

Hill Country Women in Business

January 2006 Newsletter



Upcoming Events

Thursday, January 5, 2006

*HCWIB Board Meeting
The Huckabay Agency
Allstate Insurance
1411 S. Main Street
Boerne, TX 78006
830-249-2987
12:30 p.m.
BYO lunch*

Thursday, January 12, 2006

*HCWIB General Meeting
Fair Oaks Ranch Country Club
Social 5:30 p.m.
Meeting 6:00 p.m.
Reservations required.
Please call Carolyn Dutson
at 830-981-8445 by 5:00
p.m. on Monday, January
9. No-shows will be billed.*

January Menu
Club salad

*Chicken Alexandria –
breast of chicken filled
with artichoke hearts, toma-
toes and spinach*

*Wild mushroom risotto with
white wine sauce*

Rolls and butter

*Triple-layer cheesecake
with berry coulis*

Water, iced tea and coffee

A message from the president

Hello, Ladies,

Here we are into another year. Where did 2005 go?! As women in business we will move forward with a positive attitude and a good heart. I know that you all will keep your New Year's resolutions...as I certainly will (not).

I have been so honored to represent you this 2005-2006 season. While I was

not able to attend the Christmas party because of illness, I know that it was wonderful. Thank you to hostess Carolyn Dutson and to all who took part in making it such a great success.

May your new year be filled with joy and peace.

See you at the January meeting,
Sharon

Hough to address lawsuit abuse at Jan. meeting

The fallout from questionable lawsuits doesn't take place in far-away court-rooms. Lawsuit abuse costs each and every one of us money as the cost of services and products creeps skyward because of litigation. Being an informed and savvy legal consumer is one of the best ways to protect your legal interests.

W. T. (Chip) Hough, Jr. is an advocate for civil justice reform and an active supporter and spokesman for Texans for Lawsuit Reform.

He is managing partner of Basic Industries of South Texas, Ltd., an industrial specialty contractor with offices in Corpus Christi and San Antonio. Basic Industries provides insulation, scaffolding, painting, fireproofing abatement and other specialty services to the refining, chemical, offshore, marine and fabrication industries.

Chip's professional and civic activities are numerous, including membership in the Associated Builders and Contractors Association, the Contractor Safety Council of the Coastal Bend, the Bay

Area Citizens Against Lawsuit Abuse and Texans for Lawsuit Reform.

Chip earned a bachelor's degree in business administration from Southwest Texas State University. He has been a resident of Corpus Christi for 38 years.

About Texans for Lawsuit Reform:

"Our objective is to restore litigation to its traditional and appropriate role in our society. A lawsuit takes a heavy emotional and financial toll on participants, and therefore should be the remedy of last resort to resolve disputes between parties...We seek to create a civil justice system that discourages non-meritorious lawsuits or outrageous claims for damages. We seek to encourage quick and efficient dispute resolution...TLR strives for a trial environment in which the outcome is based solely on the merits of each party's case."



Members on the Move

Patrice Davison, Davison Insurance Agency, says the best business tip she ever received, especially when new to her business, was to find a mentor in her field. She has used fellow insurance guru, **Sharon Huckabay, Allstate Insurance-The Huckabay Agency**, as her mentor, and vice versa! Patrice's mother, too, served as a wonderful mentor.

Kathleen McBride has two beautiful selections of her fused glass art now on display at the new Boerne Visitors Center in the newly renovated historic building in front of Wal-Mart. She also has a few of her creations in the Daily Grind coffee shop on Main Street. She is now represented in Fredericksburg at the Artisans at Rock Hill Gallery on 290 East, near the Wildseed Farm.

Betty Edmonds reports that she is closing her shop, **Edmonds Pen & Inks**, at the Corner Cartel (formerly Alte Stadt Mall), 265 S. Main, as of December 31. She is getting out of the retail part of selling notecards, postcards, prints and Christmas cards. Betty will continue to do private commissions, specializing in old buildings and homes, operating from her home at 216 Azalea Trail in Boerne. Her book, **Along Country Roads**, and the Boerne Afghan will continue to be available at the Cartel.

Actions do speak louder than words

If you want to make a positive impression in your next meeting or sales pitch, pay attention to what your body is saying. Walk, talk and look like a leader who people want to follow.

Carmine Gallo is the author of the new book, *10 Simple Secrets of the World's Greatest Business Communicators*. Of all the bad habits and nervous traits that can ruin a speaker's image and presentation, four cardinal sins stand out. He says correcting them will help you develop a command presence.

Fidgeting, tapping and jingling

These are annoying habits that many of us exhibit during our presentations and conversations. They communicate a lack of competence and control. The quick fix? Move with purpose. Eliminate all the mannerisms that serve no useful purpose, such as tapping your toe, touching your face and drumming your fingers on the table.

Standing rigidly in place

Great presenters have animated body movement. Standing absolutely still makes you appear rigid, boring and disengaged. Instead, walk, move, work the room. Move constantly, but with purpose.

Hands in pockets

Keeping your hands in your pockets when standing in front of a group makes you appear uninterested, uncommitted and nervous. This one's too easy—take your hands out of your pockets! One hand is acceptable as long as your free hand is gesturing. Which leads us to the next common problem.

Lack of hand gestures

Complex thinkers use complex gestures. Great speakers use hand gestures to punctuate virtually every sentence. Think Colin Powell and Bill Clinton. So use hand gestures, just don't overdo it. Gestures leave listeners with the perception of confidence, competence and control. Use your hands naturally and you'll stand out.

Meetings on tap in the New Year

February – Learn how to optimize your skin health and rejuvenate your appearance. This panel of doctors will educate us about medical skin care and aesthetics.

March – Election of 2006-2007 HCWIB officers.

To do: dues due

Annual dues are due by March 31, so add them to your budget for the new year.

Wanted: program ideas

Programs are the lifeblood of any organization—they attract new members and keep longtime members coming back month after month. I know you will all agree that Patrice Davison has done an awesome job as Program Chair this year. And, lucky for us, she has agreed to serve in this position for another year. Let's help her out, though. Please share your interests, ideas for program topics and your knowledge of desirable speakers with Patrice (830-249-6112).

Member in the Spotlight

Suzann Woodward, CPA

Suzann, a Certified Public Accountant, has relocated her office to 113 Falls Court, Suite 200, in Boerne, effective December 8, 2005.

Suzann has been in business in Boerne for nine years, providing accounting and taxation services for individuals, partnerships, corporations, trusts and estates. Her clientele consists of a wide variety of industries, including physicians, golf courses, custom homebuilders, attorneys, artists, farmers, ranchers, insurance agencies, engineers, investors, contractors and retirees. Suzann is also a Financial Advisor with Raymond James Financial as a professional partner.

Suzann's assistant, Paula Stutes, provides payroll and bookkeeping services. She uses and consults on QuickBooks and Peachtree software. Suzann believes the personal service given by her and Paula have attributed greatly to her success in Boerne.

After three years of growth, Suzann's previous office space was no longer sufficient, prompting her relocation. Also due to the growth of her business, Suzann has added another CPA to her firm. Kimberly Galland, CPA will be joining her staff in January. Kim has over 10 years of experience in tax preparation and financial planning, serving high net-worth individuals and private foundations. She is a graduate of Texas A&M University and lives in Boerne.

With more than 25 years of experience in public accounting, Suzann has a diverse background. Associated with a regional CPA firm for 13 years, including four years as a partner in the firm, she served as the Audit Review partner for audits prepared by the firm, and prepared all types of income tax returns. She was an Assistant Vice-President and Trust Officer for First State Bank for four years where she invested for the 100+ trusts for which she was trustee. She also prepared all trust and estate tax returns for the Trust Department. After graduating from Angelo State University with a B.B.A. in accounting, Suzann worked as an accountant for Mobil Oil Corporation for two years.

Suzann is active in various organizations in Boerne. She is past president of the Hill Country Women in Business and was voted the HCWIB Woman of the Year in 1999. She is the Past Centennial President of the Rotary Club of Boerne. She also served as Treasurer of the Hill Country Newcomers Club for three years. Suzann is a member of the Boerne Business Women Network, Oakhills Church, American Institute of Certified Public Accountants, Texas Society of Certified Public Accountants and the San Antonio Chapter of the TSCPA.

Suzann has two children, Mendi and Joe. She considers Boerne her home and has truly enjoyed living here and making many friends.

You can reach Suzann at (830) 249-4159 or www.boernecpa.com.

Happy Birthday, January Baby!

Elizabeth McRae 1/26



More Members on the Move:

Lucy Ziegler will be instructing/presenting several workshops for mental health professionals in January and February for the Northside I.S.D. and for the Rape Crisis Center of San Antonio. Lucy is certified by several licensing boards of the State of Texas to provide continuing education units in order for licensed professionals to meet requirements for annual license renewal. Topics include ethics, rape trauma syndrome, secondary and vicarious trauma and theories of humor.

Jeanne Buchanan, Folio Communications, has been named publicity chair for the Alamo Orchid Society's annual show and sale. She is responsible for public and media relations for the "Orchid Fiesta," which will be held March 24-26, 2006 at the San Antonio Garden Center.

Lisa Pickard reports that The Travel Bug has begun its 25th year in business. HCWIB charter member Judy Droste and Lisa opened the doors in November 1981.

Kathy Hubbard, Boerne Eye Health, reports that she and Suzann Woodward, CPA successfully moved into Kathy's new office building at 113 Falls Court in Boerne. They plan never to move again! They both have more room and hope to be able to serve their clientele better. Go by and check out their new home

HCWIB holidays full of friends, fun and laughter

Giggles and grins marked the HCWIB holidays—from decorating and riding on the first-ever float in the Boerne Christmas parade to the camaraderie and Chinese gift exchange at the Christmas party. Hats off to Amy Anderson for initiating the float entry, to Patrice Davison for hosting the float decorating and after-parade party, and to Carolyn Dutson for opening her home to us for the Christmas party.

