

Past Meetings Schedule – 2010

December 6

Kena Shriners
9001 Arlington Blvd.
Fairfax, Virginia 22031
703-573-4203

Team-Up: Organizing with Collaborative Partnerships

NAPO-WDC is pleased to welcome back Abundance Organizing's nationally acclaimed trainer, Mindy Godding, CPO, CPO-CD. In this specialized training for NAPO-WDC, Mindy will offer our members and guests conference-quality education, including case studies, attendee participation and dialogue. Mindy will share the innovative team approach that has become the hallmark of Abundance Organizing's success. Is your organizing business ready for the next level? Collaborative partnerships are key to producing dramatic on-the-job results and increased profitability. These techniques are also invaluable for the skilled organizer who is offering services in extremely cluttered environments. Mindy will teach us how to: confidently design, lead, and participate in team projects, successfully manage the client during a large scale jobs, avoid potential pitfalls, and build successful partnerships with other professionals.

November 1

Rock Creek Mansion
5417 W. Cedar Lane
Bethesda, Maryland 20814
301-530-0258

Strategic Partners: How to Recognize, Attract and Build Effective Relationships with Them

Do you like finding clients one at a time? Would you rather find and build powerful relationships with six to eight people who could send you a steady stream of clients? If so, Juli Monroe, Associate Certified Coach from 1 to 1 Discovery can teach you to identify and learn how to nurture strategic partners. Most business people know one or two categories of strategic partners, and your competition is already wooing them. Learn to think outside the box and find the perfect partners your competition doesn't even realize exist.

During the business meeting Susan Unger will give the Treasurer's Annual Report. Susan will be available before and after the meeting to answer any questions.

Ask the Expert" Focus Group

If you are new to organizing, attend the "Ask the Expert" session. It is an informal gathering where new organizers can receive free advice on owning an organizing

business from members of the Golden Circle, a prestigious designation within NAPO for experienced organizers.

October 4

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Case Studies Round Table Discussions

Participants will be presented with several client scenarios. Working in small groups, participants will explore those scenarios in collaborative discussions, sharing relevant observations, questions, and brainstorming strategies. It is an opportunity to learn from each other and gain insight from each group member and determine one's own comfort-level and boundaries in the context of different kinds of client challenges.

The case studies were created by Denslow Brown, MCC, CPO, CPO-CD.

Come early 6:30-7pm and bring your NAPO membership card for complimentary laminating.

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September 13

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What's In Your Client's Attic

When working with a client's estate do you know what is of value and what is worthless? Matthew Quinn from Quinn's Auction Galleries will share with us the steps of downsizing. What should be sold and how to make the process easy.

Prior to the chapter meeting, there will be a gathering for those in the Quantum Leap® Program. This includes current QL trainers, those who want to become a Trainer and those who just want to learn about the community service arm of NAPO. Please join Alisa Levy, Quantum Leap® Liaison and Chapter Vice President from 6:30 to 6:55 to discuss our plans for the new year. For more information, email Alisa or visit the NAPO website.

Ask the Expert” Focus Group

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June 7

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NAPO Strategic Update and Q&A

Laura Leist, NAPO's President will present an update on NAPO's Strategic Plan. She will also facilitate a discussion, answering your questions about NAPO and the Organizing Industry. Laura has served four years on the board as the Director of Technology and Communication and President Elect.

Laura is the founder of Eliminate Chaos, Washington State's largest Organizing Services Firm - with 10 employees. She is also the author of 5 books; including: Eliminate Chaos...The 10-Step Process to Organizing Your Home & Life, three on Microsoft Outlook and one to be released in 2010 titled Eliminate Paper Chaos.

A NAPO Board Member visits our chapter only once every two years - so you won't want to miss an opportunity to hear what is happening at NAPO and get your questions answered.

Come early to attend the Corporate Partner Expo. It will be held from 6:15pm to 7:00pm. Check out their summer promotions and learn about current referral programs. Get to know our Corporate Partners!

May 3

Positano Ristorante Italiano
4948 Fairmont Ave.
Bethesda, MD 20814
301-654-1717

Annual Awards Dinner

Join us for a great evening of appreciation and awards where Organizer of the Year, Volunteer of the Year and Corporate Partner of the Year will be announced.

Dinner will include 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, with entrances on Old Georgetown Rd and Woodmont Ave. Positano is three blocks from the Bethesda Metro Station on the Red Line.

This event is for members only. Members must reserve a seat by advance payment to the Programs Director at the March or April chapter meeting or send a check, made payable to NAPO-WDC, to the NAPO-WDC Treasurer, 1711 Raleigh Hill Road, Vienna, VA 22182 by April 23, 2010. Please send any questions or dietary concerns to Janet at development@dcorganizers.org.

April 5

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What's New

Be sure to attend this ever-popular chapter meeting where new and favorite products will be showcased. Learn from fellow members what they like and use to help your clients achieve optimum organization. Back by popular demand! C. Lee Cawley will demonstrate her organizer's bag.

A photographer will be available (by appointment only) during the meeting for headshots of members. Look for more information in the chapter newsletter.

March 1

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The Project Management Life Cycle

Why is project management a subject on the Certified Professional Organizer (CPO) examination? Why is project management considered an essential skill or competency for an organizer? Have you ever read (skimmed) the Board of Certification for Professional Organizers (BCPO) recommended book *The Complete Idiot's Guide to Project Management* by Sunny Baker? If so, did you ever wonder how does this apply to an organizing project?

This presentation will walk through each phase of the project management life cycle and describes how it can be applied to an organizing project. Topics will include: how do assessments and action plans fit into the project life cycle and how to manage the project schedule and costs.

Heather Cocozza, PMP is a certified Project Management Professional (PMP) by the Project Management Institute (PMI). She has developed three courses for NAPO on the subject of project management on organizing projects and is now teaching these courses on a monthly basis.

Also, come meet the nominees for next year's NAPO-WDC Board of Directors!

February 1

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Getting Measurable Results with the Residential Client

Today people need the services of professional organizers more than ever but we must prove our worth to get hired and maintain trust. This session offers practical tips on how to calculate return on investment and measure individual progress. It will help you articulate the gains your client achieves.

Productivity trainer and Certified Professional Organizer® Casey Moore founded Living Simply Consulting, Inc. in January 2000. Currently, she heads NAPO's Education program. Casey trains busy professionals to work with power, clarity and peace.

How much do you know about the operation of NAPO-WDC? Join us and learn how you can be a part of next year's chapter planning.

January 4

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Organizing Specialty Workshops

We continue this popular program with chapter members leading discussions on specialties within the organizing industry such as: hoarding, estate sales, meeting planning, coaching, closets, space planning, financial organizing and team organizing.

Come early to attend the Corporate Partner Expo. It will be held from 6:15 p.m. to 7 p.m. Check out their winter promotions and learn about current referral programs. Get to know our Corporate Partners!