

AUGUST 2015

NEWSLETTER



www.psn-nevada.com

RENO - CAPITOL CITY

Our mission is to attract the finest professional saleswomen, for the purpose of enhancing the profession of sales, furthering self-development and building a network of success-minded women, who share our commitment to charitable and educational service to our community.

President's Message

Ladies,

It's August and the end of summer is fast approaching. Enjoy all the summer events that Reno has to offer. My personal favorite is the Great Reno Balloon Race in September. I will be out there on Sunday morning early to catch the Dawn Patrol. Many of you are enjoying Hot August Nights and of course you will see me at the Best in the West Nugget Rib Cook-Off.

September also brings the NCET Expo. Friday, September 18th from 10 to 5. It's a great event for networking and learning. If you have never been, I highly recommend it. If you are interested in exhibiting it's affordable and to make it more affordable, find a partner from PSN and share a booth. Here's the link <http://ncet.org/expo/>

So many great PSN member benefits are being added. You will hear more about the continuing success of the Sales Success Groups – join one – and we will roll out our mentoring program in October. Stay tuned for a fun and friendly networking competition and some fun upcoming events.

Yes, our dues are increasing. We are increasing from \$60 to \$75 annually. It's a small increase and it will help us cover the cost of badges and provide special member pricing to our upcoming Sales Summit – more on that soon. If you renew prior to Oct. 1st you can pay \$60. On Oct. 1st the dues increase to \$75. So renew early and save for one more year.

The price of our lunches has increased also. We are working on a solution so we don't have to raise the lunch rates too much. We will keep you posted.

It's time to nominate wonderful leaders for our next year's board of directors. We passed out nomination forms at the last meeting and will do so again at upcoming Reno and Carson meetings. Please nominate yourself or someone you trust for a leadership position.

We are building our membership and it's exciting. We have 93 members currently and our goal is to have 200 by October of 2016. If every member brings a guest to each meeting we will do it. What wonderful saleswoman do you know that should be introduced to PSN?

Have some fun in August!

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Quote of the Month

"Quality performance starts with a positive attitude." - **Jeffrey Gitomer**

NETWORKING EVENTS

Tuesday, August 11, 2015 - PSN *Reno Chapter* Networking Luncheon

Speaker: Mary Cravets <http://marycravets.com/>

Topic: Minimize Marketing; Maximize Results: How to Create More Leads & Income by Doing Less
Peppermill, Reno - 11:30 a.m. to 1:00 p.m. Networking begins at 11:30.

For more details or to RSVP, visit www.psn-nevada.com

\$20 for PSN members - \$30 for Guests - \$30 at the door

Raffle proceeds from this luncheon will benefit Women & Children's Center of the Sierra.

If you're looking for a speaker who creates an experience people can't stop talking about, look no further.



With more than a decade of entrepreneurial experience to her credit, Mary Cravets is a sought-after presenter who makes everyone in the room feel like she is speaking directly to them with her engaging, down-to-Earth style. She delivers compelling, practical topics in a way that not only gives participants simple, actionable ideas, but also the clarity and motivation to put them into practice right away.

Mary is a Business Coach and Speaker who works with highly driven small business owners who are tired of working all the time, and who want their business to run like a well oiled machine and get paid what they're worth. Mary's entrepreneurial journey includes successful careers in Real Estate, Direct Sales, business-to-business Networking Events and now Business Coaching.

Recently a health crisis forced Mary to completely start over and revamp her business, and from the systems she created to weather the storm, she tripled her income. She teaches audiences and clients the same systems she credits for her current success.

Groups Mary has presented to recently:

- NAWBO (National Association of Women Business Owners) in Tucson, Phoenix and Sedona, AZ; Ventura, Sacramento, and Santa Barbara, CA
- San Luis Obispo Bar Association
- Chandler Chamber of Commerce Women in Business
- NAIFA (National Association of Insurance and Financial Advisors): Phoenix Chapter
- Microbusiness Advancement Center and Women's Business Center of Tucson
- Arizona Small Business Association of Phoenix and Tucson
- Southwest Valley Chamber of Commerce
- Professional Women's Group: Cottonwood, AZ
- San Luis Obispo Women's Network
- Work at Home Moms, Sacramento Chapter
- American Business Women's Association

NETWORKING EVENTS

Thursday, August 13, 2015 - PSN *Capitol City Chapter* Networking Luncheon

Speaker: Mary Bennett

Topic: Networking

Reds Old 395 Grill, Carson City - 11:30 a.m. to 1:00 p.m. Networking begins at 11:30.

For more details or to RSVP, visit www.psn-nevada.com

\$20 for PSN members - \$30 for Guests - \$30 at the door

Raffle proceeds from this luncheon will benefit Friends to All.

AUGUST MEMBERS OF THE MONTH

CONNIE S. FENT

Employers Business Solutions

-Compliance Resource for Employers

1575 Delucchi Lane, Suite 115-39

Reno, NV 89511

(775) 544-3368

conniefent@gmail.com

www.employersbusinesssolutions.com

ALISON SHELTON

Special Services Rep

ADT Health

670 S Rock Blvd

Reno, NV 89502

(775) 624-4170

alisonshelton@adt.com

Each month PSN raises funds from raffle donations for charitable organizations in our community.

Women & Children's Center of the Sierra

Reno, Nevada

The Women and Children's Center of the Sierra provides education, job training, resources and support to help women escape or avoid poverty and provide a better life for their families.

- We define poverty as
 - **Situational**, possibly caused by a job loss, divorce or a death
 - **Generational**, where three or more generations have lived in poverty.
- Our clients have made a deliberate choice to leave poverty and public assistance programs behind, and raise their children with middle class values and expectations.
- Our organization is based on the models and constructs of the work of Dr. Ruby Payne, Phillip DeVol, and Terie Dreussi Smith, published as "Bridges Out of Poverty."
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WACCS Administrative Office
Classes & Diaper Bank
3905 Neil Road, Suite 2
Reno, Nevada 89502
Phone: (775) 825-7395
www.waccs.org

FRIENDS TO ALL

Carson City, Nevada

Friends to All is a volunteer program that will be visiting seniors residing in their own homes, and time and volunteers permitting, some convalescent facilities in Carson City. Santa Claus will join us along with our "helper" volunteers for a photograph with Santa as he presents them with a special "gift" as a token of appreciation from the community. If you would like to make a monetary donation, please make your tax deductible donation payable to RSVP (Retired & Senior Volunteer Program) and label your donation "Friends to All" so it will be put towards the correct program.

We can use donations such as packaged food items, gift certificates, puzzle books, slipper socks, etc. Even a small donation goes a long way to brighten their day. We are happy to pick up donations or you may mail or deliver them to: FRIENDS TO ALL C/O FOUNTAINHEAD ASSOCIATES, INC. 312 WEST FOURTH STREET CARSON CITY, NV 89703 Do you know an individual who would benefit from our visit this time of year or would you like to help? Well please let us know!!!

Contact: Gwen Currie Pradere @ (775) 884-0180, or visit www.friendstoall.com

MEMBER NEWS

Premier Designs Jewelry Mystery Hostess Show

Which Lucky Lady Will Bring Home The Bling !?!?!



LOCATION:

The Pepper Tree
136 Vesta Street, Reno

DATE: Wednesday, Aug 19

TIME: 5:30-7:00 PM

FOOD PROVIDED

RSVP (775) 332-2994 to
Rose Ann Cappriotti

**PRESENTATION by
PREMIER DESIGNS
JEWELRY STYLIST:**

Suzanna Johnson 722-0117

Browse the online catalog

<http://suzannajohnson.mypremierdesigns.com>

This night is all about Fun, Fashion, and FREE!!!

Join me at my next girls night out. You'll hear about the latest fashion trends and see how you can update your look with just a few key accessories. One Lucky Lady Will Win The Hostess Benefits From The Show! Who Knows !/! It Could Be YOU!!!!

Earn The Entries For The Grand Prize:

RSVP = 2 Entries

Arrive On Time = 1 Entry

Bring An Outside Order = 3 Entries

Bring A Guest = 5 Entries

Schedule Your Own Premier Show = 10 Entries

There will be more ways to earn entries, but you'll have to come to find out what they are!!!

MASTERING YOUR MONEY WORKSHOP

TUESDAYS WEEKLY - 10:00AM TO 11:00AM

*FREE**Janice McCauley, Financial Advisor**Edward Jones**1179 Fairview Drive, Suite 100**Carson City, NV 89701**Phone: 775-841-6010/fax: 855-263-1074**Mobile: 775-684-9889**Please share my name with your family and friends. It is my greatest honor to serve you and yours.****Nevada Rural Housing Authority Puts Nevadans Into Homes of Their Own***

For many Nevada families, a monthly mortgage would not cost much more (if any) than they're currently paying in rent. The challenge in buying a new home is often coming up with the necessary down payment.

The Nevada Rural Housing Authority (NRHA) recognizes this challenge and they're addressing it with the Home At Last™ Access program. Access offers down payment assistance (free cash down payment grant equal to 4 percent of the loan amount) and a competitive mortgage rate, and is available to all homebuyers who will use the home as their primary residence. The program is available to any rural Nevadan (any city in Nevada, except for Reno and Las Vegas) who will use the home as their primary residence.

NRHA also offers the Mortgage Tax Credit (MTC) program, which offers qualified first-time buyers a federal income tax credit equal to 40 percent of the interest paid on their mortgage loan. It provides a refund on mortgage interest every year the buyer lives in the home for the life of the loan, plus the homeowner can still claim the remaining interest as a tax deduction. That can reach up to \$2,000 back for some homeowners in the form of a tax credit – yes, cash money!

If you're interested in learning more, please visit the NRHA website at www.nvrural.org or call (775) 887-1796. Then talk to your lender about the Access® program, find out what you're qualified for and get busy finding a home to love!

If you would like to include an article or announcement in the PSN Newsletter, please submit your entries to Newsletter Editor Rita Shurtliff at newsletterpsn@gmail.com by the 20th of the month.

2014 –2015 PSN BOARD and COMMITTEE CHAIRS

President –Alice Heiman– psnpresident@gmail.com
Vice President - Mary-Ann Andrews Merrett – psnpresident@gmail.com
Secretary – Linda Lovie – psnsecretary@gmail.com
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CC Assistant Treasurer – Cynthia Bunt

Newsletter Editor - Rita Shurtliff – newsletterpsn@gmail.com
Membership Chairs - Kathy King and Rose Ann Capriotti
CC Programs Chair -Angela LoGiurato