



# Capital News & Views

Volume 18, Issue 3

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

March/April 2011

## Referral Fees Panel Discussion

Monday, April 4, 2011 6:30 pm — 9:00 pm

A panel of professional organizers and corporate partners will discuss referral fees. What are the ethical implications of offering or taking referral fees? Should you disclose to clients when you receive them? Is it a way to get more business? Are other organizers more likely to refer business to you if you pay them for their referrals?

### Ask the Expert

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.

### 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.

*Professional Attire Please*

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### 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.

A special thanks to our Premium Corporate Partner 123 Junk for sponsoring our April NAPO-WDC chapter meeting. Find out more about how their services can help your clients at [www.123Junk.com](http://www.123Junk.com).

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



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## Be A Dream Builder



Janet Schiesl  
*Basic Organization*  
*NAPO-WDC President*  
[www.BasicOrganization.com](http://www.BasicOrganization.com)

You started your business with a dream. We all did. Each dream was, in ways, different and in other ways, the same. Did you dream about working for yourself, answering to no one? Maybe your dream involved helping others to be more productive. Whatever your reasons for starting a business, you moved forward and decided to build on that dream.

It was probably a little scary, but you moved forward, found NAPO, established your business, and took some classes, among other things, to feel more prepared. Then you got your first clients, had successful projects, worked harder, worked longer and started to feel like a real entrepreneur. Now time has moved on and you may have lost sight of your dream. Are your heart and head in the same place as when you started your organizing business?

Maybe it's time to start dreaming again. Let some new ideas flow into your subconscious. Last summer, at our first board retreat, when we were just getting to know each other, I ask the members "if money and time were of no concern, were would you like your business to go?" Really I was asking "what are your dreams?" How about you? What are you doing to get there?

### *How are you building your dream today?*

I believe there are a few things that you need to possess to be your own dream builder:

**Have a passion for what you do.** Do you have that passion today? It's something that you feel in your bones. You know it's the right thing for you. How will you keep that passion?

**Believe in the end results and that you will get there.** Take risks and believe you can achieve your goals. Don't let barriers or challenges get you down. There is no one stopping you, but you.

**Keep a positive attitude toward your business, clients, colleagues, associates, family, friends and yourself.** Attitude is everything! Negative thoughts have no place in your head. Keep that space for positive views and always expect the best.

**Gain knowledge in the form of book smarts and street smarts.** Never stop learning. Read a book, attend a chapter meeting or take a class. Your efforts are vital to your continued success.

"To accomplish great things, we must dream as well as act."  
*Anatole France*

This month, many NAPO members are meeting in San Diego, for the Annual Conference and Organizing Exposition. The seminars, expo, meetings and casual conversations are all meant to spark some new ideas. Each attendee will have the opportunity to do a little California dreaming. I wonder what dreams I'll bring home?

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# May Meeting to Offer Popular “Favorite Things” Program

It's time to share your favorite things! The always popular “Show and Tell” chapter meeting, where new and favorite products will be showcased, will be held on May 2, 2011. Share favorite organizing products or services that you use for yourself or for your clients. Join us for a fun evening of show and tell, and learning from your fellow members.

All you need to do to join the fun is answer these questions:

What is it?

Where can it be purchased?

How much does it cost?

Why do you like it?

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Send information about your favorite product or service to Pierrette Ashcroft at [development@dcorganizers.org](mailto:development@dcorganizers.org) by April 25.

Include your name and email address in case we have a question.

You will be asked to highlight your product during the “show and tell” portion of the May chapter meeting.

Don't be shy! Everyone loves to learn something new from a fellow organizer!

## We want to hear from you.

On April 28 members will receive a survey by email. Please take a few minutes to answer the questions; your feedback is important to us.

As a small reward every member who completes the survey will receive \$5 toward their ticket to the June Awards Dinner. That's the night we celebrate and show our appreciation to our members who volunteer throughout the year.

If you have questions, send them to [Pierrette Ashcroft](mailto:Pierrette.Ashcroft).

## Call for Speaker Proposal Submissions for MARCPO 2011

The Washington DC Chapter of the National Association of Professional Organizers is requesting proposal submittals to speak at the Mid-Atlantic Regional Conference for Professional Organizers (MARCPO) to be held on October 15, 2011.

We are looking for keynote and session speakers who offer topics relevant to organizing and productivity professionals and/or small business owners. Familiarity with the organizing industry and solopreneurs is required.

If you know someone who would like to submit a proposal to present at MARCPO, suggest they sign up for information on our home page of [NAPOWDC.com](http://NAPOWDC.com) or contact [Janet@BasicOrganization.com](mailto:Janet@BasicOrganization.com).

## NAPO-WDC 2009-2010 Committee Chairs

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## Helping Hands

### 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

On Friday, Feb 11th, nine NAPO-WDC members volunteered their time and considerable skills to help a deserving single mom in Alexandria, whose 5 year-old son is battling a rare form of bone cancer and currently undergoing chemotherapy. Every area of the five bedroom house was tackled including the kitchen, storage spaces, closets and play areas! In the end, the home was completely transformed and the mom and her son will be able to live much more comfortably because of the amazing efforts of this outstanding team!

### October

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



Joining team leader C.Lee Cawley of Simplify You, Inc. were Tammy Laurent of T.L.C. Organizing, Jackie Kelley of Clearing House L.L.C., Jody Al-Saigh of Picture Perfect Organizing, Bonnie Riley of Riley Creative, Karen Gardiner of Simplify for Life, Lauri Mennel of Bluebonnet Professional Organizing, Melanie Patt-Corner of Cabin John Organizing and Emily Belcher of Hide and Seek Organizing.

### 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:  
**Space Planning  
Preview**  
Rock Creek Mansion  
Bethesda, MD
- 11 Book Club North

### 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.

(Continued on page 5)

# CPO Study Group

## *Prep for June exam*

(Continued from page 4)

### February

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

16 Book Club South

### March

7 Chapter Meeting:  
**Basic Feng Shui to Enhance Your Professional Organizing Practice**  
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

### July

19 Book Club North

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

Are you considering sitting for the Certified Professional Organizer exam in June 2011? If so, you may be interested in joining the NAPO-WDC Chapter CPO Study Group.

To participate you must agree to read one or more of the Board of Certified Professional Organizer's (BCPO's) suggested reference books, take notes on the book and present the highlights of the books to the others in the CPO Study Group.

Please contact the group leader, Cris Sgrott-Wheedleton, to receive your book assignment(s). She can be reached at [Cris@OrganizingManiacs.com](mailto:Cris@OrganizingManiacs.com) or 703-969-8407. The group meets:

1<sup>st</sup> Wednesday of every month through June 2011  
7:00 pm—8:30 pm  
Panera Bread off the Green Way  
43670 Greenway Corporate Drive  
Ashburn, VA 20147

Questions about sitting for the CPO examination, can be directed to Heather Coccozza, PMP, CPO® [hcoccozza@coccozzaorgdesign.com](mailto:hcoccozza@coccozzaorgdesign.com) or 703-276-1243 ext. 2.

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

Check out the official [CPO® website](#) 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.

## Membership News: Prorated Dues Now in Effect

NAPO-WDC launched a prorated dues structure last year. Prorated dues begin on February 1. New member rates for this period are \$110 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).

## Newsletter Information

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### Committee Chair & Layout

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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.

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)



## TECH TIP — *Blog Committee*

I figured this would be a good time to explain how EASY it will be to be on the blog committee or even to just help every once in a while. No one has volunteered on the sign up sheet for the last several meetings, so I thought that I should explain the fun and simple nature of the tasks.

The newsletter's current format is a 12-page PDF with lots of great information. Turning it into a blog, however, means we will be reducing the amount of content and therefore the amount of work that will go into it.

The newsletter blog posts will consist of the president's message, the chapter meeting summary and an article or two with tips and tricks. The president's message and the chapter meeting summary are written by board members each month. That leaves the article with tips and tricks open, and therefore what I need help with.

Here are the specific tasks I would need help with:

- Recruit people to write original articles (one or two per month).
- Get permission from those who already have organizing blogs for us to repost their articles (they get credit and a link back to their site).
- Once we have permission from other bloggers to repost, find suitable articles for us to post on [dcorganizers.org](http://dcorganizers.org).

Easy enough, right?!

If you want to help, email me at [techdirector@dcorganizers.org](mailto:techdirector@dcorganizers.org) or talk to me at the next chapter meeting. Thanks!

## BONUS TECH TIP – *Website Builders*

In the last month or so, I was approached by several people asking how to go about building a website. I could offer some of my basic knowledge of the do-it-yourself website builders but nothing very detailed. In light of that, I did some research and here's what I found. Enjoy!

The following website builders are very inexpensive or free, easy to use, great for all skill levels, and offer hosting and other features. Check them out!

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

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

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

\*The above information is according to <http://www.easywebsitebuilders.net/>

# Book Club News

## Book Club North

Coordinator: Lynn Meltzer  
*Clutter and Paperworks*

When: Tuesday, May 17 at 7pm

Where: Home of Penny Catterall  
Bethesda, MD  
penny@orderyourlife.net

Book: *"The 100 Thing Challenge: How I Got Rid of Almost Everything, Remade My Life, and Regained My Soul"*  
by Dave Bruno

A cause for pause, *The 100 Thing Challenge* is a response to the culture of materialism in America, one that has filled our lives with the constant and unsatisfactory desire for "more." Dave Bruno offers compelling anecdotes and practical advice to help readers live more meaningfully, simply by casting off the unnecessary "stuff" that clutters their lives.



## Book Club South

Coordinator: C. Lee Cawley  
*Simplify You*

When: Wednesday, April 13 7pm

Where: Whole Foods  
Clarendon, VA

Book: *"Getting Organized in the Google Era"*  
by Douglas Merrill

From how to harness the amazing power of search, to how to get the most out of cloud computing, to techniques for filtering through the enormous avalanche of information that assaults us at every turn, to tips for minimizing distractions and better integrating work and life, this book is chock-full of practical, invaluable, and often counterintuitive advice for anyone who wants to be more organized and productive—and less stressed—in our 21st-century world.



(Continued from page 6)

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.

## Check Out NAPO-WDC Book Clubs!

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. C. Lee Cawley is the contact for the **Back to Basics Book Club South** meetings.



## 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](http://www.123junk.com)

Standard Partners

Closet Factory Washington DC  
[www.closetfactory.com](http://www.closetfactory.com)

College Hunks Hauling Junk  
[www.1800junkusa.com](http://www.1800junkusa.com)

Eco-Nize Closets  
[www.eco-nize.com](http://www.eco-nize.com)

Junk in the Trunk  
[www.JITT.com](http://www.JITT.com)

The Photo Editor  
[Beth Whiteley](http://Beth.Whiteley)

ReSale Solutions  
[www.resale-solutions.biz](http://www.resale-solutions.biz)

Shelf Genie  
[www.shelfgenie.com](http://www.shelfgenie.com)

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## Book Club North Book Review



Lynn Meltzer  
*Clutter and Paperworks*  
[arnielynn@verizon.net](mailto:arnielynn@verizon.net)

For our March meeting, Book Club North read "Take the U Out of Clutter" by Mark Brunetz and Carmen Renee Berry.

Brunetz theorizes that the "Things" people are unable to let go each have a "story" with feelings and emotions attached. Often before someone can begin to let go of their things or change their habit patterns, they need to work through their "stories". That amassing "things" is an attempt to deal with their emotions and fill a void.

The book is divided into three main parts.

**You Make the Meaning:** A system to help people learn to become aware of their stories and work through their stories and feelings.

**Stories That Hold Us All Back:** All the excuses that people make as to why they can't let go of their "Things."

**Clear the Clutter from the Inside Out:** Strategies to help people work through their stories. He wants people to understand that "the less space you have on the outside translates into having less space on the inside." In other words, "less is more" and "more is less." Everything needs space to be appreciated.

We thought his claim that "this is the last organizing book you will ever need" was a bit overstated! We gave the book three stars as another tool in helping people overcome their resistance. The book and its strategies may help some, but will not work for everyone.

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## PR Corner

C.Lee Cawley of *Simplify You, Inc.* has given numerous talks to groups this year including a free GO Month Presentation, "Get Organizing to Get Fit" at the Arlington Central Library. Other talks given were to help parents manage "Stuff, Space & Time" to the North Virginia Parents of Multiples and at the Reston Community Center.

Heather Coccozza, PMP, CPO, of *Coccozza Organizing & Design, LLC* was the host for NAPO's webinar "PO-206 Project Management for the Professional Organizer" in February 2011.

Heather was also quoted with a photo in SUCCESS magazine's April 2011 issue in the article "52 Ways to Optimize Your Workspace."

*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 [newsletter editor](#) so we can all bask in your glow!*



# Business Goal Setting



Janet Schiesl  
Basic Organization  
NAPO-WDC President  
[www.BasicOrganization.com](http://www.BasicOrganization.com)

Take a moment to think about your business goals for 2011.

How are they going?

Your business goals are as individual and unique as you are! So realizing your goals will be an individual and unique process. Figuring out how to realize your goals can be as daunting as the work you will put into achieving your end product. Here are some steps you can take to reach your goals.

## Declare Your Goal

Whether your goal is to increase your business revenue, change your branding, or re-define your business model, you must take the first step by telling the world (or just a friend) what you intend to accomplish. State your intentions clearly. This first step is important because if you can't declare your goals to other people it shows that you are not committed to making it happen. By speaking your goals out loud it makes it harder for you to procrastinate or slack off. When you involve other people in tracking your progress, your commitment naturally deepens.

## Recruit Help

It's not unusual to lose momentum while working on a long-term goal. That's why you must enlist the help of other people. Find like-minded people who will offer continuous support and enable you to believe that you can accomplish your goals. Get an accountability partner and you can support each other to stay focused on your goals. You and your partner will inspire each other with positive feedback and motivation.

## Convert Long-Term Goals into Short-Term Goals

Do you want to feel the rush of excitement of

moving forward? Break down your goals into many individual missions. This is not something unfamiliar to the professional organizing industry. We use this concept with our clients who are overwhelmed with the scope of a large project. Do the same for yourself. Celebrating each accomplishment will be rewarding and keep you moving forward.

## Be Mission Specific

What's your mission? To be a real achiever and not just an excuse maker you must plan and schedule your goal progress. If you are truly determined in achieving your goals, write down the individual steps in your planner. Keep to the schedule, be specific. This is where your accountability partner can help you be realistic and focused.

## Establish a Fund

Goals can't always be accomplished for free. Be realistic about how much funding your goals will take. Find the money, set it aside. It's not always easy to do, but your goals may not move forward without the research, education and marketing you may need.

## Act "As If"

No matter what your goals, the best way to avoid becoming discouraged is to act as if you have already reached them. By acting "as if", you will assume the confidence which in turn reaffirms a positive outlook. I believe that a positive outlook never hurt anything. When you act the way you want to become, you will most certainly become the way you act.

"Actions change attitudes, movements change moods, and motion changes emotions."  
*Joe DePalma*

## 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](http://www.napowdc.com) or contact the Membership Director Jackie Kelley at [membership@dcorganizers.org](mailto:membership@dcorganizers.org). Corporate Partner info, contact Susan Perez at [corppartners@dcorganizers.org](mailto: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

There are currently 104 members and eight Corporate Partners in NAPO-WDC. There were 49 members (regular and CP) at our February chapter meeting and we hosted 16 guests. In March, 38 members attended the chapter meeting and we hosted six guests.

### New Members

Elisabeth Carter  
Washington, DC  
[spaciousprofessionalorganizing@gmail.com](mailto:spaciousprofessionalorganizing@gmail.com)

Julie Langsdorf  
Potomac, MD  
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Katie Mazzocco  
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Lauren Smith  
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[Lauren@domorewithles.com](mailto:Lauren@domorewithles.com)

### 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.

## February and March Meeting Summaries



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

On **February 7** we met at Kena Shriner in Fairfax. Jackie Kelley, director of membership, acknowledged our 15 guests! We welcomed new member Lauren Smith. Susan Perez, director of corporate partners, acknowledged our corporate partners who were here for the Expo: Zach Johnson from **123 Junk**, Elizabeth Whiteley with **Photo Editor**, Ron Goodess and Judy Stone with **Re-Sale Solutions**, Deb Broker with **The Closet Factory** and Joe Johnson with **Shelf Genie**.

Zack Johnson with 123Junk did a spotlight presentation. They remove junk based on a value. He wanted to talk about how good they are, how green they are, and how cheap they are. Half of what they pick up is taken to charity with the client receiving a tax receipt. If you presort the items it makes it easier to donate. They are partners with Habitat for Humanity Re-Store but they work with many other charitable organizations.

Joe Johnson with Shelf Genie gave us his presentation. Shelf Genie now has four different products. They have a do-it-yourself roll out shelf starting at \$79.00. In addition to the DIY products, they have a basic, a classic and a designer pull-out drawer. They have three factories and are the only national pull-out shelf company. Shelf Genie trains professional organizers to become designers to sell their products.

Sally Reinholdt was acknowledged as the volunteer of the month for all of the work she did with GO Month. Thank you for all you do!

Pierrette Ashcroft presented Sue Thomas and Melissa Kuzman, founders of the Retirement Living Resource Directory. They talked about capturing your share of the rapidly growing senior market place. The population of Americans 55 and older will double by 2030 and about 80% of older adults are homeowners.

Lauren Halagarda and Scott Roewer lead our leadership forum "jeopardy." We got to answer questions about the board and win prizes. We were excited that most of the prizes were not organizing products!

On **March 7** we met at Rock Creek Mansion in Bethesda. Jackie Kelley acknowledged our three guests. We look forward to seeing them again. Susan Perez acknowledged our corporate partners who were here: Liz Whitely with **Photo Editor**, Ron Goodess and Judy Stone with **Re-Sale Solutions**, and Linden Coyne with **Junk in the Trunk**.

Linden Coyne with Junk in the Trunk did a spotlight presentation. They started their business in 2003. Linden co-owns the business with her husband. Their business model is simple: they come and pick up our clients unwanted stuff for a fee. They are a local company focus on the environment and have become LEED (Leadership in Energy and Environmental Design) Certified. They cover the DC Metro area near the Beltway.

Elizabeth Whitely with the Photo Editor did the second spotlight of the night. She restores, retouches and edits photos that have been damaged in various ways. She works with white gloves to make sure she does not damage any photos. Most photo damage is from water, fading, tearing and folding. Our clients get a good archival copy of their original photos when she is finished with the process. She does consulting on photos and framing. She can help provide historical information as well; she can look at old photos and figure out specific information about them. She works in the evenings and weekends.

We recognized Lauren Halagarda and Scott Roewer as volunteers of the month for their awesome job at the leadership forum. We appreciate all your help!

Pierrette Ashcroft presented Dr. Katherine Morris of Inspired Settings: Basic Feng Shui. One of the ways feng shui can be helpful for our clients is by looking at their

*(Continued on page 11)*

# Golden Circle News



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

## Golden Circle Gatherings

There are several upcoming Golden Circle gatherings scheduled. On Sunday, May 15 at 4:00 pm there will be a potluck at Helen Montfort's home in Bethesda.

There will be another potluck dinner at Helen's home on Sunday, September 11 at 4:00 pm.

Finally, our Second Annual Golden Circle Social Outing will take place on Sunday, October 2. It will be a wine tour in Virginia with Reston Limousine providing the transportation. Mark your calendars now!

## New Golden Circle Member

Please welcome our newest Golden Circle Member Heather Coccozza, PMP, CPO® of *Coccozza Organizing & Design, LLC*.

## 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. Sally Reinholdt hosted the "Ask the Expert" table at the February meeting and Lauren Halagarda hosted in March. Thanks Sally and Lauren!

## NAPO in the Neighborhood Meetings

### Rockville Pike

April 25

LaMadeline—Rockville Pike

Contact: Wendy Glover

[wendy@minordetailz.com](mailto:wendy@minordetailz.com)

301-906-2125

### Route 66

April 26

Whole Foods—Vienna

7:00—9:00 pm

Contact: Terri Fischer

[fischer.terri@gmail.com](mailto:fischer.terri@gmail.com)

703-638-5995

### Route 7

March 30

Panera Bread—Off the

Greenway in Ashburn

7:00—8:30 pm

Contact: Cris Sgrott-

Wheedleton

[Cris@organizingmaniacs.com](mailto:Cris@organizingmaniacs.com)

703-969-8407

## 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](http://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 lunches, special lectures and roundtable discussion groups as well as attend local gatherings.



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spaces. It never lies. Feng Shui is the acupuncture of a space. Feng = Water and Shui = Wind. It is about surviving and thriving. She gave us a great exercise to look at the Bagua, or feng shui "map", (eight sections) of a room. She spoke of energy flow, ying and yang, and the Five Elements of Feng Shui. It was a great presentation. Dr. Morris is a member of NAPO-WDC and you are welcome to contact her with questions.

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