



Capital News & Views

Membership Appreciation and Awards Dinner

Monday, May 11, 2009 6:30 pm—9:00 pm

NAPO-WDC members, the Board of Directors, and Corporate Partners will get together for an exciting evening of networking and appreciation of our many outstanding members! This year we'll be dining at Wildfire Restaurant, a new steak and chop house. Some of Wildfire's signature dishes will be served family style for this event.

Join us to celebrate and congratulate our award winners:

- Professional Organizer of the Year
- Volunteer of the Year

- President's Key Leader Award
- Corporate Partner of the Year

In addition, this is the evening when one lucky member will win a free NAPO-WDC Membership for the 2009-2010 chapter year!

Open to NAPO-WDC Members and Corporate Partners only. No spouses or guests please. RSVP and prepayment is needed to attend this event. Please send any questions to Cheryl Richardson at development@dcorganizers.org.

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May 11 Chapter Meeting Location

Dinner Location

Wildfire Restaurant
Tysons Galleria
1714U International Drive
McLean, VA 22102
703-442-9110

any questions to Cheryl Richardson at development@dcorganizers.org.

Professional attire please.

Chapter Mission:
To develop, lead and promote professional organizers and the organizing industry.

Open to NAPO-WDC Members and Corporate Partners only. No spouses or guests please. RSVP and prepayment is needed to attend this event. Please send

WILDFIRE

STEAKS, CHOPS & SEAFOOD

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Past President

Scott Roewer, CPO®
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202-249-8330

New Member Brunch

New NAPO-WDC members and the Board of Directors gathered at Caitlin Shear's home on Saturday, April 11, 2009. All who attended enjoyed a wonderful brunch while getting to know each other and learning more about the benefits of NAPO membership. Welcome and best of luck to our new members!



Corporate Partner Expo

**NAPO-WDC
Corporate Partner
Expo!**

*Informal meet and
greet with NAPO-WDC
Corporate Partners.*

*Monday, June 1st
6:15—7:00pm
prior to the chapter
meeting.*

**Check out summer promotions and learn about
current referral programs. Earn extra cash!**

Don't forget to attend the Corporate Partner Expo on June 1, 2009. It will be held from 6:15 to 7:00 pm, before the final chapter meeting of the year.

Come meet and get to know our Corporate Partners!

Book Review

A to Z Storage Solutions by Donna Smallin



Reviewed by
Melanie Patt-Corner
Cabin John Organizing
Melanie@dorsetwest.com

On March 24 we met at Lynn Meltzer's home to discuss *A to Z Storage Solutions* by Donna Smallin. We had our usual lively discussion, often with simultaneous conversations. There were very few criticisms of the book, and each was paired with a corresponding compliment. The things that made the book less than perfect for the professional organizer made it totally suitable for the public.

The predominant comment was that the book was written as a reference guide for people who want to get organized, not for professional organizers. Because the book needed to cover the aspects and challenges of getting organized, it did not contain much new or groundbreaking information. On the other hand, the guide was comprehensive, simple to understand, and easy for the reader to follow, achieving its purpose.

Smallin's aim was to supply the reader with a way to look up any organizing problem alphabetically and find a solution; therefore the book was not very exciting for those of us who tried to read it cover to cover. On the other hand, it was amusing to look up a particular problem, such as what to do with accumulated business cards, and find her three solutions.

Her suggestions are:

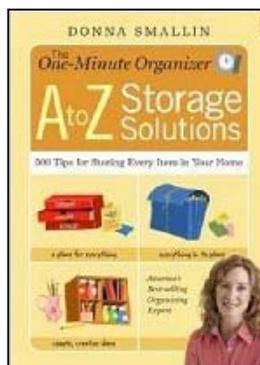
- Scanning them into a computer contact management program
- Filing them alphabetically or by type of contact in a card file
- Putting them in a binder in plastic sleeves designed to hold business cards.

The group also noted that many of Smallin's solutions were exactly what we already teach our clients including:

- Putting items away in a place you would normally look for them rather than where you think it ought to go.
- Only save newspapers if you want to start a fire, otherwise they should be recycled as often as possible.

She made us laugh when she suggested alphabetizing catalogs, or tearing out the pages with desired items and filing them in a binder. Some of our clients have already gotten into trouble doing such things. Those with OCD have spent hours a day filing pages from catalogs, and those with hoarding problems have alphabetized several years of catalogs refusing to give them up. In addition, clients with shopping addictions have dozens of boxes of clothing and other goods piled up in their homes they ordered by catalog or on the Internet. They don't want these goods for various reasons but are unable to return them. We would encourage them to stop shopping, throw away their catalogs, stay away from the Internet, and then work with them to take or mail back everything they never unpacked.

In summary, this is a great book for any reader who needs a small amount of help or information to get organized. We finished up by discussing how we deal with clients who want to sort too much, taking hours in work sessions separating every little piece of trash into paper, plastic, or metal. The suggestion was to give them a one-day "pardon" in which they could just throw everything out, and save the sorting for the future once they have cleared out the worst of the mess.



NAPO-WDC 2008-2009 Committee Chairs

Golden Circle

Jessica Williams
clutterdr@earthlink.net
703-497-7939

Newsletter

Janet Schiesl
Janet@basicorganization.com
571-265-1303

Nominating

Scott Roewer, CPO®
scott@solutionsbyscott.com
202-249-8330

Mid-Atlantic Regional Conference

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cherylrichardson@cox.net
703-869-3948

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kim@putitaway.net
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**NAPO-WDC Chapter
2008-2009 Calendar**

Book Clubs

September

- 8 Chapter Meeting:
The Art of Pre-Assessment
Westin
Tysons Corner
- 23 Book Club North
- 25-27 NSGCD
Conference
St. Louis, MO

October

- 6 Chapter Meeting:
Tech-Savvy
Organizing
Hyatt Regency
Bethesda, MD
- 22 Book Club South

November

- 1 New Member
Brunch
Invitation Only
Clarksburg, MD
- 3 Chapter Meeting:
Roundtable
Discussions
Westin
Tysons Corner
- 18 Book Club North

December

- 1 Chapter Meeting:
"My Mother's
Garden"
Hyatt Regency
Bethesda, MD
- 10 Book Club South

January

- 5 Chapter Meeting:
Am I Making a Living
at This?
Westin
Tysons Corner
- 13 Book Club North

(Continued on page 5)

Book Club North

Coordinator: Lynn Meltzer
Clutter and Paperworks

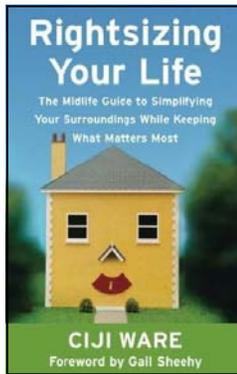
When: Tuesday, May 19, 7pm

Where: The Home of Lynn Meltzer
Bethesda, MD

Book: *Rightsizing Your Life: Simplifying
Your Surroundings While Keeping
What Matters Most*

by Ciji Ware

This book is a study of mid-life Americans who are re-evaluating their surroundings to suit their age, stage in life and situation. How they face the task of paring down their possessions with meaning.



Book Club South

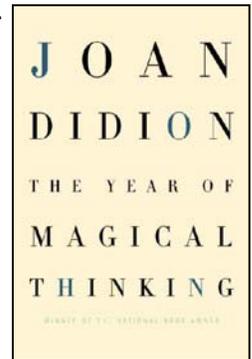
Coordinator: Judy Parkins
Gently Organized

When: Wednesday, June 17, 7pm

Where: Gently Organized Office
Alexandria, VA

Book: *The Year of Magical Thinking*
by Joan Didion

Joan Didion explores an intensely personal yet universal experience of loss of someone you love. She relates her personal experience and avoidance of dealing with her grief. This book will help us better understand our grieving clients.



The NAPO-WDC Book Clubs meet every month and choose their own books. Take part in this great opportunity to get to know other members and to share your knowledge.

All chapter members are welcome to attend. Please check the chapter newsletter calendar (on pages 4 and 5) for future dates for both the North and South Book Club. RSVP to Lynn Meltzer at arnielynn@verizon.net or 301-530-3551 for directions to the Book Club North meetings. RSVP to Judy Parkins at judy@gentlyorganized.com or 703-548-1000 for directions to the Book Club South meetings.

Become a Certified Professional Organizer® (CPO®)

<http://www.certifiedprofessionalorganizers.org/>

Find eligibility requirements, answers to commonly asked questions and other details to help you decide if you are ready to sit for future CPO® examinations.

Benefits of Certification

- Recognition of achievement within the industry.
- Competitive market advantage.
- Professional development and increased knowledge gained through preparation for the BCPO examination.
- Listing on the BCPO web site.
- Authority to use the CPO® designation on letterhead, business cards and all marketing materials.



Reduce - Reuse - Recycle

(Continued from page 4)

Donate Old Sports Trophies



Susan Kousek
Balanced Spaces®, LLC
CPO Chapter Liaison
www.balancedspaces.com

While searching wiki.answers.com for a place to donate old sports trophies, I found a place in Barrington, IL that looked promising. I emailed them for further information and got this quick response:

"Thank you for your inquiry and YES we are very interested in your trophies, plaques and medals! We want to ensure that your trophies do not end up in a landfill and that they make a whole new group of people smile.

Just a little about my company. We have been in the awards industry for 18 years and have had many people ask if we took in wayward trophies, medals, plaques and awards. After investigating the opportunity, we realized that many people like yourself had trophies that they did not want to end up in a landfill. This is a new division of Awardex which opens up the opportunity for charitable donations to brighten smiles.

We are not advertising other than listings on the Internet. We are growing quickly as word of mouth allows. We appreciate any

opportunity to be listed that would provide additional exposure for our efforts because we believe in creating a name for ourselves based upon our work.

As far as getting them to us, just package them up with TLC and ship them to the address below. We also offer a pick up service in the Chicagoland area. It is very simple -- just let us know when they are ready for pickup and leave them in an access area and we will pick them up...Just let us know.

As an additional incentive, we give you a gift certificate for 10% off a new order on our website. Just let us know an address to send it to.

Very Truly Yours,

Michael Przybylski
Awardex.com
Mike@awardex.com
117 South Cook street
Suite 360
Barrington. IL. 60010 "



NAPO-WDC is looking to grow our Corporate Partner (CP) program. We need your help! The Corporate Partner committee is in need of volunteers to assist with our recruitment efforts and serve our current CPs. Do you want to help shape the future of NAPO-WDC? Volunteer today! Contact NAPO-WDC Director of Corporate Partners, Kim Oser at corppartners@dcorganizers.org or 240-350-9091.

February

- 2 Chapter Meeting:
Reduce, Reuse,
Recycle, Rethink:
The 4 "R's" of
Electronics
Hyatt Regency
Bethesda, MD

- 18 Book Club South

March

- 11 Chapter Meeting:
Envisioning the
Future
Westin
Tysons Corner

- 24 Book Club North

April

- 6 Chapter Meeting:
Organize Your
Estate
Bethesda, MD

- 22 Book Club South

- 29-
May 2 NAPO National
Conference
Orlando, Florida

May

- 11 Chapter Meeting:
Annual Awards
Dinner
Wildfire Restaurant
Tyson Corner, VA

- 19 Book Club North

June

- 1 Chapter Meeting:
A Few of Our
Favorite Things
Hyatt Regency
Bethesda, MD

- 17 Book Club South

July

- TBD Book Club North

**No chapter meetings
in July or August.**

PR Corner

Cheryl Larson, *Cheryl's Organizing Concepts LLC*, will appear on a future segment of NBC's HouseSmarts TV. Cheryl was filmed at her client, Debra Carle's home in Thurmont, Maryland on March 19. The segment will be shown sometime this spring and will also appear on their website www.HouseSmartsTV.com. The topic covered was paperwork management.

Amy Goldberg-Cutler, *The Runaround*, was interviewed for an article for *Reader's Digest* to be published in June or July on time management when doing errands.

Janet Schiesl, *Basic Organization* and Lauri Mennel, *Bluebonnet Professional Organizing*, taught a two part seminar on "Decluttering and Downsizing" at the Osher Lifelong Learning Institute in April.



Jessica Williams
Clutter Doctor
NAPO-WDC Golden Circle
Liaison
clutterdr@earthlink.net

Golden Circle Gatherings

Sixteen Golden Circle members gathered at the Maryland home of Helen Montfort on Sunday, April 19. We enjoyed a lively discussion on a variety of topics. Many thanks to everyone who participated! Our next meeting will be on Sunday, July 19. Details will be announced closer to the date.

New Golden Circle Members

I hope you will join me in welcoming our newest Golden Circle member, Melanie Patt-Corner of *Cabin John Organizing*. Congratulations to Melanie, currently the DC region's 48th active member!

Golden Circle Listserv

If you are a part of the NAPO national chat, then you know that this membership

benefit provides a wealth of information on a daily basis. But are you aware that there is also a Golden Circle Member listserv? This is another venue for more seasoned professional organizers from around the country to network, ask each other for advice, get a referral for a vendor or product and share knowledge about a variety of topics with other Golden Circle members. Find more information about this listserv at:

<http://lists.napo.net/listmanager/listinfo/golden-circle>

Ask the Expert Table

At the beginning of each chapter meeting, an "Ask the Expert" table is hosted by Golden Circle members. This gives new folks an opportunity to ask questions of more seasoned organizers and for GC members to give back to the organizing community.

Many thanks to Amy Goldberg-Cutler and Sally Reinholdt who hosted the tables at the April meeting. Volunteers are still needed for upcoming dates. Please let Jessica know at which meeting you'd like to be the "expert!"

Welcome New Member!

Sharon Rose
704-203-8851
srose6543@hotmail.com

There are currently 124 members and 12 Corporate Partners in NAPO-WDC. 32 members attended the February meeting and the chapter hosted three guests.

Information Line

202-362-NAPO (6276)
www.DCorganizers.org

Golden Circle

Golden Circle originated in 1990 as a way to recognize our veteran members with a special designation for their dedication to the organizing profession and to NAPO. There are more than 600 members throughout the country and 48 in our area.

If you've been in business as an organizer for at least five years and a NAPO member for at least one year, you may qualify for GC membership. To apply, go to http://napo.net/members/gc/golden_circle_application.pdf for an application.

There are no membership fees or dues and new members receive a GC certificate and gold membership pin. The GC logo can be used on your marketing collateral and you are designated in the National and Local NAPO Membership Directories, and websites, as a GC member.

GC members attend many outstanding events at the NAPO national conferences – including luncheons, special lectures and roundtable discussion groups – as well as local get togethers.



April 6 Chapter Meeting Review



Janet Schiesl
Basic Organization
BasicOrganization.com

The chapter meeting was held on April 6, 2009 at the Hyatt Regency, Bethesda, MD.

Announcements

- New Member Brunch will be held on Saturday, April 11, from 10am to noon.
- Membership Appreciation and Awards Dinner will be May 11, from 6:30pm to 9:00pm at Wildfire Restaurant, at Tyson's Corner Galleria. Chapter awards will be given out that evening. Voting for the award recipients will begin soon.
- Mid-Atlantic Regional Conference for Professional Organizers (MARCPO) has been scheduled for Saturday, October 17, 2009. Ideas for speakers need to be sent to Cheryl Richardson.
- Book Share is active through the chapter's Yahoo Group. Please list books you are willing to lend. The list

is available to chapter members to borrow books from other members.

- Thank you to Amy Goldberg Cutler and Sally Reinholdt for hosting the Ask the Expert tables.
- Corporate Partner Expo will be held at the June 1 chapter meeting. It will begin at 6:15pm. Come meet our Corporate Partners.

Our speaker was Norman Zalfa. A chapter member since 1994, Norman served on the chapter board for ten years. He spoke on "Estate Organizing for Your Clients". Participants learned how to help their clients create a book with all the details of their estate. The presentation covered: what to organize, how to accomplish the job, and motivation for you to do it for yourself.

Norman spoke of the three benefits of this exercise for our clients.

- Easier for the executor
- Encapsulated paperwork
- Value (worth) of investments is revealed

NAPO-WDC Chapter Membership Dues

Regular Chapter membership requires membership in NAPO National (*see below*).

Regular chapter member (local)	\$165
Regular chapter member (non-local)	\$120
New member one-time processing fee	\$ 25
Corporate Partner	\$275
New Corporate Partner one-time processing fee	\$ 50

Membership year is from October 1 through September 30.

For NAPO-WDC Chapter membership information and application, visit www.DCorganizers.org or contact the Membership Director, Karen Swain at membership@dcorganizers.org. For Corporate Partner questions, contact Kim Oser at CorpPartners@dcorganizers.org.

NAPO National Member Dues

Provisional member annual dues	\$180
Active member annual dues	\$200
Corporate Associate member annual dues	\$550
One-time processing fee	\$ 20

Send NAPO National dues to:
 National Association of Professional Organizers
 15000 Commerce Parkway
 Suite C

Mount Laurel, NJ 08054
 Tel: 856-380-6828
 Fax: 856-439-0525

Visit the website to download a membership application or join directly at:

<http://www.napo.net/joinnapo/regular.html>

Website Report



Theresa McDonald
Precisely Right Organizing
 NAPO-WDC Director of Communication & Technology
www.preciselyrightorganizing.com

Month/Year	Unique Visitors	Number of Visits	Pages	Hits
March 2009	773	1,272 1.64 visits/visitor	4,318 3.39 pages/visit	45,679 35.91 hits/visit
March 2008	1,197	1,851 1.54 visits/visitor	6,644 3.58 pages/visit	70,838 38.27 hits/visit

Fact: There were 35.5% less hits for March 2009 compared to March 2008.

Newsletter Information

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Newsletter Topic Schedule

Sept	Client Assessments
Oct	Technology for You and Your Client
Nov	Donation and Disposal
Dec	Coaching
Jan	Financial Organizing
Feb	Great Products
Mar	Special Interests
Apr	Home Staging
May	Organizing Generations
Jun	Growing Your Business

The deadline for each news-
letter submission is one

Invest In Your Future Success and Professionalism

Education

NAPO-WDC offers educational opportunities to help you become more efficient, knowledgeable, and competitive:

1. Free admission to all monthly chapter education meetings.
2. Mentor program for new and aspiring organizers.
3. "Ask The Expert" program available to guests and members offering personal and professional support.
4. Enhanced membership identification for Golden Circle members and CPOs®.
5. Increased professional credibility.

Professional Resources

NAPO-WDC provides resources and services geared toward your professional growth and development:

1. Free electronic subscription to Capital News & Views, NAPO-WDC's monthly newsletter.
2. Tape/CD recordings from previous NAPO & NAPO-WDC conferences available to be checked out from the chapter lending library.
3. Book club meetings held bi-monthly.
4. Media exposure through NAPO-WDC chapter promotions, print and electronic media.
5. Online referral network generating business leads and connections with new clients.
6. Unique Members Only section for additional resources.
7. Participation in the NAPO-WDC Yahoo Discussion Group.
8. Public relations and cooperative marketing efforts.

Networking

NAPO-WDC recognizes the importance of being able to interact with and learn from the leaders in the organizing industry:

1. Meet manufacturers and distributors of organizing products, and give them your input on product development.
2. Take advantage of volunteer opportunities that provide experience, exposure, and the opportunity to affect the future of the organizing industry.
3. Your business website linked to the chapter website www.dcorganizers.org
4. Leadership opportunities through committee positions, board leadership, project and event coordination.

week after each chapter meeting.

The NAPO-WDC Chapter is committed to providing information through the newsletter. Contributions from members are encouraged. All articles are subject to editing. Please include your full name, business name, email address and photo for possible publication.

If you would like to advertise in this newsletter, please contact Lauri Mennel, Lauri@BluebonnetPO.com. NAPO-WDC makes no endorsement of products or services advertised.

Advertising sizes and rates:

Small (3 1/2 x 2")	\$30
Medium (3 1/2 x 4")	\$50
Large (7 x 4")	\$100

25% discount for members

25% discount for repeat ads
(3 or more consecutive months)

All ads must be pre-paid.
Rates subject to change at
anytime.

Board Meetings

The next board meeting is scheduled immediately preceding the May chapter meeting. Board meetings are open to all chapter members. To ensure enough space at the location of an upcoming board meeting, non-board members who wish to attend should contact Chapter President Michelle Bogert one week prior to the meeting.

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Tysons Corner 8508 Leesburg Pike (west of Tysons Corner) (703) 883-2122
Rockville 1601 Rockville Pike (at Congressional Plaza) (301) 770-4800
Arlington 2800 Clarendon Blvd. The Market Common, Clarendon (703) 469-1560
Washington, D.C. Wisconsin Ave. & River Rd. (202) 478-4000



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THE "GO-TO" WEBSITE FOR GETTING ORGANIZED.

Where you go for ideas that make work easier. How you feel about yourself and your work is directly related to how organized you are. But there is no "right" way to get organized. That's why we've developed Smead Organomics, a set of tools you can use to determine what will work best for you. Visit us at Smead.com/MyOrganomics



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KEEPING YOU ORGANIZED®



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Class will be held in Arlington, VA on

June 24, 2009

For more information, please contact

Karen Swain at (703) 534-5450

karen@myspacematters.com



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