CONGRATULATIONS TO
THE CLASS OF 2016!
# CALENDAR OF EVENTS

This calendar includes events hosted by WBENC’s regional partner organizations and strategic partners. Visit WBENC’s online calendar for more events.

## OCTOBER 2016

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**NEW CORPORATE MEMBERS:** Black & Veatch Corporation; National Basketball Association (NBA)

WWW.WBENC.ORG // OCTOBER EDITION 2016
ACT INTENTIONALLY THIS FALL

Autumn signals many changes in American culture. We begin our school year, we reap our harvest, and many of us start looking toward the new year. Yet as the heat of summer fades from our memory (maybe not for our WBEs in the southern United States), this fall is also bringing us one of the most “heated” and significant presidential elections in our history.

My message to you, quite simply is,

GET OUT AND VOTE!

As you are now becoming familiar with WBENC’s ACTIntentionally program, you know that it is focused on recognizing those corporations, businesses, and brands that support WBENC-Certified business enterprises. These companies hold the same values as WBENC, and they work daily to make a difference for their communities and ours.

Voting in your local, state, and national elections is an important way to ACTIntentionally.

At the core of the election process is a responsibility for all of us to understand each candidate’s values and platforms. I encourage each of you to do your research and understand each candidate.

Then, please

GET OUT AND VOTE!

On November 8, we will learn the collective decision of the American people. Please ensure your voice is included.

As the leader in women’s business development, we take our role seriously in understanding supply chain needs and how WBEs can serve those needs in each industry. WBENC and our RPO network ACTIntentionally daily to ensure your voice is included in the U.S. economy.

By voting in your local, state, and presidential elections, you are including your voice in the future of your local economy—and the overall health of the U.S. economy.

Sincerely,

PAMELA PRINCE-EASON
WBENC PRESIDENT AND CEO
Morning, Noon, and Night. As we move through the day, we have many opportunities to support the WBENC network. How do you ACT Intentionally?

#ACTIntentionally
A WBENC campaign. | www.wbenc.org
SAVE THE DATES

Summit & Salute
March 21-23, 2017
New Orleans

National Conference & Business Fair
June 20-22, 2017
Las Vegas

PRESENTING SPONSORS

CONFERENCE CO-CHAIRS

accenture
EY
Bristol-Myers Squibb
MGM Resorts International
SOUTHERN CALIFORNIA EDISON
AMPCUS
ASAP
ALOM
AMPCUS
NEI
QUOTES TO THRIVE  GET A QUOTE, GIVE TO WBENC

WBENC IS PROUD TO ANNOUNCE QUOTES TO THRIVE. THIS PROGRAM, PRESENTED IN PARTNERSHIP WITH ALLSTATE, PROVIDES AN AMAZING OPPORTUNITY TO JUMPSTART THE WBENC GROWTH AND SUSTAINABILITY FUND. THE FUND WILL ADDRESS SHORT TO MID-TERM NEEDS FOR ACCESS TO CAPITAL FOR CERTIFIED WBES WHO MEET SPECIFIC FUNDING CRITERIA. LEARN MORE!

For each quote that is completed, Allstate will donate $10 to the Fund at NO COST TO YOU!

Support WBEs in just 3 steps:

1. VISIT actentionally.com/quotestothrive
2. SELECT Auto or Home
3. COMPLETE the quote following the web prompts until you get to the “Review Your Quote” page

Done! Allstate will donate $10 thanks to you!

Better Yet:

- IT’S EASY – Use the step-by-step website to guide you.
- IT’S FAST – It only takes an average of six minutes to finish.
- IT’S FREE – Review your quote and you’re done! No purchase necessary.

ACT NOW to get a quote and support the growth of WBES!
Setting an ambitious diverse outreach goal wasn’t a difficult choice for the PHC, remarked Tiffany Newmuis, the PHC Director of Diversity and Community Engagement. “[Philadelphia] has a deeply diverse population of people, and we wanted to work with [suppliers] that were reflective of the community we’re in,” says Newmuis. Once they decided on a goal, the PHC reached out to the WBENC network to help them find women-owned businesses. “The reason I wanted WBENC to be involved is because [WBENC Certification] allowed us to quickly review [suppliers] and say, ‘We know this is a legitimate women-owned company.’”

The owners of Standard Modern, Stockton & Partners, and Hargrove knew that their WBENC-Certified status was an important way to attract attention. “I started really looking at WBENC when I started my company because we wanted to broaden our capabilities to meet new customers and appeal to...
different customers,” said Kate Stockton, President of Stockton & Partners.

Stockton even joined forces with another diverse-owned business for the PHC. “My co-partner was Perfection Events, a small [minority-owned] business. We knew we could work together well and offer an authentic partnership.”

Carla Hargrove McGill, President of Hargrove, the event general contractor for the entire event found that sincerity and directness were key to securing her contract. When she met with the PHC CEO, Reverend Leah Daughtry, she emphasized her company’s experience.

“I really needed to communicate that because of the experience we had managing events of this scale—the 2012 Charlotte DNC, multiple presidential inaugurals, international summits, and the like—I knew that we could put all of that expertise to work on behalf of the Host Committee,” says McGill.

“We were going to help them at every step along the way because of the experience we have in the city, the facilities, and with the people. We had just worked on Pope Francis’ visit in 2015, and I just wanted her to know she could trust us and believe in us. I think being so upfront with her and the committee, helping them understand we had the event knowledge needed for an undertaking like this, coupled with the WBENC Certification, was very important in our getting the business.”

Linda Smith, President of Standard Modern, worked with the PHC as a Tier II partner. “When they found out we were a Certified WBE, I think we became much more attractive,” says Smith.

Besides novelty items for fundraising, Standard Modern designed posters, printed speech cards, and created an access credentials card with over 150 intricate variations to tell convention officials exactly where any guest was permitted to go.

Not to mention that helping to create one of the biggest national political events that only happens once every four years can create a lot of behind-the-scenes pressure. Yet WBENC-Certified WBEs are often nimble and can handle the dynamic challenges that arise in these types of productions.

“The pace is unbelievable,” Smith said. “Speeches are going back and forth, and you’re sitting there waiting, thinking, ‘How am I going to get this to Pennsylvania in an hour?’ We are so thankful we have a wonderful staff who puts [work] out at a rate that I can’t even comprehend.”

“It is a beast,” agrees Ron Bracco, Hargrove’s Vice President of Sales and Events. “It is a very large project with lots of moving parts. And like any event of this size and scale, you have to be ready to adapt and change direction on a moment’s notice.”

Hargrove has worked with WBENC on the National Conference & Business Fair (NCBF), and the complexity of WBENC’s event helped prepare Hargrove for success with the PHC event.

“Having it on our resume that we did WBENC’s NCBF in Philadelphia, having experience with the space and the build out and the challenges that can
“Our relationship with WBENC informs the work we do every day. My business partner, Jennie [Udell], and I took the business plan NXLevel workshop that was offered by our RPO, WBENC PA-DE-sNJ. It made a big difference to our business. Having a challenging piece of business like the DNC and having to do it in such a short period of time was proof that we had put together a good, solid structure of event operation and business operation.”

– LINDA SMITH, STANDARD MODERN PRESIDENT

Smith likes to tell prospective Standard Modern customers, “If we can print for the president, we can print for you!” It has increased our business and has increased our sales drastically, more than in any other election cycle we’ve had. We’ve hired 14 new people, and we’re able to add equipment that we probably wouldn’t have been able to afford.”

Stockton shared how the PHC contract represented a new summit for her business, one she was prepared for thanks to WBENC.

“Our relationship with WBENC informs the work we do every day. My business partner, Jennie [Udell], and I took the business plan NXLevel workshop that was offered by our RPO, WBENC PA-DE-sNJ. It made a big difference to our business. Having a challenging piece of business like the DNC and having to do it in such a short period of time was proof that we had put together a good, solid structure of event operation and business operation.”

Leading a business can feel like a challenge on the best days, but by opening the doors of opportunity with WBENC Certification, WBEs can shine on a national stage.
OCTOBER IS NATIONAL BREAST CANCER AWARENESS MONTH. WITH MORE THAN 2.8 MILLION BREAST CANCER SURVIVORS IN THE UNITED STATES, IT’S HARD NOT TO KNOW SOMEONE AFFECTED BY THIS DISEASE. ACCORDING TO THE AMERICAN CANCER SOCIETY, IT IS ESTIMATED THAT ABOUT 246,660 NEW CASES OF BREAST CANCER WILL BE DIAGNOSED IN 2016. UNFORTUNATELY, ABOUT 40,450 WOMEN WILL ALSO DIE FROM BREAST CANCER THIS YEAR.

Despite these harrowing statistics, more women are joining the ranks of breast cancer survivors as death rates steadily decrease. Many of these breast cancer survivors had some type of mastectomy as part of their treatment and have unique needs as they heal. Two of our WBENC-Certified WBEs are dedicated to these breast cancer survivors recovering from mastectomies.

MEDEBRA

Medebra offers Medebra Mastectomy Kits featuring a postsurgical bra designed to bring comfort and dignity to those recovering from breast cancer. Founded by a breast cancer survivor, Kim Haley, Medebra is designed to accelerate the healing process while minimizing discomfort.

HEAL IN COMFORT

Heal in Comfort was also founded to provide comfort and dignity to those recovering from breast cancer. Breast cancer survivor Cherie Mathews created Heal in Comfort after her own frustrating postsurgical experience. With the patient’s needs in mind, Mathews designed the Heal in Comfort shirt to accommodate the drain tubes and limited movement associated with the healing process.
Despite working in a fast turnaround environment, James, President and CEO of Private Eyes, insisted on one company value where human interaction came first—a dedication to customer service as a selling point, not an expense. “From the very beginning, I knew it would be less expensive to send calls through voicemail and into a queue, but I wanted our company to stand out by offering an additional service—and that’s why you can always talk to a live person at Private Eyes from 5 a.m. to 5 p.m. PST,” says James.

It’s that standard of service that has gained James’ clients across the nation, including most recently WBENC Corporate Member PNC, which employs

**WBE SUCCESS STORY**

**A STANDARD OF SERVICE: PRIVATE EYES INC. AND PNC**

When Sandra James founded Private Eyes, Inc. in September 1999, she was well aware of the market trend emerging in background checks and employment verifications. Since James had already owned and sold a business specializing in mortgage credit, she saw the opportunity for a seamless transition to providing Fortune 500 corporations, particularly creditors and financial institutions, with background checks and employment verifications.

“**At the 2008** conference, I learned the value of this network. WBEs help each other, and the WBENC network brings a camaraderie that is priceless.”  
— Sandra James
Private Eyes to verify employment and income requirements for lending products and home mortgage applications.

The road toward this project started when James met the PNC supplier diversity team during the 2014 WBENC National Conference & Business Fair (NCBF) in Philadelphia.

“It wasn’t an immediate contract,” says James. “When we first connected, the PNC team were interested in other services through the Private Eyes sister company, 4506-Transcripts.com. Then they approached me for employment verifications for lending products through Private Eyes. We just finished a pilot program with them in August where we scored 100% in meeting our service level agreement.”

Headquartered in Walnut Creek, CA, Private Eyes became WBENC-Certified in 2002, and James has been a committed local member with her RPO Astra since then. Yet it was being part of the host committee at the 2009 NCBF in San Francisco that made her a true believer in the robust WBENC network.

“After 2008, it was a rough time in the marketplace,” says James. “But at that conference, I learned the value of this network. WBEs help each other, and the WBENC network brings a camaraderie that is priceless.”

James’ counts many in the WBENC network among her clients, including WBENC Corporate Member Entergy and WBE Pinnacle Group. In addition to sponsoring NCBF multiple times, she has served on the Women’s Enterprise Forum as well as the current WBENC Board of Directors. As for advice, she says her most important tip is not to expect a contract with certification.

“Of course all of us WBEs want a contract,” says James. “But the value of having the WBENC Certification has so many more layers. Certification gets you access, but you make the rest happen.”

John Szpak, Vice President of Sourcing and Procurement at PNC, echoes James’ sentiment that whether a company is women-owned or diverse-owned, companies should not lead with certification, but with capabilities.

“We work to give everyone opportunity to win business, but you have to tell us what you can do—and what sets you apart,” says Szpak. “Also, know our strategic objectives. Even though you may not be as large as our incumbents, your flexibility, capacity, and focus on customer service may be a big selling point. Being honest is the best way to drive business.”

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**CALL FOR WBE SUCCESS STORIES**

Want to see your WBENC-Certified business in the pages of our President’s Report? Reach our more than 30,000 subscribers by sharing your success story working with a Corporate Member, teaming with another WBE, or winning an award. We want to hear from you!

**Email your story pitch to**
wbenews@wbenc.org

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**www.privateeyesbackgroundchecks.com**

**www.pnc.com**
“I was researching paper and learned how many trees go into paper production,” says Lehmann. “Then I learned that the sugar cane industry used to burn all the stalks, but now they can use them as a sustainable source, including as paper products.”

Lehmann founded True Green Enterprises dba TG Eco Products in 2007 with a line of tissue paper, toilet paper, and napkins made from sugar cane stalks. The brand gained traction as the sustainability movement and educated buyers continue to ask for alternative products in the retail space.

Lehmann became WBENC-Certified in 2009 and in 2013 TG Eco Products was named to the 50 Fastest Growing Women-Owned/Led Companies list. This year, TG Eco Products launched their first commercial line. But Lehmann believes one core value is still most important: quality.
“I want to make the best product in the most responsible way,” says Lehmann. “But I also want to make the corporation’s job easier. When I pitch for business, I go to every bathroom in the store and every stand that has a napkin. I always show prospective clients what they are buying and using—and what they can get from us.”

That service-oriented strategy has worked for Lehmann. Although TG Eco Products already has a presence with consumers, Lehmann has spent considerable time this year focused on expanding her commercial line, including winning business in cafes and food services both in Walmart locations and Sam’s Clubs.

This fall, TG Eco Products napkins featuring the Women Owned logo will be available at Sam’s Club cafes. Lehmann is thrilled with the new business, but she says patience and perseverance are the key ingredients to success with larger clients.

“My biggest advice is to pay attention and provide excellent customer service,” says Lehmann. “It can be a challenge, chugging along for eight months to a year, working on these larger corporate contracts, but it will be worth it.”

Lehmann, who also lists Walt Disney Resorts as another commercial client, thinks the Women Owned logo has been and will continue to be a game changer in her space.

“As buyers become more sophisticated, they notice where their merchandise is coming from,” says Lehmann. “Walmart wrote about this in their 2016 Global Responsibility Report. I think seeing the Woman Owned logo on the napkins and on our other products will make a big difference to women consumers.”

As for her commitment to WBENC, Lehmann is quite frank about why WBENC has been so pivotal to her success.

“If it wasn’t for WBENC, I wouldn’t have any of these clients,” says Lehmann. “It’s about being committed and going to events—both at the national and local level. Your RPO is a wealth of knowledge, and when you go to the national events you will get inspired.”
#BuyWomenOwned

Proudly supporting those who support Women Owned businesses

Bringing consumer recognition to products supplied by Women Owned companies

Learn more at www.womenownedlogo.com
Although WBENC Certification is a rigorous process, no one knows the specifics and the benefits of the process better than Nancy Conner. For more than 30 years, Conner worked as a supplier diversity professional for Fortune 1000 corporations. Earlier this year, she left WBENC Corporate Member Grainger, after more than 14 years leading their supplier diversity department.

“I had worked with WBENC locally through the Women’s Business Development Center (WBDC-Chicago) before I started at Grainger, but the Grainger role offered me the opportunity to volunteer at a national level,” says Conner. “I eventually got involved in the certification committee and it has been great to see so much progress during that time.”

In her corporate role at Grainger, Conner served on the WBENC Board of Directors, advising the organization as Chair of the Certification Committee, which earned her an Applause Award in 2011. She worked with the WBENC staff to analyze and prepare for the technological evolution of the WBENCLink system.

“I know the team spent a lot of time breaking down processes, looking for redundancies, inconsistencies, and assessing all the moving parts,” says Conner. “They took the time to be deliberate, and I’m so proud of the team, including B2Gnow, for ensuring the system is as easy for an applicant as possible and making improvements for the Corporate Members too.”

Conner laughs because she is now intimately aware of the process for WBENC Certification applicants. After retiring in May, she launched Nancy Conner Consulting and immediately obtained WBENC Certification through WBDC-Chicago. Her business helps corporations leverage an inclusive supply chain through Tier II and Tier III supplier diversity, but also focuses on coaching diverse businesses on growth strategies.

“I am glad I went through the process before the launch because now I am so excited for the automatic efficiencies for not only applicants, but also for people like me who will be recertifying next year,” says Conner. “It’s so important to use your WBENC Certification like a tool in your arsenal. Through WBENCLink2.0, it’s easier than ever to keep your certification up-to-date and focus on participation, volunteering, and being present in the WBENC network. You get back what you put in!”

YOU GET BACK WHAT YOU PUT IN

LAST MONTH, WBENCLINK2.0 LAUNCHED A NEW ERA IN WBENC CERTIFICATION. BY BRINGING THE PROCESS COMPLETELY ONLINE WITH THE HELP OF B2GNOW, NOT ONLY DO MORE THAN 13,000 EXISTING WOMEN’S BUSINESS ENTERPRISES (WBES) HAVE BETTER EFFICIENCY, BUT ALSO NEW AND POTENTIAL WBES HAVE FASTER ACCESS TO THE ROBUST WBENC NETWORK.

WANT TO KNOW MORE?
KEEP UP-TO-DATE ON NEWS AND RESOURCES ON THE WBENC BLOG!

Q&A
Your WBENCLink2.0 FAQ

Six Reasons To Be Excited About WBENCLink2.0

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October is National Women’s Small Business Month, and we put together an infographic to share how the WBENC Network contributes to the overall growth in women-owned businesses across the nation.

**WOMEN-OWNED BUSINESSES WITH REVENUES OVER 1 MILLION DOLLARS**

- **4.2%** of an estimated 11.3 million women-owned businesses nationwide

**WBENC-CERTIFIED WBEs WITH REVENUES OVER 1M**

- **60%** of WBEs at WBENC

**WBENC-CERTIFIED WBEs OWNED BY WOMEN OF COLOR**

- **34%** out of more than 13,000 firms

**WORKFORCE SIZE OF WBENC-CERTIFIED WBEs WITH REVENUES OVER 1M**

- 78% 0-50 Employees
- 10.5% 50-99 Employees
- 9.5% 100-499 Employees
- 2% Over 500 Employees

**INDUSTRIES OFFERED BY WBENC-CERTIFIED WBEs WITH REVENUES OVER 1M**

- 27.06% Professional, Scientific, and Technical Services
- 14.12% Administrative & Support and Waste Management & Remediation Services
- 13.65% Construction
- 15.54% Manufacturing
- 10.92% Wholesale Trade
- 5.34% Transportation and Warehousing

Sources:

- WBENC statistics provided by WBENCLink2.0

* Other services include but are not limited to: Utilities, Retail Trade, Finance and Insurance, Real Estate and Rental & Leasing, Educational Services, Health Care and Social Assistance, Arts, Entertainment, and Recreation, Accommodation and Food Services

Since 2011, WBENC has proudly certified 1430 WBEs with the WOSB Certification to provide greater diverse identification in federal contracting.
MARGARET KLINSPORT: A CAREER SPENT OPENING DOORS AT ALLSTATE

In the summer of 1978, while on break from her job as an English teacher, Margaret Klinsport began translating Allstate insurance policies for a local New Jersey office. At the end of the summer, she was asked to stay on and learn how to be a manager (one of very few women managers at the time). It sounded interesting, so she decided to try it.

Thirty-eight summers later, Klinsport recently retired from Allstate as the Director of Supplier Diversity, where she spent the last 10 years growing the program.

“I had so much fun over the years because I was so naïve that I never thought to say no,” says Klinsport. “I always thought I could do the job Allstate asked me to do—and the supplier diversity department was the longest I stayed anywhere.”

Cheryl Harris, Allstate’s Senior Vice President of Sourcing & Procurement Solutions, made it clear that Klinsport will be missed, but her legacy remains.

“When you think about the journey of Allstate’s supplier diversity and sustainability program from being a procurement-led project to an enterprise-wide adopted program with year over year improved outcomes delivered, you fully understand that this was not just a job for Margaret—it was a labor of love,” says Harris. “I am grateful for her contributions, the reputation, and the brand she’s created for us. I promise we’ll continue to push forward. Thank you Margaret for being a role model for others to emulate.”

Last year, Klinsport was recognized by the California Department of Insurance for her work to ensure diversity and inclusion standards statewide. Although Klinsport does not think of herself as role model, she is proud of her work with dozens of diversity organizations, including WBENC.

“It has been wonderful to see how WBENC has grown over the last 10 years,” says Klinsport. “I am extremely proud to be able to leave Allstate with a slate of successful contracts with diverse suppliers, including several WBENC-Certified companies. They won the contracts, but I opened the door. And I was happy to do it.”

As for the future, Klinsport is excited for the opportunity to spend time with family. She knows there are more doors ahead, ready to be opened and explored.

FCA US HOLDS 17TH ANNUAL MATCHMAKER

Fiat Chrysler Automotive (FCA US LLC) hosted its 17th Annual MatchMaker on September 15, bringing more than 3,000 participants to its headquarters in Auburn Hills, Michigan.

The event provided more than 250 minority-owned, women-owned, and veteran-owned businesses access to FCA US leadership and buyers, Tier I suppliers, and leaders from advocacy and certifying organizations like WBENC and the National Minority Supplier Diversity Council (NMSDC).

“Fiat Chrysler Automobiles Matchmaker “Drive Diversity” demonstrates a consistent and growing commitment to diverse suppliers,” says Michelle Richards, Executive Director at the Great Lakes Women’s Business Council. “FCA has set the bar high in terms of matchmaking events.”

Certified WBE and former WBE Star Elizabeth Schmidt, CEO of Atlas Tool, Inc., was also quick to applaud the event, which impressed her with opportunities to show her product and discuss her capabilities not only with FCA, but also Tier I suppliers.

“This particular opportunity that Fiat Chrysler offers is a great networking opportunity for automotive suppliers like myself,” says Schmidt. “WBENC has helped the automotive industry suppliers tremendously by working so well with the big three auto makers and their Tier I suppliers. At this event, you get to talk to an expert in the company who will give you the answers that you are looking for.”

Christie Wong Barrett, CEO of the MacArthur Corporation also gave FCA praise for opening their doors to their facility as well as ensuring quality connections for suppliers. “The FCA MatchMaker is a great event to catalyze collaboration and innovation within the automotive supply network,” says Barrett. “By hosting the event in their Tech Center, FCA creates a unique opportunity for WBENC-Certified and minority-owned companies to engage with FCA employees.”

Schmidt gives credit not only to the job WBENC national is doing at events like the National Conference & Business Fair, but also local work by her RPO.

“Michelle is doing an awesome job,” says Schmidt. “We are so embedded here with the automotive industry, and she is making sure that [WBEs] get the proper exposure.”

READ THE FULL PRESS RELEASE HERE.
BUILD YOUR OWN
WBENC Legacy®

The Bracelet as individual as you are.

WBENC has created the Legacy Bracelet as a statement of your participation and ongoing support of our organization.

Each beautiful hand-crafted sterling silver bead represents different aspects of WBENC that have made it the progressive and respected organization that it is today.

Whether you are new to certification, membership or supplier diversity and women’s entrepreneurship, you can build your own beautiful piece of jewelry that will tell the story of how you’re engaged with WBENC.

Isn’t it time to start your Legacy®?

Order Your WBENC Legacy® Online
www.thedwgroup.com/wbenclegacy
1-800-704-0546
OPPORTUNITIES OPEN DOORS

WOMEN SUCCEED IN BUSINESS THROUGH THEIR AMBITION, MOTIVATION, AND COMMITMENT TO CONTINUING EDUCATION AND INNOVATION. AT WBENC, WE STAY ON THE LOOKOUT FOR OPPORTUNITIES FOR WOMEN TO EXPAND THEIR PROFESSIONAL REACH. WHETHER IT’S THROUGH EDUCATION, NETWORKING, OR AWARDS, WE HOPE ONE OF THE UPCOMING OPPORTUNITIES CAN PROVIDE THE NEXT STEPPING STONE FOR YOUR BUSINESS’ SUCCESS.

SANDIA NATIONAL LABORATORIES OPEN HOUSE HOURS

SANDIA NATIONAL LABORATORIES, ALBUQUERQUE, NEW MEXICO

Sandia is pleased to announce Open House hours in Sandia’s Supplier Lobby that will allow suppliers to network with Sandia’s Supplier Diversity Team. Please review Working with Sandia website to ensure you understand how Sandia buys from suppliers and to determine if it is the correct market for your business.

OPEN HOUSE HOURS WILL OCCUR OVER THE NEXT SIX MONTHS:

First Tuesday of the following months from 9:00 am to 11:00 am
- November 8
- December 6
- February 7
- March 7

Second Wednesday of the following months from 1:00 pm to 3:00 pm
- November 9
- December 14
- January 11
- February 8
- March 8

Third Thursday of the following months from 2:00 pm to 4:00 pm
- October 20
- November 17
- December 15
- January 19
- February 16
- March 16

PLEASE NOTE: All individuals must be a U.S. Citizen to enter Sandia’s Supplier Lobby.

TO INQUIRE ABOUT A TIME TO VISIT, PLEASE EMAIL SUPPLIER@SANDIA.GOV OR CALL 1-800-765-1678.

27TH ANNUAL TOYOTA OPPORTUNITY EXCHANGE

NOVEMBER 14-15, 2016 | KENTUCKY CONVENTION CENTER, COVINGTON, KENTUCKY

Since 1990, the Toyota Opportunity Exchange has provided M/WBEs with a dynamic forum to build relationships and encourage productive conversations about real opportunities for business growth.

With nearly 1,700 attendees each year — including more than 300 Toyota suppliers exhibiting at the event’s trade show — Opportunity Exchange is among the largest event of its kind in America and serves as a benchmark for supplier development both within and outside of the automotive industry. Most remarkable, however, is that millions of dollars in diverse supplier contracts have been generated over the years as a direct result of connections made at Opportunity Exchange.

This year, Toyota proudly celebrates the 27th Annual Opportunity Exchange, which reflects our ongoing commitment to provide M/WBEs with a forum for discovering the advantages of becoming a Toyota supplier.

REGISTER TODAY HERE.

VOLVO GROUP NORTH AMERICA INFORMATION SESSION

NOVEMBER 9, 2016 | VOLVO GROUP NORTH AMERICA, GREENSBORO, NORTH CAROLINA

Learn how to do business with the Volvo Group as well as information on upcoming opportunities. Moreover you will also have the chance to network with purchasing management, buyers, and supplier diversity personnel.

SPECIFIC SEGMENTS WITH COMING OR EXISTING OPPORTUNITIES:
- Recruitment
- Security
- Waste Management
- Health and Wellbeing
- Testing Services
- Warehousing
- Investments
- Logistics

PLEASE EMAIL KIRBY WATSON, SUPPLIER DIVERSITY MANAGER, AT KIRBY.WATSON@VOLVO.COM TO RESERVE A SEAT. SPACE IS LIMITED.
TUCK-WBENC EXECUTIVE PROGRAM

CONGRATULATIONS TO THE CLASS OF 2016!

The 2016 TUCK-WBENC EXECUTIVE PROGRAM BROUGHT TO YOU BY IBM, OCCURRED ON SEPTEMBER 26 TO 30 IN PALISADES, NEW YORK. WBENC-CERTIFIED WOMEN BUSINESS OWNERS FROM ACROSS THE COUNTRY CAME TOGETHER FOR A WEEK-LONG EXECUTIVE DEVELOPMENT PROGRAM DESIGNED TO ASSIST WBES IN EVALUATING THEIR BUSINESSES THROUGH FINANCIALS, MARKET ANALYSIS, AND LEADERSHIP.

WBENC CONGRATULATES THESE WOMEN FOR THEIR COMMITMENT AND INVESTMENT IN THEIR BUSINESSES AND IN THE 2016 TUCK-WBENC EXECUTIVE PROGRAM.

www.wbenc.org/tuck-wbenc-executive-program/
THOUSANDS OF PEOPLE ARE READING THE WBENC BLOG! ARE YOU? STAY UP-TO-DATE ON CERTIFICATION, OPPORTUNITIES, RESOURCES, AND ENGAGEMENT WITH WBES SHARING THE TOOLS AND TIPS FOR LEVERAGING THE WBENC NETWORK AROUND THE WORLD.

CERTIFICATION

Need to know more about WBENCLink2.0? Here are two great ways to know the latest news on our upgrades to the WBENC Certification process:

- Six Reasons to Get Excited About WBENCLink2.0
- You Have Questions, We Have Answers

Your WBENC Certification gets you access to great WBENC events. Enjoy #WBENCConf Rewind posts and other fun event coverage:

- The 2016 #WBENCConf Slideshow
- Theresa Harrison’s Heartfelt Message to Women-Owned Businesses

RESEARCH

Sluggish start to the week? Enjoy Monday Motivation blog posts!

- Five Incredible Women Business Owners Throughout History
- Fall Into These Five Business Books
- What Does It Mean To Be Purposeful?

Women Owned Wednesday gives you a chance to checkout great products produced by fellow Certified WBEs. Here are just a few:

- Goddess Garden Organics
- Lipotriad
- Base Culture

OPPORTUNITY

Be the first to know when Corporate Members post opportunities for Certified WBEs!

- 27th Annual Toyota Opportunity Exchange

In our Government Update column, we make sure you have a connection to your local and federal government opportunities.

- We Decide 2016

Do you love discussing books, especially when they help with your business development? Join the WBENC Book Club!

- Sign up here.

ENGAGEMENT

Get to know the future WBENC-Certified business owners who pitched their business ideas during the Student Enterpreneur Program

- Ya-El Mandel-Portnoy
- Mona Amin
- Emily Bocchino

Get to know your leaders with our Focus on the Forum column:

- Check the Data: We Are All Technology Companies
- Dating and Business: What They Have In Common
Q: How do you build in time to balance friends, family, and your personal life?

Answer: The balancing act is accepting that there is no balance between work and personal life. To be a successful businesswoman requires hard work and sacrifice. Unfortunately, this means that sometimes work commitment outweighs personal time. Knowing that I will never be able to attend every event with family and friends makes the time spent at these personal events that much sweeter.

Jacquie Cleary
CEO, Atlas
chooseatlas.com

Most people are apprehensive to combine personal and work relationships, I've embraced it and have surrounded myself with the people I love most. Developing and sustaining profitable businesses with a few of my trusted friends and family members allows me the best of both worlds. Through effective communication, accountability, and transparency, we successfully balance work and personal life.

Rosa Santana
CEO, Integrated Human Capital
ihcus.com
I start each day at 3:30 a.m. to review my workday, prioritize tasks, and exercise. By starting early, I can be highly productive and still get home in time to be with my family. I enjoy a girls’ night out once a month, but weekends and holidays are reserved for family and getting together with friends.

Stacie Curtis
President and Founder, CW Solutions
cwcsi.com

At Corporate Fitness Works, we lead by example to inspire a balance of health, family, and work within our teams, and for our clients. Most recently, our Culture Team created a document, Guiding Principles of Values-Based Communication, that supports this value by discouraging contacting individuals outside of business hours unless it’s a true emergency.

This is just one way we actively cultivate and share our passion for health and wellness by generating a positive influence across communities where we live, work, and play.

Brenda Loube
Owner, Corporate Fitness Works
corporatefitnessworks.com

I don’t engage in business-related emails and text messages over the weekend or while on vacation. While I might view them, I never respond to them. Otherwise, I’ve given myself over to a 24/7 schedule, which means I’m not fully present with family, friends, or myself during what should be my downtime.

Diane Winston
CEO and Founder, Winston Strategic Partners, LLC
winstonstrategicpartners.com

You don’t. When your business is growing rapidly, you have to prioritize! Family of course you can spend time with at dinner, on the weekend, or enroll them to support the business as well. Sometimes, your friends have to be okay with quick phone conversations and delays in spending time face to face; the good friends understand. There is a cost for everything and everything is a choice, but when a business is in a growth mode it takes time, attention, and focus.

Sandra James
President, Private Eyes, Inc.
privateeyesinc.com

Building balance requires you to be in balance as an individual! Start the day by mediating, journaling, and exercising! Prioritize work days by focus days (income producing) and buffer days (charity work, planning focus days). I delegate everything I can except for what I am most skilled at – which is bringing in new business. Others handle the accounting, client service, etc.

Terri McNally
President, Global Capital Ltd.
globalcapitallltd.com

When with family and friends, I make a concentrated effort to be fully present. I fiercely protect that time and do not answer the cell or check email. Many of my friends and family members are also involved in my business community, so I find it is easy to combine business with pleasure. I like talking about business in a more relaxed atmosphere, so it works for me.

Patti Massey
President, MYCA Group
mycagroup.com

Schedule it!! I make sure that I set aside time and with all of the ways to stay connected, I’m able to work remotely at what might seem odd times. My other advice is to find something that you really have a passion for to reduce your stress. Mine is karate.

Peggy Delfabbro
CEO, M. Davis & Sons, Inc.
mdavisinc.com

In raising four children, I followed ‘The Middle Way,’ a path honoring both family and business. My children understood my commitment to clients as vital to my business growth, but also for how it advanced our family goals. They listened and learned around the dinner table and now I count them among my most trusted contributors and advisors.

Susan Michel
CEO and Founder, Glen Eagle Advisors
gleneagleadvisors.com

Upcoming Question:

“As we look toward our 20th Anniversary year, what is your fondest memory from a WBENC event or activity?”

Send your answer to wbenc-news@wbenc.org. Your response could appear on these pages. Please limit your answer to 60 words.
ESSENTIALS - WBENC COLLECTION
Make a statement with the premier line of WBENC signature products. Engage our community and share the WBENC brand when you travel. See the WBENC Collection during the National Conference & Business Fair to select items that fit your personal style. You can also view and purchase additional products today online at shopwbenc.com.