

Letter from the President



It's November and Thanksgiving is right around the corner. It is a time of reflection and to count our many blessings. Thanksgiving is such an enjoyable holiday – the opportunity to spend time with family and friends. I am grateful that my children and grandchildren live here in San Antonio and have been so supportive of me. I am also thankful to all of you for believing in me enough to allow me to serve as your President again and for a very supportive, diverse and talented Board of Directors and Committee Chairs.

My hope is that each of you has something wonderful to be thankful for and the opportunity to share that appreciation with those you love.

Welcome to Petco Animal Supplies, Inc. and its representative, Stacy Lumpkin. We are pleased to welcome you to EWI of San Antonio. Stacy will be serving on the Hospitality Committee and her mentor is Debbie Saldana.

I am very excited about our holiday philanthropic project. It will benefit the children of St. Peter and St. Joseph Children's Home. The Philanthropy Committee, chaired by Amanda Avendano of Enterprise Holdings, Inc., is asking for a hoodie and socks for each child at St. PJ's, there are approximately 100 children in residence. There will be an angel tree at the November meeting and we are asking each representative to pick a name or two. Please bring your gifts to the December 13th membership meeting and plan on joining the Board and Philanthropy Committee on Saturday, December 15th to deliver them. There will be more details coming from the Philanthropy Committee.

The November 15th Membership Meeting will be a firm night at Créer Believe. I am looking forward to Susan Mossberger's presentation on women and business and hope to see all of you there.

May you have a wonderful Thanksgiving.

Good Health,

Joyce Stuart

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Membership Meeting

Thursday, November 15, 2012

5:30 p.m.

Creer-Believe, 10919 Wurzbach Road

San Antonio, TX 78230

November Board Meeting

Tuesday, November 20, 2012

5:30 p.m.

Nix Health, 414 Navarro

EWI MISSION AND VISION STATEMENTS

Mission

Executive Women International® brings together key individuals from diverse businesses for the purpose of:

- Promoting Member Firms
- Enhancing Personal and Professional Development
- Encouraging Community Involvement

Vision

To be the leading connection for business professionals

Representative's Birthdays & Firm Anniversaries

Congratulations to the following firms in celebration of their November Anniversaries

Raba Kistner, Inc.	13 years
Omni Hotel San Antonio at the Colonnade	10 years
YMCA of Greater San Antonio	8 years
San Antonio Livestock Exposition, Inc.	7 years
Koontz-McCombs	7 years
Fernandez Honda	3 years

Best Wishes to the following representatives' in celebration of their December Birthdays

Diane Solarczyk	Bitterblue, Inc.	December 6
Joyce Carothers	Sustaining Member	December 12
Carol Crawford	TETCO, Inc.	December 15
Valerie Manns	Project Control	December 19
Stacy Yent	Fresh Horizons Catering	December 25



Firm Tips of the Month

Submitted by Valero Energy Corporation

GASOLINE:

- Buy gasoline during coolest time of day - early morning or late evening is best.
- Avoid over-filling or topping-off gas tank.
- Don't go too far out of your way to save money on gas - you may be using all of your savings (and more!) in the fuel you burn while going out of your way!

DRIVING:

- Drive steadily - slowing down or speeding up suddenly wastes fuel.
- Keeping windows closed when traveling at highway speeds reduces air drag, which increases your mileage.
- Avoid prolonged warming up of engine.
- Avoid "revving" the engine.
- Eliminate jack-rabbit starts.
- Accelerate slowly when starting from dead stop.

CAR CARE:

- Regular tune-ups ensure best economy.
- Maintain clean air filters - diminished air flow wastes gasoline.
- Inflate all tires to maximum limit.

CELL PHONES:

- It has been determined that cell phone use at the pump does not cause fires, and you will see the warning signs come down.
- As a matter of fact, a new method of paying at the pump with your phone is being explored.

Visit www.cornerstore4u.com for store locations, special deals and a link to download our mobile app.



San Antonio Museum of Art

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For immediate release:

Foods for the Gods and You, Too

San Antonio Museum of Art Collaborates with Leading
S.A. Restaurants to Promote "Art of the Table"

The *Aphrodite and the Gods of Love* exhibition, now on view at the San Antonio Museum of Art, is inspiring some of San Antonio's best chefs to create special dishes and drinks (and in the case of Dough, entire menus) around the themes of love, beauty, passion and the Mediterranean. **Now through the end of December.**

Participating restaurants:

Biga on the Banks
Bistro Vatel
Bliss
Café des Artistes (at the Museum)
Citrus and Vbar at Hotel Valencia
Dough Pizzeria Napoletana
Il Sogno
Lüke

Recipe: Love Potion

From Café des Artistes

6 oz. Champagne

2 oz. Pomegranate Juice

1 tsp. (Greek) honey

In a Champagne flute, add the honey and pomegranate juice and top with Champagne. Rim glass with sugar and honey.

Garnish with a blackberry or a few pomegranate seeds.

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The San Antonio Museum of Art is housed in the historic Lone Star Brewery along the Museum Reach section of the San Antonio River Walk near downtown. SAMA's collection contains more than 25,000 works of art representing cultures from around the world and over 5,000 years of history.

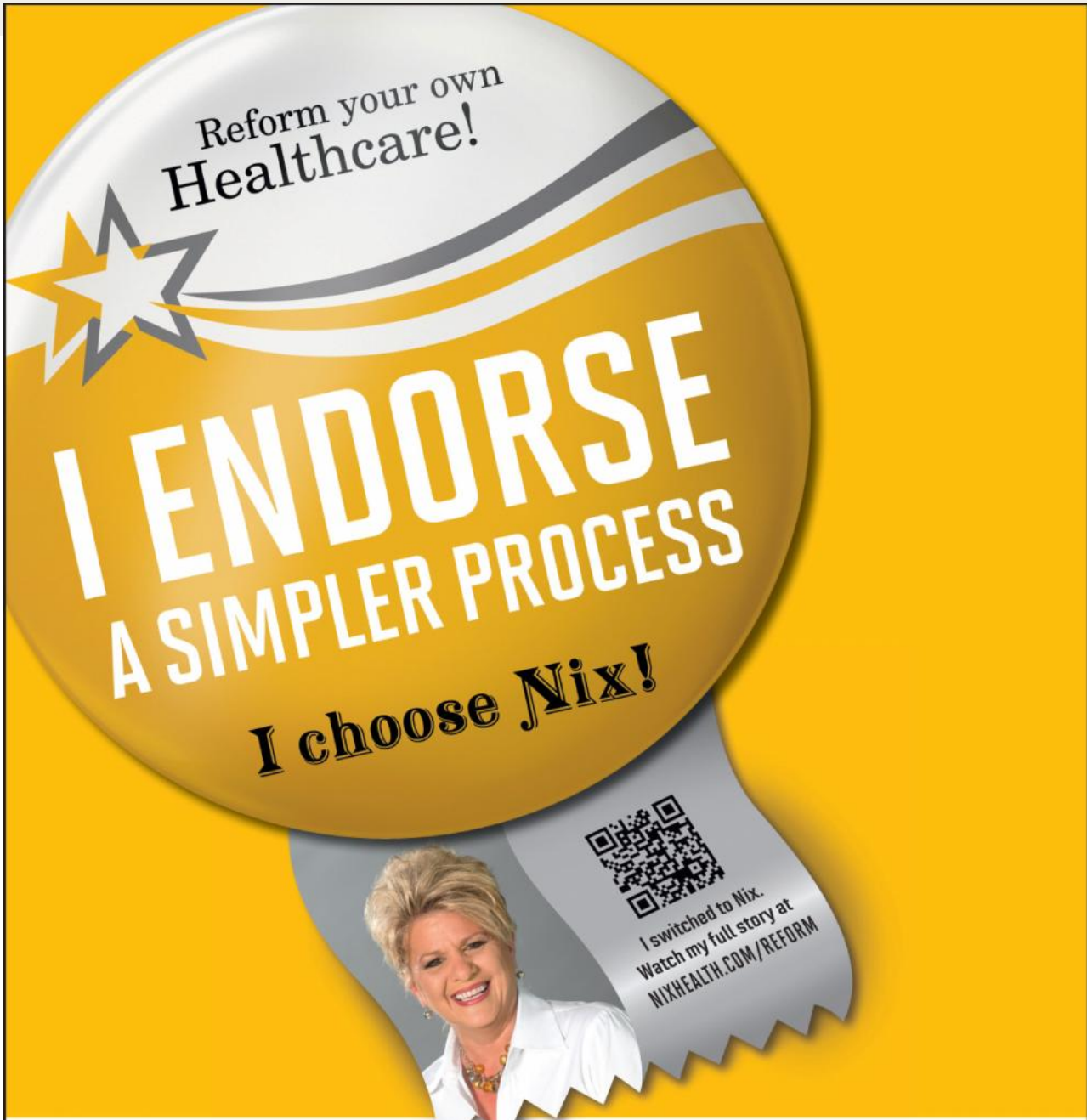
SAMA is open Tuesday, Friday and Saturday: 10:00 a.m.--9:00 p.m.

Free Tuesdays: 4:00--9:00 p.m.

Wednesdays and Thursday: 10:00 a.m.--5:00 p.m.

Sundays: 10:00 a.m.--5:00 p.m.

Free Sundays: 10:00 a.m.--noon



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*Physicians are independent practitioners and active members of Nix Health medical staff.



Uncommon Care®

New Member Representative

FIRM: Petco Animal Supplies, Inc.

REPRESENTATIVE: Stacy Lumpkin



Stacy has been employed with her firm for one year. She provides administrative support to the SVP Operations, who is responsible for the effective operations of 1200 plus stores across the U.S.

Stacy attended UTSA as a business major. With over 20 years of senior executive administrative support, she considers herself to be a problem solver and detail oriented, and has expertise in startup operations and project management. She is a single mom of a 19 year old son, Trevor, who is a sophomore at Northwest Vista College. Trevor is studying to be a Criminal Forensic Investigator, specializing in toxicology. Stacy’s mom, Rosemary Smotherman Littrell was president of EWI of San Antonio in 1974, so Stacy had the benefit of knowing about our organization all of her life. She said “yes” was the only choice when she was approached about Petco joining our chapter. Stacy is proud to have the opportunity to be part of our organization and to follow in her mom’s footsteps. Stacy’s hobbies are playing keyboard, reading, gardening and entertaining. She is also actively involved in her church.

As a member of EWI, Stacy hopes to gain new friendships and business relationships to continue learning about her community, and to give back through the organization. She would also like to recognize and appreciate the learning experience provided by EWI on many different levels.

Stacy, we are so pleased to have you in our chapter!

Saluting our 10 Newest Member Firms

Petco Animal Supplies, Inc.	October 2012
Alisam Transportation Solutions	May 2012
Willis of Texas Inc.	March 2012
Bill Miller Bar-B-Q	January 2012
Muzak	January 2012
Enterprise Holdings, Inc.	August 2011
San Antonio Economic Development Foundation	August 2011
Creer-Believe	June 2011
SAF Studios, Inc.	May 2011
Deacon Recruiting	May 2011

Professional Pointers

COMMUNICATION

Four Keys to Effective Listening

Effective listening requires four skills: listening attentively, pausing before replying, questioning for clarification and responding to what was said in your own words.

Listening Attentively

This skill requires listening without interrupting the speaker. It requires that you lean forward, face the person speaking directly, nod, smile and be agreeable. When you nod and smile you encourage others to keep speaking and to expand on their remarks.

Initially, listening attentively takes tremendous discipline to accomplish, but over time, as you notice the positive benefits of effective and attentive listening, you will practice it more and more.

Pausing Before Replying

Someone once said that, "Most conversation is just waiting." In most cases, the person listening is not really listening at all. They are preparing their remarks and getting ready for what they are going to say when the other person takes a breath. They then jump in with their own comments, largely ignoring anything the other person has just said.

Instead, make it a habit to pause for three to five seconds before replying. In this three-to-five second pause, or longer if warranted, you get three benefits:

1. You avoid the risk of interrupting the speaker if they are just reorganizing their thoughts before continuing.

2. You show the speaker that you are carefully considering what they have just said. This conveys that you value what they have just said, and by extension, you value them, their thinking and their words.

3. When you pause, you actually hear the other person at a deeper level. You get more of the actual message that is being sent by allowing a few seconds for the message to sink into a deeper level of your mind.

Questioning for Clarification

Instead of jumping in with your own ideas or opinions, ask a question such as "How do you mean?"

By using effective listening skills, you build trust. The better you listen to another person, the more they trust you, and the more open they are to being influenced and persuaded by you.

Responding to What Was Said in Your Own Words

This is known as the "acid test" of listening. It is only when you can briefly summarize what the other person has just said, in your own words, and feed it

back to them, that you tell the speaker that you were genuinely listening. Most people will nod and smile, but when you thoughtfully reflect back to the other person what they have just said, and they agree, "That's it! That's what I meant," you tell them that you were really listening.

Source: Adapted from an article by Brian Tracy International, Solana Beach, Calif. Visit www.briantracy.com.



October Membership Meeting at Alamo Cafe

Submitted by Stacey Crabb, Omni San Antonio Hotel at the Colonnade



Patty Wilkins, Security Service Federal Credit Union;
Mary Ellen Owen, Muzak; Joy Box, Fernandez Honda;
Emily Kopecky, Omni La Mansion del Rio



Lynn Smasal, Ernest & Young LLP, winner of the fall wreath
donated by Security Service Federal Credit Union



MJ Willis, Alisam Transportation Solutions; Barbara
Jordon, Bank of America



Rebecca Martinez, Nix Health; Sue Ouimette; Valero Energy
Corporation; Denise Cross, Arthur Pfeil Smart Flowers



Erin Sheehy, Omni San Antonio Hotel at the Colonnade;
Mitzi Pearson, Morton's The Steakhouse



Cindy Vyvelcka, Koontz-McCombs; Valerie Johnson,
Morgan Stanley



Margaret Woods, Nix Health; Valerie Manns, Project
Control



Kimberly Vidrine, Deacon Recruiting; Donna Dimond,
Zachry Corporation

2012-2013 Calendar Year at a Glance

<u>General Membership Meeting</u>	<u>Board Meeting</u>	<u>Topics/Conferences/Special Events</u>
	Nix Health 414 Navarro, 78205 5:30p.m.	
Thursday, October 18	Tuesday, October 23	Planning Session at Alamo Café, 14250 San Pedro
Thursday, November 15	Tuesday, November 20	Firm Night, Creer-Believe, 10919 Wurzbach
SECOND Thursday, December 13	Tuesday, December 18	Holiday Social and White Elephant Gift Exchange Anne Marie's Catering, 12475 Starcrest
Thursday, January 17	Tuesday, January 22	Social Media Night: Speaker Jody Newman Omni San Antonio Hotel at the Colonnade
Thursday, February 21	Tuesday, February 26	Community Garden Initiative: Suzanne Taranto Petroleum Club
Thursday, March 21	Tuesday, March 26	Pot Luck
Thursday, April 18	Tuesday, April 23	Executive Recognition Luncheon
Thursday, May 16	Tuesday, May 21	EWISP and ASIST Scholarship Banquet DoubleTree Hotel
Thursday, June 20	Thursday, June 25	Non-meeting fundraiser
Thursday, July 18	Tuesday, July 23	Reading Rally
Thursday, August 15	Tuesday, August 20	
Thursday, September 19	Friday, September 24	Chapter Board Installation DoubleTree Hotel

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