



Bainbridge Business Women

Bainbridge Island's resource for women-owned products and services

News & Updates

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Thank You to Our Volunteers & Contributors

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BBW Member News

Nancy Goll, freelance writer and editor, published an article about the new trend toward "benefit corporations," which allow companies to profit from "doing good," on Portfolio.com.

Debbie Hulbert has re-named and rebranded her website and graphic design business from Executive Insight, Inc. to [Keigh Design](http://KeighDesign). [Check out her Member Profile for more info.](#)

Rickie Harmon of [Faces First Skin Care](http://FacesFirstSkinCare) is offering \$20 off any facial for members for April. She is

also hosting the April BBW networking event.

Kim Hewes, [Health Pro Juice Plus](http://HealthProJuicePlus), is hosting wellness seminars this month. Ordinarily \$15, they are free to BBW members. This month's topic is "How to Be Healthy: Living in a Toxic World," presented by Tamara M. Sachs, M.D. The seminars are in Tacoma (Wednesday, April 27, at 7:30) and Bellevue (Friday, April 29, at 7:30). Kim plans to go early on April 27 and make a stop at the Tacoma Trader Joe's. If anyone wants to join her, she would love the company. Please con-

tact Kim at kimberlee-hewes@yahoo.com.

Molly McCabe of [A Kitchen That Works](http://KitchenThatWorks) will be presenting "Sustainable Remodeling for Kitchens & Baths" at the 2011 Bainbridge Home & Garden show, April 9, at 1 p.m. Admission is free. For more information contact the BI Chamber of Commerce.



Dana's Showhouse to Share New, Bigger Spot With Ginger



Mary Terry and **Terri Bryant** have been fixtures on Winslow Way for 40 years. They purchased [Dana's Showhouse](http://Dana'sShowhouse) from founder **Dana Berg** and have enjoyed great success. In fact, according to Mary, "It's flying out the

door as fast as we can bring it in." Finding themselves in need of a larger space, they went on the prowl for a new storefront, looking at every available option including locations in Poulsbo. They found the

Don't worry about parking at the new location--there's plenty out back.

Dana's Showhouse

perfect space at 285 Winslow Way, recently vacated by Embellish. "This feels like going home again," says Mary, who coincidentally owned and operated **Esther's Fabrics** for 30 years in the same space. "We are so excited!"

Mary and Terri are bringing lots of great new items into the store. They'll have more floor space and will be able to offer greater selections. They are also sharing this space with **Ginger**, which has outgrown its home on Madrone Lane.

Ginger, a colorful collaboration between Ginger Jewelry and Myorian Stu-

dios, offers handcrafted, one-of-a-kind art and jewelry. **Sara** and **Laurie** of **Ginger** are known for their intelligent reworking of vintage components combined with hand-chosen gemstones and unusual clasps. They have been making and selling their work since 2001. **Dave** and **Kelly** of **Myorian Studios** have an organic approach to metal and glass art. They work individually and collectively to create their stunning pieces. Their use of color and form is consistently surprising and inspiring.

When asked how they plan to navigate their business through the construction on Winslow Way, Mary Terry replied

that they will continue to have as much fun as possible. "We want the experience of coming into Dana's to be something that customers really look forward to," she said. They have also launched a [new website](#) and will be emailing customers with news and updates.

Don't worry about parking at the new location--there's plenty out back.

The new Dana's will have a "soft opening" this Saturday, April 9. Their grand opening is on April 16. Mark your calendar and join in the fun!

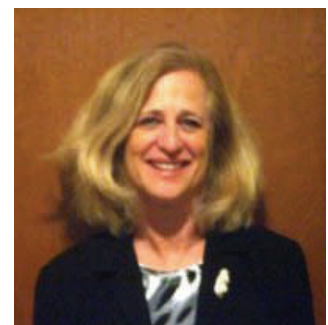
Networking: What Does it Really Mean?

by **Karen Klein**, CEO, [Silver Planet](#)

We in the business world know that we should "network" and "network," but what does that really mean? Is it enough to meet with our friends and tell them about our business, and ask them to tell others? Which meetings should we go to? How often? Does it matter?

What I am learning is that

it is all about relationships. And the truth is that it takes time to build a relationship, whether it is a friendship, a business relationship, or somewhere in between. So start small and go often. By "small" I mean stay close to home. Start with your local business groups and church or activity groups to which you relate. Attend the group's meetings on a regular basis, whether it's weekly or monthly. At the meet-



Karen Klein
CEO, Silver Planet

ings, listen, contribute (expertise/knowledge), and volunteer. The more value you add to any conversation or project, the more others will view you

as someone with credibility and subject matter expertise. Contributions are not just about money. They are about time and expertise. Share your information and your contact list. The more we collaborate with others, the more we will be seen.

Remember that business relationships require nearly as much time and nurturing as friendships. After you meet someone at a networking event, put their contact information in your contact list (or however you record it). Then invite them to join your LinkedIn connections. I find LinkedIn to be a great social networking tool for business. I choose to keep my Facebook account for friends and family. However you choose to separate your social networking sites, assume that whatever you write may be seen by your business colleagues. Be conscious of this at all times. Regardless of your privacy settings, assume your postings on any social media site will be seen by your colleagues and your competitors. Keep it professional.

Once you connect at a meeting and formalize your social networking ties, I think that a coffee

one-on-one starts to cement the relationship. When you are asked to help connect others, always help if possible. People will view you as a connector. Then when you need an introduction, others are happy to assist you.

Finally, keep up your connections. This is one of the hardest aspects of networking. When you have lots of connections, it is difficult to maintain all relationships equally. You can't. However, you can share articles and tips on your social media sites, which reach more people than single emails or texts. Be genuine. Don't simply sell; provide value. Be an influencer. Some people are more adept at projecting a more confident image than others. Don't be fooled. Most know less than you. If you don't know, ask. When you ask another for information or guidance, it makes her feel good about herself. Remember, people remember you by impressions and how you made them feel, not by particular words spoken.

Be cautious about mixing business and personal. Your friends know what a great person you are, and

they will introduce you to someone if they think it is a good fit. Don't push something down their throat. If you ask a friend for an introduction to someone you want to meet or for another favor related to your business, don't push. If they don't respond, let it be. Your friend's comfort level with mixing business and pleasure may be different than yours.

As for strategic relationships, you need to develop rapport and trust before a long-term business relationship comes to fruition. Always be honest. If you can't answer the question, tell them you can't. Don't lie and misrepresent. You will be respected for your honesty. At the end of the day, who wants to do business with people they don't trust? When someone helps you, acknowledge what that and thank them. Sending a written note goes a long way. If someone doesn't help you after a request, thank them as well, for their consideration.

Maybe next time, they will. Remember to stay positive and professional. The more you give, the more your network will grow.

Regardless of your privacy settings, assume your postings on any social media site will be seen by your colleagues and your competitors. Keep it professional.



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**BAINBRIDGE
BUSINESS
WOMEN**

Contact Bainbridge Business Women

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Seeking Articles, Member Updates & Special Offers

Want to share some business knowledge or keen insights?

Do you have news to share? We want to know.

Bainbridge Business Women are consumers, too. Please share your special offers with us, so we can share with the BBW community!

Contact:

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Member Specials

My Kid's Cookies

My Kids' Cookies will be giving free cookies to children who participate in the Parks & Rec "[Spring Egg Scrambles](#)" (formerly the easter egg hunt). This free family event is on Saturday, April 23, at 10:30 a.m. This year's location (due to construction on Winslow) is at Strawberry Hill Park.



Pipper's Flowers

Celebrate Spring!

\$25 off all Party Flowers for Baby Showers!

Call Pipper at 206-780-4242 or visit her online:
www.pippersflowers.com



Green Irene

Dawn Snider, our local Green Irene Eco-Consultant, is offering April specials in celebration of Earth Day:

- Purchase the kitchen, bathroom and stainless steel/glass cleaners for \$12 plus \$2 for shipping. Good through April 22.

- Sign up for a Green Home Makeover during April and pay only \$75 (for homes up to 2,000 square feet). Share the makeover with a friend! Learn how to reduce energy and water bills, reduce toxins in your home, reduce waste, be prepared for an emergency, improve indoor air quality and live more sustainably. Allow two hours for the makeover.



Go to:
www.greenirene.com/DawnKitsap for more information or contact Dawn directly at gogreen-withdawn@gmail.com. Dawn will be hosting a booth on April 30 at Ecofest, an event sponsored by Stillwater's Environmental Center in Kingston.