friendly competition! If you know of a business that would like to join, please invite them as a guest. Guests are allowed to visit twice before joining.

2007 Board of Directors

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Honorary Board Member

Dorothy Campbell
(316) 683-4746

Questions or Comments?

Please contact any board member with your questions or comments regarding EWBA. We are always looking for new ideas!

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