

Spokane Chapter s Chartered April 1979

March 2010 | Vol. 2, No. 3

### Chapter Meeting - March 16, 2010

**“Nutrition: What’s Hot? What’s Not?  
What’s Tried & True?”**

#### Mirabeau Park Hotel

1100 N. Sullivan Road; Spokane Valley, WA



**Speaker: Michelle Hagan, MS, RD, CD  
Registered Dietician Providence Healthcare**

**Join us at 4pm at Mirabeau Park Hotel, prior  
to our General Meeting, for the Scholarship  
Reception to meet the students who have  
applied for our scholarships.**

*Networking - 5:30 p.m. - Dinner - 6:00 p.m.*

Update Reservation Information: **EWI INFO LINE 1-866-305-5569**  
[jessica\\_johnson@absricoh.com](mailto:jessica_johnson@absricoh.com)

#### Be Courteous—Be Timely

Please be on time for the monthly meeting. If you are late to a meeting, please notify the Sergeant-at-Arms to ensure the attendance is updated.

Each representative has a standing reservation for every monthly meeting. You will be billed for the dinner if you do not call in by noon, Mar. 10th.

#### Sustaining Members / Guests

If you are a sustaining member or are bringing a guest(s), please notify the Sergeant-at-Arms by noon on Mar. 10th, to allow time for menu and nametag preparation. Your consideration is appreciated.

#### Dietary Restrictions / Vegetarian Meals

Please call the EWI INFO LINE at 1-866-305-5569 by noon on Mar. 10th, if you need a substitute meal.

### SPOKANE BOARD

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## *Letter from the President*



There are a few things that make March memorable: St. Patrick's Day, 'March Madness' and the EWI Scholarship Reception.

**The EWI Scholarship reception** is one of the best programs of the year. I look forward each year to meeting the students, school counselors and parents. It's rewarding to see the confidence each student projects as they deliver their speech and the pride each parent and counselor exhibits as they listen. You'll leave feeling inspired and uplifted. I hope you all plan to attend this worthwhile event prior to our general meeting on **March 16<sup>th</sup> at 4pm at the Mirabeau Park Hotel.**

**Career Development!** Don't miss this outstanding educational opportunity exclusive to EWI members and their firms. Invite your co-workers to join you on March 9<sup>th</sup> at 4pm at Washington Trust Bank for *Leaders vs. Losers*, a Professional Development Webinar, presented by Jim Mathis. The webinar will focus on the differences between leaders and losers, and how each group reacts to unavoidable changes in their environments. Jim will also touch on points from the February webinar on social media. He will share with the audience how social media has changed the way he connects with audiences and propels his business beyond his competitors. Jim is a great example of a leader in the field of professional speaking by continually seeking to incorporate today's networking tools.

**Participation** is the key to getting the most out of your EWI membership. Get involved! I guarantee you won't regret it.

***Thought to ponder... "A good laugh and a long sleep are the best cures in the doctor's book". Irish Proverb***

*Polly Phelan*

Polly Phelan  
2009-2010 Chapter President



**Please join us for the Second Annual  
American Cancer Society Cancer Action Network Spokane Breakfast 2010**

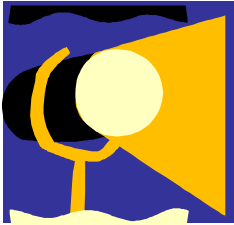
**Featuring Keynote Speaker: Insurance Commissioner Mike Kreidler**

**The Philanthropy Committee is sponsoring a table at the  
American Cancer Society Action Network Breakfast on  
Wednesday April 7th from 7:30am-8:30am at  
The Davenport Hotel & Tower.**

**We are honoring Linda Burgin from Chipman Moving &  
Storage as she is facing her third bout with cancer.  
Linda has been an EWI Member for 18 years.**

**We are asking that EWI members donate to the  
cause at our March meeting.  
If you would like a place at the table,  
the donation amount is \$35.**

*Please see the next page to learn more about Linda. She is a  
strong, fascinating person and an inspiration to us all!*



## Member Spotlight! Chipman United Moving & Storage Member Since 1992

Firm Representative: Linda Burgin



**Major Classification: Transportation-General**  
**Minor Classification: Moving & Storage**

Linda Burgin was born in Vallejo, California into a family of five children, as the middle child, during World War II. When Linda was eight, her father Arthur, moved the family to 83 acres on the hillside of the Napa Valley and built a barn, then a cookhouse and finally the family home. The property was a veritable ranch, with all types of farm animals, including horses, cattle, goats, chickens and rabbits – plus the usual dogs and cats. It was a very sheltered life with no stress. Linda looks back on her youth fondly as a storybook childhood.

Arthur Chipman's strong work ethic was evident in how he ran the ranch and how operated his moving and storage company in Vallejo. Linda went to work for the company business in 1962 and continued at one of the company's offices in Napa in 1964. This strong work ethic was passed from father to daughter.

Chipman Moving & Storage had earlier expanded to Spokane in 1956, with the purchase of the former Goodwin Mayflower. In 1982, Linda and her husband, William, moved to Spokane to purchase the Spokane branch of the Chipman companies. The decision was made to separate this branch from the rest of the Chipman companies and operate it as its own legal entity. The company has remained as such since.

Twice in the 1990s, the Chipman family had to overcome tragedy in the ownership of the company. In 1992 William died unexpectedly, leaving the company to Linda. Linda, who had been around the business her whole life, had to step into the role of president, with no formal training and no previous ownership experience. Then in 1995, Linda was diagnosed with cancer and missed nearly a whole year of work. She overcame her battle with cancer and once again was thrown headfirst into the business. The fact that the company survived these periods, let alone growing and thriving, is a testimony to her management abilities and the staff's dedication to her. Linda's ownership philosophy has always been to surround herself with people who are even more capable than herself.

In 2002 Linda achieved a longtime dream and broke ground on a new warehouse facility in Spokane Valley. In November of that year, the company opened its new, state-of-the-art facility, a beautiful 35,000 square foot warehouse/office on five paved and landscaped acres.

More personal adversity struck Linda in 2007. After a routine fender bender, Linda felt internal pain and during an examination it was discovered that she had a tumor on one of her kidneys. Cancer had struck again. Thinking they had caught it early, she underwent surgery to remove the kidney. All tests came back clear. The cancer was beaten. Or so they thought. In July of 2009, Linda was again diagnosed with cancer. This time it was in her brain, and was diagnosed as a strain of renal cancer. The kidney cancer had spread, unbeknownst to the doctors, to her brain.

Linda is currently on a medical leave of absence from Chipman as she faces this third bout with cancer. Her son Jeff has assumed the role of company leader in her absence, but maintains a direct line with Linda for the vision of the company. She enjoys the company of her two beautiful granddaughters, Catherine and Calleigh. She also enjoys her favorite pastime, horse training and riding, vicariously through her daughter Tammy, who lives in Northern California.

**February  
Ways & Means Raffle  
Results**

**\$184.00!**

**A HUGE 'Thank You' to those member  
firms who donated items!**

.....  
**And, the Ways & Means 'Valentine's'  
Fundraiser generated \$540!**

**Thank you to all that purchased a  
rose and chocolate for a  
special someone!!**

**MARK YOUR CALENDAR!**

*March 16th* – Our speaker with will be  
Michelle Hagan, MS, RD, CD  
Registered Dietician Providence Healthcare

**2010 EWI Meetings**

April 20<sup>th</sup>, Executive Appreciation and Anniversary,  
At Barrister Winery with Beacon Hill Catering;  
Guest Speaker Jeff Phillips of Rosauers  
"A Culture of Giving"

**Future Meetings:**

May 18<sup>th</sup>

June 15<sup>th</sup>

July 20<sup>th</sup>

August 17<sup>th</sup>

***Save the Date!***

The Ways & Means Annual Fundraiser –

**Mardi Gras in May**

Friday, May 7<sup>th</sup> at Northern Quest Resort & Casino

*Invite your family, friends and co-workers! Stay and get a special rate of \$129  
for a Classic Guest Room on May 7<sup>th</sup>. Ask for the EWI rate 877-871-6772.*



***March  
Anniversaries!***

**Alissa Kensok**  
American Cancer  
Society  
2006

**Tina Jeffrey**  
Design Benefits  
2007

**Karlene Perry**  
Auble, Jolicouer &  
Gentry  
2009

***March Birthday!***

**Bunny Moran**  
Nova Contract Interiors –  
March 17<sup>th</sup>

**Posting for Membership:**

In an ongoing effort to recruit quality firms to join the Spokane Chapter, the following firm(s) are being posted for new or updated membership, or representative change:

**No Postings for March**

Current member firms may object to a firm that has been posted that would be considered a competitor of their firm. EWI Corporate defines a competitor as a firm with the same major/minor. Objections are required in writing by the Executive of the objecting member firm postmarked within 10 days of the distribution date of this newsletter. Objections to a specific business conflict must be defined and any other concerns regarding personal character, integrity or conduct must be detailed with evidence or testimony as appropriate. Any objections received will be discussed at the following scheduled Board of Directors meeting; a decision will be made at that time as to whether or not to pursue extending an offer of membership to the posted potential firm. Decisions on whether or not to accept a member firm's objection to the addition of a posted potential new member firm are based on many factors, the most important of which involves the level of participation by the current member firm's representative within the Chapter.

*Mail objection letters to: EWI Spokane Chapter Board of Directors, PO Box 1272, Spokane, WA 99210 and a copy to Polly Phelan, EWI Spokane Chapter President, Spokane Regional CVB, 801 W Riverside, Suite 301, Spokane, WA 99201.*

**Sgt-at-Arms Report - February Meeting**

Member Firms	66
First reps	61
Open positions/first reps	(2)
Second reps	6
Open positions/2 <sup>nd</sup> reps	(0)
Third reps	1
Open positions/3 <sup>rd</sup> reps	(0)
<b>Total reps in good standing:</b>	<b>73</b>
<b>Sustaining</b>	<b>4</b>
<b>Lifetime</b>	<b>1</b>
<b>Transitional</b>	<b>0</b>
<b>Total members</b>	<b>71</b>
<b>February Meeting Attendance:</b>	
Excused members	5
Unexcused & late excused	13
Representatives	56
Guests	7
Sustaining members	0
<b>Total Attendance:</b>	<b>63</b>
<b>Attendance Percentage:</b>	<b>77%</b>

**EWI 2010 College Scholarship Competition**

Scholarships are available to Spokane and Kootenai county high school Junior level male and female students.

The Spokane Chapter of EWI will award three scholarships:

**First Place: \$4,000      Second Place: \$2,000      Third Place: \$1,000**

*Join us Tuesday, March 16<sup>th</sup>, 4pm at the Mirabeau Park Hotel prior to our General Meeting for the Scholarship Reception. You will hear from and meet the students who have applied for our scholarships!*

**The first, second and third place winners will be announced and honored at the EWI Awards Banquet on May 18, 2010.**

**Connect With Your Committee!**

<b>Past Presidents:</b>	Thursday, March 4 <sup>th</sup> , 5:30 at the home of Adrienne Choate.
<b>Membership:</b>	March 30 <sup>th</sup> , 11:30, Europa- Last Tuesday of the Month
<b>Scholarship:</b>	April 1 <sup>st</sup> , 12:00 p.m. Devries- First Thursday of the Month.
<b>Philanthropy:</b>	March 16 <sup>th</sup> , 3:30pm at Mirabeau Park Hotel
<b>Program:</b>	April 6 <sup>th</sup> , 12:00 p.m., Journal of Business. First Tuesday of the Month.
<b>Ways &amp; Means:</b>	April 6 <sup>th</sup> , 4:30pm, Post St. Ale House. First Tuesday of the Month.

## Upcoming Professional Development Webinar

March 9, 2010, 4:00p.m.

Join us for *Leaders vs. Losers*

Presented by: Jim Mathis, "The Re-Invention Specialist"

Jim Mathis was the featured speaker during the Plenary Session at the 2009 LCAM.

Jim will focus on the differences between leaders and losers, and how each group reacts to unavoidable changes in their environments. Jim will also touch on points from our February webinar on social media.

He will share with the audience how social media has changed how he connects with audiences and propels his business beyond his competitors. Jim is a great example of a leader in the field of professional speaking by himself adapting to incorporate today's networking tools.

Location: Washington Trust Bank - 717 W. Sprague Avenue

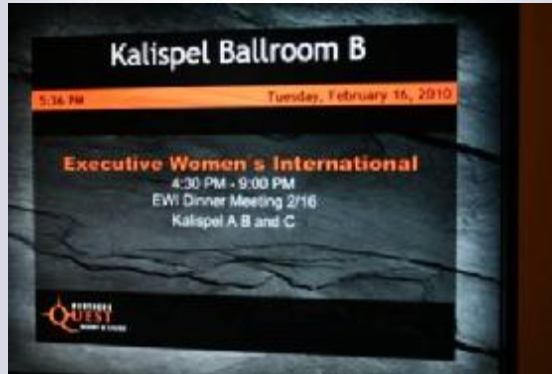
Meeting Room: The Training Room is located on the Lower Level. Go through the double glass doors just past the elevators and continue straight. Turn left to go downstairs and left again to go down the 2nd set of stairs. The training room will be straight ahead at the end of the hall.

Parking: You can park in the garage or in the metered spots on the street.

## ***EWI Meeting February 16<sup>th</sup>, 2010***



**Part of the beauty that is Northern Quest Resort & Casino Zara Price and Alissa Kensok on their way to the Spa!**



**Kent Caputo,  
Kalispel Tribal  
Economic Authority**



**EWI Spokane Chapter President Polly Phelan, Miranda Song, Kent Caputo, and Melissa Boland.**



**Brenda Dodd, Sue Fleming and Salli Dutton give us a 'sneak peek' into "Mardi Gras in May". The Ways & Means Annual EWI Fundraiser that will be held Friday, May 7<sup>th</sup>.**



## EWI Member Connections “Coffee Connect” was all the buzz!

**Our first Membership Connect was a great success at the Davenport Hotel Lobby!**

**Many of our members attended to take advantage of the opportunity to get to know their fellow representatives and share in some great conversation.**

**Our Lunch Connect is scheduled for June 24th so mark your calendars now!**

***Thank you to all that attended!***



Mary Nellenbach, Washington Trust Bank, and Jim Brunner, Chipman Moving & Storage



Dave Vahala, Travel Leaders, and Jim Shasky, Devries Business Systems



Colleen Stevens, New York Life, and EWI Spokane Chapter President Polly Phelan, Spokane Regional CVB



EWI Members and guests 'Connecting' over coffee!



**CONNECTIONS CORNER ~ MARCH 2010**  
Read the results of a recent random, non-scientific sampling of members!

**“The survey says” that 69% of respondents prefer Coke over Pepsi!**



*Kindle Readers remain a ‘wish list’ item for now.*

**93.75%** are holding on to their paper reading materials, pun totally intended.



**81%**  
It is no surprise that our members were Girl Scouts, Boy Scouts, Brownies, Camp Fire Bluebirds and Camp Fire Girls!



**March is Women's History Month and International Women's Day is March 8. The question was:**

If you could spend a day with any woman from history (including now), who would you choose?

- Hillary Clinton (2)**
- Jackie Kennedy**
- Amelia Earhart (2)**
- Eleanor Roosevelt (2)**
- Mother Teresa**
- Rosa Parks**

- “My Mom because I miss her.”**
- Supernanny (this was from Ms. McIntyre)!**
- Diane Sawyer**
- Oprah Winfrey**
- “My Aunt because she was an amazing woman. ”**



## **Once Again EWI Spokane Chapter Members Help Out!**

**At the February Meeting, the Philanthropy Committee asked Members to bring cans of formula or donate cash to the Vanessa Behan Crisis Nursery (who is also a Member Firm).**

*“On behalf of the children we serve, we extend our gratitude to the Spokane Chapter for your donations of cash and formula.*

*A special thanks for helping us keep our babies tummies happy and full!”*

**Donations received: 18 cans of formula and \$49!**

*With Gratitude, Vanessa Behan Crisis Nursery*

### **Vanessa Behan Crisis Nursery – What Do We Do?**

*When families are facing any kind of crisis that makes it difficult for them to provide safe care for their children, we are here to help. We provide free, 24-hour shelter and care for children between birth and age six, and services to help parents create a more stable and nurturing home environment. All our services are free of charge and offered in a safe, non-judgmental and supportive atmosphere.*



CONNECTIONS | CAREERS | COMMUNITY



CONNECTIONS | CAREERS | COMMUNITY

# EWI's Mardi Gras in May

Friday, May 7, 2010 Time : 6:00 p.m.  
**Northern Quest Resort and Casino  
(Pavilion Room)**



## Donation for Auction Items

Please fill out this form completely and mail back to the solicitor listed at the bottom of this sheet. If you have an item to donate that cannot be mailed to us (see address below), please call Sue Fleming at 495-4140 or Lori Jo Knoles at 789-4337, for pick up or contact your EWI member representative.

### DONOR INFORMATION

Name \_\_\_\_\_ Company \_\_\_\_\_

Address \_\_\_\_\_ Email \_\_\_\_\_

City/State \_\_\_\_\_ Zip \_\_\_\_\_ Phone \_\_\_\_\_

### DONATION (Please use a separate form for each item donated)

Item \_\_\_\_\_ Retail Value \$ \_\_\_\_\_

Please write a short description about your donation for our auction catalog:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

If you're interested in attending the 2010 Mardi Gras in May on May 7, 2010, please contact Melanie Potter at 789-4341. Tickets are \$45 each. Thank you for your donation!

EWI Solicitor \_\_\_\_\_ Phone \_\_\_\_\_

Address \_\_\_\_\_ Email \_\_\_\_\_

City/State \_\_\_\_\_ Zip \_\_\_\_\_

**EWI of Spokane, PO Box 1272 Spokane, WA 99210-1272  
Your contributions are tax deductible!**