



Capital News & Views

Volume 17, Issue 10

www.NAPOWDC.com

December 2010

Team-Up: Organizing With Collaborative Partnerships

Monday, December 6, 2010 6:30 pm — 9:00 pm

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.

Don't Miss Corporate Partner Expo!

Come early to attend the Corporate Partner Expo from 6:15pm to 7pm and maybe win a prize! Here's how: All of our corporate partners will be participating in a fun activity designed to encourage chapter members and guests to "meet and greet" them. When you check in, you will receive a drawing card. After speaking with each corporate partner to learn about their latest services and products, ask them to initial your card. When you have spoken with all of the corporate partners and completed your card, drop your card in the drawing for some fabulous prizes!

"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.

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

Location

[Kena Shriners](#)
9001 Arlington Boulevard
Fairfax, Virginia 22031

Parking is free and plentiful! Want to avoid Beltway traffic? Meet up early with fellow chapter members at [Dominion Deli](#) in Yorktown Center, 8114 Arlington Blvd., Falls Church, VA 22042. They specialize in sandwiches for a quick meal before the meetings in a comfy atmosphere.

Agenda

6:15—7:00 pm
Registration, networking, Corporate Partner Expo 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.

Professional Attire Please

This Issue
Clutter Free Gift Giving and Holiday Organizing

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Creating a Good Business Relationship with Our Corporate Partners



Janet Schiesl
Basic Organization
NAPO-WDC President
www.BasicOrganization.com

Prior to the December chapter meeting, we will be having our first Corporate Partner Expo of the chapter year. How well do you know our Corporate Partners? Have you used the wide range of products and services they offer? The Expo is a great way to begin (or continue) to build a business relationship with each of them.

Building strong relationships is one of the most important business skills you can master. When you have a good, established relationship, colleagues respond to you faster and are willing to go that extra mile for you.

What makes a good business relationship?

- Get to know our Corporate Partners and others that you do business with. Know what's important to them. Brainstorm ways that you can work together. Tell them what you need and what your clients are looking for. Ask the same questions of them.
- Always be sincere. Business relationships will strengthen and grow if you are honest with each other.
- Be professional. Show your commitment to the project and respect for others by staying in touch, always arriving on time for appointments and never making excuses.
- Give more than you get. Karma does exist. When you reach out to others it comes back to you ten-fold. Make it your goal to work on this vital business building skill prior to the start time of chapter meetings.

Improving your relationships with NAPO-WDC Corporate Partners, your professional colleagues, and all those you work with will bring many business benefits. It is true that a relationship is a two-way street. The success of that relationship is contingent on the efforts of both parties. We are always looking for new ways to involve our Corporate Partners in chapter activities. Networking at chapter meetings, participating in the twice yearly expos, and giving a five minute presentation to the membership are all ways that corporate partners can create relationships with NAPO-WDC members. Please share additional ideas about more actively involving our Corporate Partners with Director of Corporate Partners Susan Perez.

We recently had the opportunity to attend an open house at Resale Solutions. It was a great opportunity to learn from Ron Goodes about the services his company offers. Resale staff member Reaves detailed how their inbound process works for each CD, DVD and book they receive. Our Associate Corporate Partner Judy then detailed how their outbound items were tracked and shipped. Ron explained their five star rating generated by aggressive pricing, accurately specified condition, rapid shipping and excellent customer service. Ron said "We have been working with NAPO-WDC for a year. The results have been great for the organizers, their clients and us". Resale Solutions has worked with over twenty chapter members, providing services for many of our clients. This was a great opportunity to connect with and learn more about one of our Corporate Partners. Thanks Ron!

Holiday Strategies We Can All Use



Jackie Kelley
Clearing House, LLC
NAPO-WDC Director of
Membership
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Keeping Pace with Holiday Schedules

For as many fun things that we participate in during the holiday season, there is an equal or greater amount of activities that we feel pressure about completing or attending to. Planning out the month in advance, making fewer commitments, and grouping necessary errands together are ways to alleviate demands on our time so that we can accomplish the important tasks at hand and feel good about our efforts.

To reduce the stress involved in being “all-things-to-all-people”, spend a moment this month to make a short list of events and activities you enjoy and wish to do. Schedule time for one or more in your calendar. Now you’ve carved out time for you and/or your family to enjoy time together, and ensure that you’ve made commitments to people you value, instead of extending yourself in all directions.

Seasonal shopping also demands a lot of our time. One way to manage the variety of errands we require is to set weekly goals for meeting our list of needs. Make a grid on paper (or a table in Word or Excel) to list the names of people you need to shop for, and corresponding columns to address 1) gift ideas 2) purchased, and 3) wrapped. This allows you to keep track of what you’ve already done and to plan your week ahead to address the gaps. To further reduce the run-around time, order items online this year, especially for out-of-town recipients.

Managing Holiday Decorations

As we break down the tables from our Thanksgiving celebrations and pack up the fall-themed décor, there is a natural urge to just swap one pile of holiday decorations for another with the thought of “organizing it later.” We can limit the time this task requires by defining and maximizing our stor-

age areas, keeping our decorations pared down to the ones we actually love and use, and containing them in functional, labeled, properly-sized (clear) bins or boxes.

This month, when you gather together your holiday decorating stash, plan to have one place where you have adequate storage and access for all of the items, so that they stay together. This storage spot should not be located in a high-use or active area, but rather in the far reaches of an attic, basement, or storage closet, since you only access it once a year. Also, as you select decorations to use, set aside those you haven’t used in a while to give away, or toss if unusable or that you just don’t like! When it comes time to store the items away for next season, you’ll know how many of the right-size, clear containers to use. These bins stack best on shelves, label nicely and you can see the contents at a glance. It’s still okay to use the occasional solid-color bin for hiding toys!

Clutter-Free Gift Giving – Embrace It!

By now, many of us are knee deep in holiday gift planning and shopping for those lucky folks who made it back on our holiday gift lists. This season, consider gifts that will be well received and used by your recipients, chosen with their needs, hobbies and interests in mind.

Consumable gifts such as gourmet food items, homemade meals or treats, food/drink/flower club memberships are fitting for a wide range of people, and are good choices for limited budgets. Gifts of service are always appreciated and can include babysitting vouchers, car wash tickets and salon certificates. Consider gift certificates for continuing education classes (art, language, computer) or lessons to hone skills or explore hobbies (exercise or dance, cooking, music). Buy tickets for an upcoming event or membership passes to local cultural arts organizations. Your recipient will appreciate your thoughtful gift and be excited that they won’t have to find a place for it!

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Holiday Tips From the Experts...You!

September

- 13 Chapter Meeting:
**What's In Your
Client's Attic?**
Rock Creek Mansion
Bethesda, MD
- 21 Book Club North
- 23-25 NSGCD Fall
Conference
Austin, Texas

October

- 2 MARCPO
- 4 Chapter Meeting:
**Case Studies
Round Table
Discussions**
Kena Shriners
Fairfax, VA
- 20 Book Club South

November

- 1 Chapter Meeting:
**Strategic Partners:
How to Recognize,
Attract and Build
Effective
Relationships**
Rock Creek Mansion
Bethesda, MD
- 16 Book Club North

December

- 6 Chapter Meeting:
**Team Up: Organizing
With Collaborative
Partnerships**
Kena Shriners
Fairfax, VA

January

- 3 Chapter Meeting:
**Basic Feng Shui to
Enhance Your
Professional
Organizing Practice**
Rock Creek Mansion
Bethesda, MD
- 11 Book Club North

(Continued on page 5)

This month's issue features tips and ideas for reducing holiday stress as well as clutter-free gift giving ideas. See what your colleagues are doing and saying to their clients this time of year!



[Cris Sgrott-Wheedleton](#)
[Organizing Maniacs](#)

I come from a very large family. What do I mean by that? My mom has five sisters and one brother, my dad had six brothers and two sisters, and at last count, I had 37 first cousins! Can you imagine buying holiday gifts for everyone?

To simplify the gift-buying process, every year we would have a potluck dinner party where we would draw names. I loved the potluck dinner party as much as I loved Christmas. I have always loved that I can focus my gift shopping on one person and try to get them a special gift with meaning. It also prevents everyone from shopping year-round, as you never know whose name will come out of the hat next year!

The dynamics of the game have changed over the years, but the essence has remained the same. I challenge my clients to find ways to exchange gifts with meaning. Donate to a charity on behalf of the person who already has everything they need. Buy something used instead of brand new. Repurpose something you have if someone has expressed love for it. Happy Holidays!



[Jody Al-Saigh](#)
[Picture Perfect Organizing](#)

A lot of people do something they consider to be signature gift, and then you can do it year after year to save yourself some headache. A gift I received one year is a perfect example of this.

The gift was a couple of small chocolate soufflés baked in ramekin bowls. Of course, the soufflé was amazing to eat. And I still use the little ramekins all the time for heating up leftovers, dishing up baby food, etc.

This gift is great for a number of reasons. It's personal yet easy because the giver created the same gift for several families all at once,

with one set of supplies and ingredients. No running around town. Part of the gift was consumable so no useless waste. The non-consumable part was something highly useful and reusable. A great idea! If I could only bake, I would copy it!!!

Okay, so you don't want to go shopping or you're not a baker. Or maybe you have someone who is really hard to shop for. Have you ever thought of buying them a cow? Seriously. There is a charity called Heifer International that uses donations to buy livestock and other animals for people in developing countries. They have their donations broken down in such a way that you can buy someone a chicken, a herd of sheep, and so on. They provide a gift card decorated with animals all over it. It's a really unique charity idea.



[Susan Kousek](#)
[Balanced Spaces](#)

Don't forget that after the holidays you start to get all of those papers for your tax return! Create a file folder or envelope labeled "Papers for 2010 Tax Return" so you have a place to put those W-2s, 1099s and mortgage statements. Your tax preparer will love you. If you refinanced this year, don't forget to give a copy of the settlement statement to your tax preparer.

As organizers, we don't want to give "stuff" as gifts. Consumables are good. Decadent consumables that people wouldn't buy for themselves are better. Check out the White Chocolate Smoothie Mix from [Dove Chocolates](#). I had some at a network event recently and it's wonderful!

More Holiday Tips...

(Continued from page 4)



Cheryl Larson
Cheryl's Organizing Concepts

Personalized photo calendars make great gifts as do photo slide shows. I did a slide show for each of my children. Each one has

about 300 photos. I used software I downloaded called Wondershare DVD Slide-show Builder. I have also made slide shows of trips taken with my grandchildren. Tickets to an event such as a theatre production also make great gifts for adults or children.

I love the Friendship Plate found online at eTreasuresGifts.com. It can also be used for birthday gifts. It's meant to be passed on. The poem on the plate ends: "So please enjoy what's on this plate, then fill it up again, and pass along the love it holds, to family and your friends."



C. Lee Cawley
Simplify You

Pack your ornaments in the OPPOSITE order of how you decorate your tree when you are taking it them off at the end of the

season. For example, take off the "filler" ornaments and put them at the bottom of your ornament box, next layer is secondary ornaments and the top layer is your special heirloom ornaments wrapped in archival tissue or dye free paper towels. This way the most special ones come out first and go on the tree first! Save the tissue to be re-used every year.

Reuse the plastic clamshell containers that apples and oranges are packaged in from the big box stores. There are usually a dozen round protected areas in each clam shell and the container will protect your ornaments like it does fresh fruit!

Take a PHOTO of your holiday display, banister, mantel, or banquet table when you have got it looking fabulous. When packing, pack all of the mantel items in one box, PRINT out the photo you took and place it at the top of the box to remind you next year of how to do it best.

DONATE decorations or ornaments that did not make it up this year. Chances are you

won't use them ever again. Take the box to a local elementary school where the teachers love to decorate their rooms for the kids. Treat yourself to new ornaments that you WILL use during the after holiday sales!



Alejandra Costello
Color-Coded Organizing

Less is More – Some people go overboard when it comes to decorating for the holidays.

Instead of swapping out every item in your family room to make space for the holiday lanterns, try decorating perennial items with small fillers and accents. Keep a large glass bowl on a side table and swap out only the contents (red/green ornaments in December, mini-pumpkins in October, faux lemons/limes in June) instead of the bowl itself. This also works well for a wreath on the front door. Hang a plain wreath year round and dress it up each holiday with seasonal accents. Try decorating with less. You'll save time and storage space.

Holiday Pantry Staples – The worst part of holiday cooking is forgetting that one random ingredient in the middle of making your recipe. Get organized early by stocking up on holiday pantry staples including corn starch, baking powder, baking soda, flour, powdered sugar, brown sugar, corn syrup, baking spray, cinnamon sticks, nutmeg, vanilla extract, chocolate chips, coconut, cranberries, raisins, walnuts and pecans. Your significant other will thank you for saving them endless trips to the store.

February

7 Chapter Meeting:
Capturing Your Share of the Booming Senior Marketplace
Kena Shriners
Fairfax, VA

16 Book Club South

March

7 Chapter Meeting:
Business Model Round Table Discussions
Rock Creek Mansion
Bethesda, MD

22 Book Club North

April

4 Chapter Meeting:
Referral Fees Panel Discussion
Kena Shriners
Fairfax, VA

6-9 NAPO National Conference
San Diego

20 Book Club South

May

2 Chapter Meeting:
Favorite Organizing Products
Rock Creek Mansion
Bethesda, MD

17 Book Club North

June

6 Chapter Meeting:
Membership Appreciation and Awards Dinner
Location: TBD

15 Book Club South

No chapter meetings in July or August.

Newsletter Information

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Newsletter Topic Schedule

Sept	Welcome Back
Oct	Disaster Preparedness
Nov	MARCPO Recap
Dec	Clutter Free Gift Giving and Holiday Organizing
Jan	Board Duties and GO Month
Feb	Board Nomination Bios
Mar	Social Media
Apr	Spring Cleaning and Feng Shui
May	What's New and My Favorite Things
Jun	NAPO 2011

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

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Website Report

Nealey Levi
On Track
NAPO-WDC Director of Communication & Technology
liveontrack@gmail.com



Date	Unique Visitors	Number of Visits	Pages	Pages/Visit
10/10	382	688	2549	3.7
10/09	1006	1897	5465	2.88

TECH TIP – Clutter Free Gift Giving and Technology Go Hand in Hand!

Have you ever thought of gifting someone a website? And by website, I mean an online presence, so blogs fall into this category as well.

It might sound funny, but anyone can use a website these days for just about anything they can think of! Why not buy the domain name and/or hosting space for a friend or family member?

College Students

Most college students now have a printed resume and an online resume. Having his or her own website is a perfect gift for those about to enter the workforce.

Young Professionals

Everyone seems to be an expert at something and the world wants to read about it. Let's face it, we all turn to the Internet for advice and tips on just about anything.

Grandparents

What grandparent doesn't want to share pictures and stories of travel experiences and grandchildren? A website cuts out the tedious process of sending this information out via email.

Book Club North Book Review



Lynn Meltzer
Clutter and Paperworks
arnielynn@verizon.net

Book Club North recently read the Edward M. Hallowell, MD book "Crazy Busy."

Hallowell writes about our feelings of being out of control of our commitments, our expectations and our world. He uses the term "ADD lifestyle" to make his point.

This book relates to our clients, to us as organizers, and to the lives that most of the people we know lead today. How and why modern life got this way, how to recognize when and why you are overwhelmed, and what to do about it were the primary themes of the book.

Hallowell looked at the paradox of "labor saving devices" creating more time, but which we then rush to fill with activity. He also writes about how we have lost touch with our-

(Continued on page 7)

Book Clubs

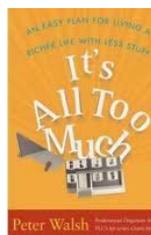
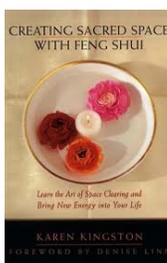
Book Club North

Coordinator: Lynn Meltzer
Clutter and Paperworks

When: Tuesday, January 11
7pm

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

Book: This month is reader's choice of any book pertaining to Feng Shui. Lots of them out there including:



Book Club South

Coordinator: C. Lee Cawley
Simplify You

When: Wednesday, February 16
7pm

Where: Whole Foods
Clarendon, VA

Book: *"It's All Too Much"*
by Peter Walsh

Veteran "organizational consultant," TV show host and author Walsh has more ideas in his latest book on clutter management than the spare closet has junk, and, even better, it's organized, in-depth and entirely user-friendly. Join the conversation as Book Club South gets back to the basics!

(Continued from page 6)

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 (three or more consecutive months)

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

(Continued from page 6)

selves and how to live in the moment by always thinking of the next "to do."

Hallowell coins some very appropriate terms for the "noise" that we all experience daily ("gush" and "blather" for example) which leads to much of the "clutter" in our lives. How many balls can one juggle well? How much information can we assimilate without feeling frazzled? The challenge of our modern life seems to be learning when and how to put on the brakes.

The second part of the book discusses discovering a system that works for you. He gives pointers on how to help you figure out what matters most to you and how to get the best return on your investment of time and energy. He lists ten key principles to live by and includes brain exercises to improve our ability to pay attention.

Reviewing this book led to one of the liveliest discussions we have ever had on a book. We discussed not only our thoughts on how we and our clients are affected, but also how as a society our children are pushed toward "better" and faster lives without realizing the negative effects. We noted how the peer pressure to "fit in" often drives this phenomenon.

As a group we rated the book four stars. Some people gave it five stars for its application to our lives. Others gave it three stars, feeling that parts of it were redundant or too detailed. I would suggest that anyone who feels overwhelmed and rushed would benefit from taking the time to read and think about what Hallowell has to say.

Board Meetings

Board meetings are scheduled immediately preceding each 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 Janet Schiesl one week prior to the meeting.

**NAPO-WDC
Corporate Partners**

Premium Partners

123Junk.com
www.123junk.com

Standard Partners

Closet Factory Washington DC
www.closetfactory.com

College Hunks Hauling Junk
www.1800junkusa.com

Eco-Nize Closets
www.eco-nize.com

Junk in the Trunk
www.JITT.com

The Photo Editor
[Beth Whiteley](#)

ReSale Solutions
www.resale-solutions.biz

Shelf Genie
www.shelfgenie.com

Get Thee to a Book Club!



Janet Schiesl
Basic Organization
NAPO-WDC President
www.BasicOrganization.com

Are you looking to learn more about the organizing industry? NAPO-WDC has opportunities for you to do just that! As chapter members, you have the benefit of learning through a book club.

As a participant in the NAPO-WDC book clubs, I'd like to invite you to either or both meetings. You can find out more information about the NAPO-WDC book clubs in their regular column in the newsletter. When and where they meet and what book they are reading is listed every month. But "why" to meet is the main reason that I am reaching out to you.

A book club is defined as a small informal group that meets to discuss books and related topics. But the NAPO-WDC book clubs are so much more. Both groups offer the interaction and connectedness that a small group can offer. As our chapter grows, it is sometimes hard to meet someone new or connect with an old friend at the chapter meetings. Rightfully so, the chapter meetings are meant to be an opportunity to educate and report on chapter business. The opportunity to discuss, learn and connect with your peers is better done in a small group, like a book club. You also have the added benefit of reading a book that supports the work you do or the business you run. Then, at a meeting you can ask questions and learn from others' experience.

The newly revamped Book Club South is a perfect opportunity for new organizers (but anyone can participate) to read and discuss the "classic" organizing books. With so much to learn and so quickly, these meetings offer you the opportunity to focus on a book that every organizer should read in order to succeed. The long-running Book Club North (again, anyone can participate) tends to focus on new and current books for their selections. "It's a great way for members to meet their peers in an informal, relaxed setting - where conversation and friendships can bloom," says Lynn Meltzer, Book Club North hostess. Each group is excited to accept newcomers and pleased to pull up another chair to the discussion. I feel sure that you will consider it time well spent on your business.

Welcome New Corporate Partner The Photo Editor!

Elizabeth "Beth" Whiteley is the owner of The Photo Editor. Her expertise is in taking damaged photo treasures and restoring them with state-of-the-art digital equipment and archival inks. She presents a new, fully-restored photo printed on photographic paper, while preserving the integrity of the original photo to return to the client.

Beth combines her experience and education in fine arts photography, project management and library science in her work as The Photo Editor. She welcomes opportunities to share her portfolio of her restoration and retouching work, and also offers free estimates! You can contact Beth via email [here](#).

Make sure you take a chance to say hello and welcome to Beth during the Corporate Partner Expo at our December chapter meeting!



And Even More Holiday Tips!



Janice Rasmussen
Executive Order

Make a gift card more personal by tailoring it to the interests of the individual and including simple, related accessories for an added dimension:

Spa and pampering salon: Put a manicure gift card/certificate in a box and include a couple of nail polishes and an emery board.

Movie tickets: Put gift card in a box and include a microwavable popcorn package and some candy bars.

Gardening nursery: Put gift card in a box with a pair of gardening gloves, bag of seeds or gardening tool.

Theater or concert tickets: Put gift card in a box with the schedule of performances for the theater (Kennedy Center, Strathmore Hall) or include a review of the show.

Restaurants: Put gift card in a box with a sample menu printed from their website.

Cooking lessons: Put gift card in a box with a couple of cooking utensils or copy of "Bon Appetit" magazine.

Gym or health club membership: Put gift card in a box with an issue of "Shape" or "Self" magazine.



Ellen Epstein
Concierge America, Inc.

One of my favorite organizations is Kiva.org, an online microfinance organization. Kiva's mission is to connect people, through lending, for the sake of alleviating poverty. Kiva empowers individuals to lend to an entrepreneur across the globe. By combining microfinance with the Internet, Kiva is creating a global community of people connected through lending.

For a great clutter-free gift, make a contribution to Kiva.org in honor of your gift recipient. The recipient is then notified that "X" amount of money has been donated in honor of them

and they go to Kiva.org to decide how to spend the funds.

The recipient has control over who gets the micro loan: a hairdresser in Nepal; someone opening a cafe in Columbia; a seamstress in Africa. And it doesn't have to be a single person. The recipient can break the gift up into several small donations. As the loan is repaid, the recipient can keep loaning the same money all over again or can simply contribute it to KIVA.

Kiva will also alert you if the gift has not been redeemed so that you can nudge your recipient to open the email!

Kiva was born of the following beliefs:

- People are by nature generous, and will help others if given the opportunity to do so in a transparent, accountable way.
- The poor are highly motivated and can be very successful when given an opportunity.
- By connecting people we can create relationships beyond financial transactions, and build a global community expressing support and encouragement of one another.

Kiva promotes:

- **Dignity:** Kiva encourages partnership relationships as opposed to benefactor relationships. Partnership relationships are characterized by mutual dignity and respect.
- **Accountability:** Loans encourage more accountability than donations where repayment is not expected.
- **Transparency:** The Kiva website is an open platform where communication can flow freely around the world.

As of November 2009, Kiva has facilitated over \$100 million in loans.

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 Standard:	\$275
Corporate Partner Premium :	\$450
CP one-time processing fee	\$50

Membership year is from October 1 through September 30. NAPO-WDC Chapter membership information and application visit www.napowdc.com or contact the Membership Director Jackie Kelley at membership@dcorganizers.org. Corporate Partner info, contact Susan Perez at corppartners@dcorganizers.org.

NAPO National Annual Member Dues

Industry Member—Provisional	\$200
Industry Member — Level 1 (w/o employees)	\$230
Industry Member — Level 2 (w/employees)	\$280
Corporate Associate	\$615
One-time processing fee	\$ 25

Send NAPO National dues to:

NAPO
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.

Membership News

Welcome New Members!

Eileen LaGreca
Fairfax, VA
eileen@sensationalspaces.com

Sherrye Bussell
Fairfax, VA
sherryebussell@yahoo.com

Denise Sintetos
Bethesda, MD
sintetos@msn.com

Dawn Burrell
Warrenton, VA
Dawn@letsrearrangeit.com

Helena Alkhas
Silver Spring, MD
helenaalkhas@yahoo.com

There are currently 98 members and seven Corporate Partners in NAPO-WDC. There were 42 members (regular and CP) at our November 2010 chapter meeting and we hosted five guests.

Membership Directory

Detailed information about members can be found on our chapter website, 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. 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.

Chapter Meeting Summary



Cris Sgrott-Wheedleton
Organizing Maniacs
NAPO-WDC Secretary
Cris@OrganizingManiacs.com

On November 1, we met at Rock Creek Mansion in Bethesda, MD. Alisa Levy started the meeting with the ice breaker. We had to share our successes with the group. New coaching certificates, social outings, successful Soles 4 Souls shoe drive and growing Hoarding Task forces were among some of the accomplishments shared by our attending members.

Jackie Kelley acknowledged our five guests! We also have two new members: Eileen LaGreca and Denise Sintetos. Welcome to the NAPO-WDC chapter! Susan Perez acknowledged our corporate partners present: Linden Coyne from Junk in the Trunk, Elizabeth Whiteley with Photo Editor, and Ron Goodes and Judy Stone with Re-Sale Solutions. We will be having a scavenger hunt at the December 6 Corporate Partner Expo. Come early and don't miss out on the fun! You might even win a prize!

We acknowledged our volunteer of the month, Janet Rasmussen. Janet, thank you for the taking the time to collect all the valuable Bethesda information for our MARCPO 2010 conference bags! Speaking of MARCPO, we are starting to plan MARCPO 2011 and we cannot do this without your help. Contact Janet Schiesl or Cris Sgrott-Wheedleton for volunteer opportunities. Remember GO Month is also just around the corner!

Pierrette Ashcroft presented Juli Monroe with 1 to 1 Discovery. Her presentation focused members on the values of strategic partnerships and how to recognize, attract and build effective relationships with them. Please see Juli's article in the November 2010 newsletter for more information.

Susan Unger gave us an overview of the chapter budget:

- Renewals for 110 members: \$21,620.00
- Monthly expenses: \$1,643.00
- MARCPO income: \$3,481.00
- Savings: \$40,856.00

Carol Poppalardo will be replacing Helen Long as our new director of marketing. Sally Reinholdt is our GO Month Chair. We will be working for two organizations during GO Month: Re-Store for Habitat for Humanity in Chantilly and the Tiger Lily Foundation. Thanks to our Premium Corporate Partner 123Junk.com for participating in the Habitat for Humanity event. In December, we will be organizing the offices of our community partner, Homestretch. We are excited to help them improve their space. As part of our Quantum Leap program, we will be doing time and paper management classes at Homestretch in March and May. Visit our volunteer sign up table for details and questions.

A chapter PowerPoint presentation titled "What Can a Professional Organizer Do for You?" is in the works to be used at chapter events. We are looking for before and after photos, quotes and statistics. Contact [Carly Poppalardo](mailto:Carly.Poppalardo) to contribute.

We will see you next month!

Golden Circle News



Helen Montfort
Making Space for Life, LLC
NAPO-WDC Golden
Circle Liaison
hsmontfort@mac.com

Golden Circle Gatherings

Our next meeting is a potluck at Helen's home in Bethesda on Sunday, January 23, 2011 at 4:00 pm.

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.

Thank you Amy Goldberg-Cutler for hosting the "Ask the Expert" table at the November meeting!

Welcome New Member

Please welcome Terri Fischer as our newest Golden Circle member! If you are interested in becoming a Golden Circle member, just talk with Helen. You have to have been a NAPO member for a year and have at least five years of organizing experience.



Our first annual Golden Circle social event was a great success. Sally Reinholdt, Helen Montfort, Lynn Meltzer, Terri Fischer, Jackie Kelley, Janet Schiesl, Vernestine Laughinghouse and Susan Kousek enjoyed a beautiful October afternoon exploring the Virginia wine country.

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 the Members Only section of NAPO.net and click on Golden Circle.

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.



NAPO in the Neighborhood Meetings

Rockville Pike

No meeting in December!
LaMadeline—Rockville Pike
Contact: Wendy Glover
wendy@minordetailz.com
301-906-2125

Route 66

December 28
Whole Foods—Vienna
7:00—9:00 pm
Contact: Terri Fischer
fischer.terri@gmail.com
703-638-5995

Route 7

December 1
Panera Bread—Off the Greenway in Ashburn
7:00—8:30 pm
Contact: Cris Sgrott-Wheedleton
Cris@organizingmaniacs.com
703-969-8407

PR Corner

C. Lee Cawley, CPO® presented "Terrific Tips on Time and Salvation for your Stuff and Space" for the Falls Church MOPS on September 24th.

Have you given a presentation to a community or professional group? Been featured in a news article? Interviewed on a radio or television show? Don't forget to send the details to the news-letter editor so we can all bask in your glow!