

JUNE 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.

SARAH SOMMERS Solutions at Work 2015 Saleswoman of the Year



What a fabulous SWOTY event! Many thanks to the committee and to all of you who donated and participated. Congratulations to Sarah Sommers, our 2015 SWOTY!

Summer is here! After all that rain, my garden looks great, but I am ready for sunshine. Sometimes with the good weather it is hard to stay focused on selling. I'll speak for myself, but I'd rather sit in the sun than run around to networking events and sit inside prospecting. One of the things I like to do is invite clients and prospects to a Walking Meeting. We meet at a designated spot and walk for the duration of our meeting. One of my favorite places to walk is on the beautiful Truckee River through our downtown area. If you need to take notes, use your smartphone and record.

To keep yourself inspired throughout the year, of course, I recommend you attend our lunch meetings where you can meet people you can collaborate with, develop as a referral source and do business with along with hearing a great speaker on a sales topic. I also recommend you join a Sales Success Group or start one.

What is a Sales Success Group? It's a group of our members who get together for a brown bag lunch, coffee, cocktails or a walk and talk about sales. They share successes and cheer for each other, share challenges and brainstorm ways to increase sales. If you are interested, send me a note alice@aliceheiman.com.

Need some more inspiration? Here are [10 Ways to Supercharge Your Sales Process](http://aliceheiman.com/10-ways-to-supercharge-your-sales-process/).
(link: <http://aliceheiman.com/10-ways-to-supercharge-your-sales-process/>)

I will miss seeing you at the June meeting. I will be in Detroit with National Food Group running a sales training program. You will enjoy hearing Sarah Sommers speak at the Reno luncheon on June 9th, and we will reveal the amount that is being donated to Awaken.

Alice

2015 SWOTY CHARITY RECIPIENT



Awaken Inc. is a non-profit organization based in Reno, Nevada, whose mission is to increase awareness and education surrounding the issue of sexual exploitation, and to provide shelter and restoration for its victims.



To learn more about Awaken, visit awakenreno.org

Adysson Fuller

2015 *Jr.* Saleswoman of the Year



The seven-year old entrepreneur sold 3,333 boxes of Girl Scout cookies!

PSN NETWORKING EVENTS

Tuesday, June 9, 2015 - PSN Reno Chapter Networking Luncheon
SPEAKER: Sarah Sommers - 2015 SWOTY

Peppermill - Capri Rooms 3 & 4
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

Proceeds from the May SWOTY fundraiser will be awarded to Awaken, Inc.

Thursday, June 11, 2015 - PSN Capitol City Chapter Networking Luncheon
This month will be all about networking, so come prepared!

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 Cold Nose Kennels.

Thank you everyone – committee chairs, members, attendees, guests and The Peppermill Staff for making SWOTY 2015 a really wonderful occasion and experience for me as Chair, for the women who were nominated and for Sarah Sommers, the winner – and particularly for Awaken, Inc., which truly deserves all we can do for their great cause. Thanks to all your efforts, PSN will proudly present a check to Awaken at the June 9th Reno Chapter luncheon meeting.

-Lorin

MEMBER NEWS



IT'S A GARDEN PARTY

Open House Networking Event
hosted by
ROSE ANN CAPRIOTTI & KATHY KING

AT THE PEPPER TREE
136 VESTA STREET, RENO, NV 89502

Thursday, June 18, 2015 - from 5 pm - ?

RSVP at www.psn-nevada.com

or call ROSE ANN @ 775-322-2994 or KATHY @ 775-384-3948

THERE WILL BE FOOD, DRINKS, FUN, AND YOU AND A FRIEND!

DON'T FORGET YOUR BUSINESS CARDS!

"I like to think of sales as the ability to gracefully persuade, not manipulate, a person or persons into a win-win situation."

-Bo Bennett

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

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