



# Capital News & Views

Volume 17, Issue 4

[www.NAPOWDC.com](http://www.NAPOWDC.com)

April 2010

## Show and Tell

Monday April 5, 2010 6:30 pm — 9:00 pm

Please join us for our annual Organizer's Show and Tell chapter meeting, where NAPO-WDC members will share and demonstrate their favorite organizing products. This is always an extremely popular meeting! You'll not only learn new uses for familiar tools but also learn about tools of the trade that you haven't used! We all learn from each other about products that can increase efficiency and save us time.

Also, back by popular demand, member C. Lee Cawley, *Simplify You, Inc.*, will be presenting "The Organizer's Tool Kit". Her tool kit has everything you should ever need to take with you on a job.

### Ask the Expert Focus Group

Come early (6:30 pm) to register, network and visit with NAPO-WDC Corporate Partners. If you are new to organizing, attend our informal "Ask the Expert" Focus Group from 6:30 to 6:55 pm, hosted by a member of NAPO's Golden Circle.

Bring your NAPO membership card to the meeting for complimentary laminating!

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## April 5 Chapter Meeting Information

### Location

Kena Shriners  
9001 Arlington Blvd.  
Fairfax, VA 22031  
703-573-4203  
<http://www.kena.org/>

### Agenda

6:30 - 7:00 pm Registration, Networking and "Ask the Expert" Focus Group.  
7:00 - 9:00 pm Program and Business Meeting

Guests are welcome to attend for a \$25 fee per meeting.

### Chapter Mission:

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

### This Issue

What's New?

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# June Visit from NAPO President Leist



NAPO's current president Laura Leist will be our guest at the NAPO-WDC June chapter meeting. She will be here to update us on what is happening at the NAPO national level that can benefit you.

What would you like to know about the workings of our national organization? This is your chance to ask those questions that you have always wondered about. In order for Laura to come prepared to address us during the meeting, we ask that you submit any questions to the programs director by May 3, 2010. Please send your questions to [development@dcorganizers.org](mailto:development@dcorganizers.org).

We are excited and honored to have Laura visit the NAPO-WDC chapter!

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## 2009 NAPO Member Survey Results

What's new in the metrics of the professional organizing world? Read on for the very interesting results of the 2009 NAPO Member Survey. Some statistics may be familiar friends but there are always a few nuggets of information that can make us re-think many aspects of our business model.

### NAPO Members

- 79% hold college degrees
- 62% have been NAPO members 3+ years
- 80% have made organizing their primary career
- 68% have worked in professional organizing for 3+ years
- 62% worked in management, business, education, or sales before becoming professional organizers

### Top 5 Client Groups

- Residential
- Home-office-based businesses
- Small-businesses outside of the home
- Special needs customers
- Large and mid-sized businesses

### Top 10 Services Provided by Organizers

- Hands-on organizing
- Maintenance (organizing)
- Consulting
- Speaking at meetings/conferences
- Moves/relocations/downsizings
- Coaching
- Project Management Coordination
- Training
- Writing organizing articles/columns
- Design

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# IKEA Open House

The Woodbridge IKEA can't get enough of NAPO-WDC! As the GO month volunteers learned, there is a lot more to IKEA than meets the eye – great storage ideas and furniture solutions.

To grow our business relationship with IKEA Woodbridge, they have invited us back for a tour of their store. They will educate us on the delivery and installation services they offer as well as demonstrate their most popular products including the PAX closet system, RATIONELL kitchen products and EFFEKTIV office storage.

So don't miss out on this day of fun and learning. Mark your calendar for Thursday, May 13, 2010, from 11:00 am to 2:00 pm. We will tour the whole store with a break to shop or lunch in the café.

The location of the event is 2901 Potomac Mills Circle, Woodbridge, VA 22192. For more information, please contact Janet Schiesl at [development@dcorganizers.org](mailto:development@dcorganizers.org).

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*(Continued from page 2)*

## Top reasons professional organizers are hired

- Too much clutter
- General disorganization
- Difficulty determining what to keep and/or discard
- Difficulty finding things
- Selling a home or moving

## Top areas in a home where organizing services are most often requested

- Home Office or Den
- Kitchen
- Closet
- Master Bedroom
- Garage/Attic/Basement

## Top reasons NAPO members have been hired to organize companies or non-home-based offices

- Improve general employee productivity
- Maximize office space
- Assist specific employees needing organizational skills
- Shelving and storage solutions
- Preparation to move company

## NAPO-WDC 2009-2010 Committee Chairs

Golden Circle

Helen Montfort

[hsmontfort@mac.com](mailto:hsmontfort@mac.com)

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Mid-Atlantic Regional Conference

Cheryl Richardson

[cherylrichardson@cox.net](mailto:cherylrichardson@cox.net)

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## Points of Contact

Book Club Coordinators

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703-969-8407

**NAPO-WDC Chapter  
2009-2010 Calendar**

**September**

- 14 Chapter Meeting:  
Lessons Learned  
Rock Creek Mansion  
Bethesda, MD
- 15 Book Club North

**October**

- 1-3 NSGCD Fall  
Conference  
Los Angeles
- 5 Chapter Meeting:  
Tech Talk  
Workshops  
Kena Shriners  
Fairfax, VA
- 17 MARCPO
- 21 Book Club South

**November**

- 2 Chapter Meeting:  
Ethics in Organizing  
Rock Creek Mansion  
Bethesda, MD
- 14 New Member  
Brunch  
Invitation Only  
Vienna, VA
- 17 Book Club North

**December**

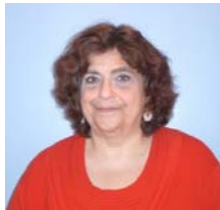
- 7 Chapter Meeting:  
How to Grow Your  
Business and Make  
More Money  
Kena Shriners  
Fairfax, VA
- 16 Book Club South

**January**

- 4 Chapter Meeting:  
Organizing Specialty  
Workshops  
Rock Creek Mansion  
Bethesda, MD
- 12 Book Club North

(Continued on page 5)

# NAPO-WDC Welcomes New QUANTUM LEAP® Trainers



Alisa Levy  
*Embrace Your Space*  
NAPO-WDC Quantum Leap® Liaison  
[www.embraceyourspace.net](http://www.embraceyourspace.net)

Congratulations to NAPO-WDC's new Quantum Leap® Trainers: Mindy Jeppesen, *Rejuvenation Organization*, Terri Fischer, *Consider It Done*, Helen Montfort, *Making Space for Life*, Cris Sgrott-Wheedleton, *Organizing Maniacs* and Judy Tiger, *Just That Simple*. QUANTUM LEAP® is NAPO's community service program. Quantum Leap® trainers provide free organizational skills training to people in life transitions, such as individuals living in shelters or public housing, the homeless, teenage mothers, victims of natural disasters, and many others who cannot afford, but critically need, professional guidance. Classes teach better management of time, paper, and personal finances. For more information, please email me at [alisa@embraceyourspace.net](mailto:alisa@embraceyourspace.net).



L-R: Helen Montfort, Terri Fischer, Judy Tiger, Alisa Levy, Mindy Jeppesen and Cris Sgrott-Wheedleton

Find out more about Quantum Leap [here!](#)



# Membership Appreciation and Awards Dinner 2010

(Continued from page 4)



Janet Schiesl  
Basic Organization  
NAPO-WDC Director of Programs  
and Professional Development  
[www.basicorganization.com](http://www.basicorganization.com)

Mark your calendars for Monday, May 3 at 6:30 p.m. and join fellow NAPO-WDC members, the board of directors and Corporate Partners (no spouses or guests please) for a lively evening of networking and appreciation! This year we'll be dining at Positano Ristorante Italiano at 4948 Fairmont Avenue, Bethesda, MD 20814 (301-654-1717). Some of Positano's signature dishes will be offered for this event, including appetizers of white pizza, crostini eggplant and caprese bites. Your choice of Caesar salad or house salad will begin the meal and you can choose from Chicken Piccate, Manicotti or Salmon Filet for your main course. A dessert table will be filled with Tiramisu, Italian Layered Cake and Black Forest Cake to cap off the evening.

Metered parking is available on the street and a county parking garage is behind the restaurant. There are entrances on Old Georgetown Road and Woodmont Avenue. Positano is three blocks from the Bethesda Metro Station on the Red Line.

You won't want to miss NAPO-WDC's Awards Ceremony where Organizer of the Year, Volunteer of the Year and Corporate Partner of the Year will be announced. In addition, this is the evening when one lucky member will win a free NAPO-WDC Membership for the 2010-2011 chapter year!

You have two ways to reserve your seat for this event. We will be accepting payment at the upcoming chapter meeting or you can send a check for \$30 made payable to NAPO-WDC, to the NAPO-WDC Treasurer, 1711 Raleigh Hill Road, Vienna, VA 22182. You must pay in advance for this event. The deadline to reserve your seat is April 23, 2010.

Please send any questions or dietary concerns to Janet Schiesl at [development@dcorganizers.org](mailto:development@dcorganizers.org).

## February

- 1 Chapter Meeting: Getting Measurable Results With the Residential Client Kena Shriners Fairfax, VA
- 17 Book Club South

## March

- 1 Chapter Meeting: Project Management Rock Creek Mansion Bethesda, MD
- 16 Book Club North

## April

- 5 Chapter Meeting: What's New? Kena Shriners Fairfax, VA
- 21-24 NAPO National Conference Columbus, OH

## May

- 3 Chapter Meeting: Annual Awards Dinner Location: TBD
- 18 Book Club North

## June

- 7 Chapter Meeting: NAPO 2010 Kena Shriners Fairfax, VA
- 16 Book Club South

## July

- 20 Book Club North

## August

- 18 Book Club South

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

## Become a Certified Professional Organizer® (CPO®)

Check out the official [CPO® website](http://www.bcpro.org) to 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.

## Newsletter Information

Published monthly (September through June) by the Washington DC Chapter of NAPO, PO Box 7301, Arlington, VA 22207-0301, 202-362-6276. The contents are copyrighted, with all rights reserved.

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### Newsletter Topic Schedule

Sept	Welcome Back
Oct	Tech Talk
Nov	Ethics in Organizing
Dec	Successful Marketing
Jan	Unique Business Models
Feb	Residential Highlights
Mar	Safety on the Job
Apr	What's New?
May	Organizing Students
Jun	NAPO 2010

The deadline for each newsletter submission is one week after each chapter meeting.

The NAPO-WDC Chapter is  
*(Continued on page 7)*

# Website Report

Nealey Levi  
*On Track*  
NAPO-WDC Director of Communication & Technology  
[liveontrack@gmail.com](mailto:liveontrack@gmail.com)



Date	Unique Visitors	Number of Visits	Pages	Hits
February 2010	792	1288 (1.62 visits/visitor)	4366 (3.38 pages/visit)	38,175 (29.63 hits/visit)
February 2009	724	1108 (1.53 visits/visitor)	4018 (3.62 pages/visit)	35,604 (32.13 hits/visit)

### TECH TIP – The Facts

Below are some really interesting statistics regarding small businesses and consumers from a great article by Dhane Crowley. Enjoy!

- 44% of small business owners don't have a website.
- 63% of consumers and small business owners go to the Internet first for information about local companies.
- 75% of Baby Boomers use search engines when looking for information to assist in the purchase of automobiles, appliances and electronics.
- 82% of consumers use search engines to locate local products and services.
- 39% of consumers report frequently not being able to locate a particular known business.
- Traditional mediums like the Yellow Pages and local newspapers account for 57% and 53% of consumer usage, respectively.

Check out [this link](#) for the rest of the article.

## Show and Tell Time!

It's time to share your favorite things! The always popular "Show and Tell" chapter meeting, where new and favorite products are showcased, will be held on April 5, 2010. Share favorite organizing products that you use for yourself or for clients. Back by popular demand, C. Lee Cawley will demonstrate her organizer's bag! Join us for this fun evening of show and tell, and learning from your fellow members.

To participate, all you need to do is answer these questions:

What is it? Where can you purchase it? How much does it cost? Why do you like it?

You will be asked to highlight your product in the show and tell portion of the April chapter meeting. Send information about your favorite product or service to Janet Schiesl at [development@dcorganizers.org](mailto:development@dcorganizers.org) by March 29 to participate.

# Book Clubs

## Book Club North

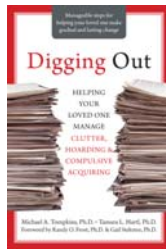
Coordinator: Lynn Meltzer  
*Clutter and Paperworks*

When: Tuesday, May 18, 7pm

Where: Home of Lynn Meltzer  
10131 Ashburton Lane  
Bethesda, MD 20817

Book: *"Digging Out: Helping Your Loved One Manage Clutter, Hoarding and Compulsive Acquiring"* by Michael Tompkins, PhD and Tamara Hantl

The authors show readers how to use harm reduction, a proven-effective model, to help their loved one live safely and comfortably in their home and improve their relationship with the hoarder.



## Book Club South

Coordinator: Judy Parkins  
*Gently Organized*

When: Wednesday, June 16, 7pm

Where: Gently Organized Office  
Alexandria, VA

Book: *"The Other Side of Organized"* by Linda Samuels

An industry veteran of 17 years and NAPO member for 16, Samuels shares her experience with organizers and clients. The book is divided by seasons and focuses on philosophical ideas about organizing and life balance mixed with a dose of practicality.



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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](mailto: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 (three or more consecutive months)

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

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

All chapter members are welcome to attend. The clubs read organizing books or books related to business. We discuss the aspects of each book and how the book relates to our work as organizers and small business owners.

Please check the chapter newsletter for future dates for both the North and South Book Club. RSVP to Lynn Meltzer at [arnielynn@verizon.net](mailto:arnielynn@verizon.net) or 301-530-3551 for directions to the Book Club North meetings. RSVP to Judy Parkins at [judy@gentlyorganized.com](mailto:judy@gentlyorganized.com) or 703-548-1000 for directions to the Book Club South meetings.

## Board Meetings

The next board meeting is scheduled immediately preceding the April 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 Judy Parkins one week prior to the meeting.

## NAPO-WDC Enhanced Website Listings

Sign-Up for an enhanced listing on the *Find an Organizer* section of NAPO-WDC's website to make your business **stand out**. Enhanced listings include your photo, special color background to display your information and headings in a bold, red font.

A current enhanced listing user says: *"The enhanced listing has made a huge difference to my business. The clients who decide to contact me are a better match for my business because of the additional information provided in the listing. For me, the enhanced listing is a bargain compared to more costly marketing and advertising campaigns."*

Enhanced listings are \$50. Sign up in the membership renewal process by selecting the "Upgrade my listing for \$50" box in the "Upgrade to an Enhanced Listing" section.

# Golden Circle Report

Helen Long, *Long Solutions, LLC*, taught a seminar entitled "Estate Administration and Liquidation" for fellow organizers on February 28.



Helen Montfort  
*Making Space for Life*  
NAPO-WDC Golden  
Circle Liaison  
[hsmontfort@mac.com](mailto:hsmontfort@mac.com)

variety of topics with other Golden Circle members. Find more information about this listserv at:

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

Cheryl Larson, *Cheryl's Organizing Concepts*, presented a workshop at OASIS on "Managing Paper Clutter" on March 15. The workshop was very well attended and the seniors had many questions regarding paperwork management.

## Welcome New Member!

Welcome to our newest Golden Circle member, Susan Unger of *Clutter SOS, LLC*. Susan is also the treasurer of our chapter.

## Golden Circle Gatherings

The next Golden Circle gathering will take place at my home in Bethesda at 4:00 pm on Sunday, May 16. This will be a true potluck — bring whatever you'd like. Just email me so I know how many will be attending!

## Golden Circle Listserv

If you are 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, to ask each other for advice, to get a referral for a vendor or product and to share knowledge about a



## 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. Volunteers are still needed for upcoming dates. Please let Helen know which meeting you'd like to be the "expert!"

Thank you to Kim Oser for being the expert at the "Ask the Expert" table for the February meeting. There were eight visitors/new members in attendance.

## 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](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 a 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 Golden Circle member.

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



# Premium Corporate Partner Spotlight



**Collin Wheeler**  
**Premium Corporate Partner**  
**123JUNK**  
[www.123junk.com](http://www.123junk.com)

## What is your biggest organization challenge?

My time. Without question, it's my most important resource. If I don't organize my time properly, it affects every other part of my business, usually starting with emails, then my desk.

## What is your favorite type of job?

Clean ones. Although it's hard to scare a "junkman," we come across some pretty nasty stuff. The distressed properties (foreclosures and short sales) tend to be the worst. The ideal job is a client with an outdated living room who needs to make way for incoming furniture.

## Do you have any programs you would like to tell NAPO about?

We've got plans for mid-to-late summer that will revolutionize the junk removal industry. I can't tell you yet what's involved, but I promise we're making progress and it will impact the DC Metro community.

## Do you offer a discount to professional organizers and their clients?

We offer a 10% referral fee to NAPO members or a 10% discount to pass on to your clients.



## NAPO-WDC Chapter Membership Dues

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

Current prorated dues	\$110
( <i>see page 10 for more info</i> )	
Regular chapter member (local)	\$165
Regular chapter member (non-local)	\$120
New member one-time processing fee	\$ 25
Corporate Partner Standard	\$325
Corporate Partner Premium	\$500

Membership year is from October 1 through September 30.

For NAPO-WDC Chapter membership information and application, visit [www.napowdc.com](http://www.napowdc.com) or contact the Membership Director, Jackie Kelley at [membership@napowdc.com](mailto:membership@napowdc.com). For Corporate Partner questions, contact Julie Gray at [corppartners@napowdc.com](mailto:corppartners@napowdc.com).

## 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.

## Member News!

Silvia Balderas-Saari  
Silver Spring, MD  
[sbalderas@hotmail.com](mailto:sbalderas@hotmail.com)

Paige Trevor  
Washington, DC  
[paigetrevor@mac.com](mailto:paigetrevor@mac.com)

There are currently 104 members and 10 Corporate Partners in NAPO-WDC. At our March 2010 meeting, 40 members were in attendance and the chapter hosted 8 guests.

### Membership Directory

Detailed information about members can be found on our chapter website, [www.napowdc.com](http://www.napowdc.com), in the Members Only section.

### Changes and Corrections

Once you join or renew your chapter membership, you can update your own information at any time. Go to [www.napowdc.com](http://www.napowdc.com). From the "About Us" menu, select "Members Only Pages." Enter your NAPO National membership number and your unique password. Click "My Account" and make changes.



Cris Sgrott-Wheedleton  
*Organizing Maniacs*  
NAPO-WDC Secretary  
[Cris@OrganizingManiacs.com](mailto:Cris@OrganizingManiacs.com)

On March 1, we met at the Rock Creek Mansion in Bethesda for "Project Management on Organizing Projects".

We acknowledged the volunteers of the month. They were Heather Coccozza, Amy Goldberg-Cutler, Jodie Campbell Jacobs and Alisa Levy. We still need lots of volunteers! If you want to get involved contact Judy Parkins and she will certainly find you a seat on the bus! Membership could really use your help—please contact Jackie Kelley with questions. We had five visitors to this meeting; we look forward to welcoming them as members! We welcomed new member Silvia Balderas-Saari.

Corporate partners Joe Johnson, the owner of Shelf Genie, and Ron Goodes with Re-Sale Solutions were present for our meeting.

Our own Heather Coccozza with *Coccozza Design* was our presenter for the educa-

tional part of the meeting. Heather talked about Project Management on Organizing Projects. She presented detailed information about the project management lifecycle: Definition Phase, Planning Phase, Execution Phase and Close-Out Phase. I really appreciate how she included Casey Moore's measurement techniques into the project management defining phase. It is really helpful to understand the value of deliverables on the emotional scale. If you have any questions about the presentation please contact Heather Coccozza.

Mark your calendars — The Container Store will be sponsoring an Open House on March 24 at 1:00 pm at their Rockville location.

The nominations committee introduced the incoming board member nominees who are all running unopposed. Each nominee answered members' questions in a round table format. Please see Heather Coccozza with questions.

## Membership News: Prorated Dues Now in Effect

Remember, NAPO-WDC launched a prorated dues structure at the beginning of the 2009-2010 chapter year. On February 1, the first prorated dues structure began and will be in effect through May 30. New member rates for this period are \$110 plus the required \$25 membership processing fee. New member rates June 1 through September 30 are \$55 plus the required \$25 membership processing fee. The prorated dues option only applies to new members joining at this time. All new members will be subject to the full renewal rate as of October 1. Please visit the chapter website at for details or contact Jackie Kelley, director of membership at [membership@dcorganizers.org](mailto:membership@dcorganizers.org).

# How NAPO-WDC Members Stay In Touch

The DC Organizers Yahoo Group (DCOYG), formed in March 2005, is intended for information and discussion pertaining to organization and industry-related issues. It is hoped that the DCOYG will foster among its subscribers a sense of community and camaraderie within our industry and provide a place for people to learn, discuss and share information in a professional and friendly environment.

You must be a NAPO-WDC chapter member to be a member of the DCOYG and you must have a Yahoo screen name.

To create a Yahoo screen name visit [www.yahoo.com](http://www.yahoo.com). Click on the word "Groups" listed in the block of blue text. On the right side click on "Don't have a Yahoo ID?" Enter all the information requested. Your Yahoo ID should be related to your business name.

With your Yahoo screen name go to <http://finance.groups.yahoo.com/group/DCOrganizers>. You will then click on the blue

box which says "JOIN THIS GROUP." It is located on the upper right side of the screen.

To post a message go to the group's [home page](#) you will have to sign in using your Yahoo screen name and password. Then click the word "Post" under the messages tab on the left side of your screen. You can also send a post from your email by sending it to [dcorganizers@yahoogroups.com](mailto:dcorganizers@yahoogroups.com).

To reply to a DCOYG message, simply hit reply and your message will be broadcast to the entire group. If you'd rather send a private message to a member who has posted something, you can do so from your email account.

For more information about our Yahoo Group, please contact the NAPO-WDC Director of Communications and Technology Nealey Levi at [techdirector@dcorganizers.com](mailto:techdirector@dcorganizers.com).

## Upcoming NAPO in the Neighborhood Meetings

### Rockville Pike

April 26  
LaMadeline - Rockville Pike  
6:30—8:30 pm  
Contact: Alisa Levy  
[alisa@embraceyourspace.net](mailto:alisa@embraceyourspace.net)  
301-651-1697

### Route 66

April 27  
Whole Foods—Vienna  
7:00—9:00 pm  
Contact: Janet Schiesl  
[janet@basicorganization.com](mailto:janet@basicorganization.com)  
571-265-1303

### Route 7

April 28  
Borders Books - Sterling  
6:00—8:00 pm  
Contact: Cris Sgrott-Wheedleton  
[Cris@organizingmaniacs.com](mailto:Cris@organizingmaniacs.com)  
703-969-8407

## Organizing Assistants

Are you interested in letting other chapter members know you want to work as an organizing assistant? Advertise in the monthly Constant Contact. This publication comes out approximately one week before chapter meetings.

The list will consist of your name, phone number, email address and photo. You will be able to purchase space on the list for \$45 for a three month ad. Sign up now!

Contact [Lauri Mennel](#) for more information

## Do You Still Need a Headshot?

Due to the great response, we will again offer a special rate for the professional portraiture services of B. Morales Photography during the April chapter meeting in Virginia.

Betty will be offering ten minute appointments from 6:30—8:00 pm on Monday, April 5, 2010. She will provide a corporate headshot package for \$40 which includes a choice of profile, 2/3 face from both sides, full face or full body shot.

You will receive an online gallery posting for image preview, light professional retouching on selected images, an electronic version of photos in high resolution (ready for print) and low resolution (ready for the Web), and an unlimited reprint license. This service is well below the regular rate of \$60, so don't hesitate!

Act quickly to make an appointment, as there is a 10 person minimum for this event. Please contact Betty Morales at 703-913-0091 or [betty@bmoralesphotography.com](mailto:betty@bmoralesphotography.com) to schedule your appointment.





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## Space Planning for Organizers

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Saturday, May 22 - 1 to 5 pm  
for information contact  
Janet@BasicOrganization.com