



# Capital News & Views

## Case Studies Roundtable Discussions

Monday, October 4, 2010 6:30 pm — 9:00 pm

Join us as chapter members are presented with several client scenarios. Working in small groups, we 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. You will determine your 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 and bring your NAPO membership card for complimentary laminating.**

### “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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### 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, 703-641-4640, [www.dominiondeli.com](http://www.dominiondeli.com). They specialize in sandwiches for a quick meal before the meetings in a comfy atmosphere.

### Agenda

6:30—7:00 pm Registration, networking, NAPO card laminating 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*

### Chapter Mission:

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

### [This Issue](#)

**Prepare for Disaster!**

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# What Makes a Professional?



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

There are many answers to this question. One definition that I came across said a professional requires training.

As a new organizer, that is probably one of the reasons why you joined NAPO and the Washington DC chapter. Through both organizations, you have many opportunities to gain the knowledge and skills needed to run a business and work with clients. NAPO offers numerous teleclasses to help you educate yourself. NAPO-WDC offers you hours of education just by attending the chapter meetings.

There are also numerous opportunities to learn from people outside the field of organizing. They will all come with the perspective of their own business, which will help you to look at things differently and follow a less predictable path to success. Seek out people that you admire, learn from them and change things to fit your business model.

But what happens after you have been in business for awhile? Do experienced organizers still need training? It is so easy to get comfortable in your own success. But how do you keep it fresh for your clients and challenging for you? Have you considered changing your business model or your service offerings? Do you feel as though the excitement and challenge of starting something new is gone? Is it time to step out of your "box" and expand your business model in some way?

The best way to keep your business current is to attend the Mid-Atlantic Regional Conference for Professional Organizers on October 2, 2010. **You knew that was coming, didn't you?**

**When** are you going to be able to attend an all-day, local event for professional organizers and learn something new? This is your chance – or are you willing to wait another year to find that success?

**Where** are you going to have the opportunity to expand your horizons about your business? If your answer is in San Diego, next April, that means you are willing to wait another six months to get started.

**Why** are you waiting? Are you getting too comfortable?

**What** do you have to lose? What do you have to gain? In my opinion, there is a lot more to gain. I want to learn how I can be the tipping point for my clients; to identify PR opportunities for my business; to use technology to build my business; to expand my business model to work with business clients; examine different career options in working in the senior community; and lastly, I can't wait to learn what my conversations say about me.

**How** will you grow your business? Do you have a goal that you want to complete by the end of 2010? Are you starting your list of goals for 2011? I'll see you at MARCPO where we can compare notes!

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# In the Limelight...

*Each Spring, the NAPO-WDC Chapter holds an Awards and Appreciation Dinner. In addition to relaxed networking, great food and a lot of fun, several awards are presented to members who have gone above and beyond as voted on by their fellow chapter members. As an introduction to a new newsletter feature "In the Limelight", here are words of wisdom by the winner of the 2010 Key Leader Award, Cris Sgrott-Wheedleton. Future articles will highlight our 2010 Professional Organizer of the Year, Deb Lee, and our 2010 Volunteer of the Year, Alisa Levy, as well as other chapter members.*

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Last year, at about this time I was an unknown new member. It is humbling to look back and appreciate the opportunities. Instead of making this about me and my business, I would like to start a new conversation about volunteering and getting involved. I wanted to be part of a community and not just have a membership in an organization. I had no idea the great ride I was about to embark upon.

For my first event, I went to Book Club South, which gave me the opportunity to get to know a small group of people. I do not always read the book, but I am respectful of others' interpretation, and I always learn something new. It is a great opportunity to share others' points of view. If you are shy, it's a great way to get to know a few people at a time.

I went to the New Member Brunch, which gave me the opportunity to meet the board of directors. There were three new members there, Janet Hanchuck, Janice Rasmussen, and myself. At that breakfast, inspired by Janet Schiesl's Route 66 Neighborhood Group, Maria White, Janet Hanchuck and I started the Route 7 Neighborhood Group. Janice Rasmussen has been a very active new member as well, chairing GO Month at IKEA, among other chapter activities.

I went to the NAPO Conference in Orlando and got to know several other chapter members. It was a tremendous learning opportunity. On my flight home, I wrote a three page list of suggestions and I submitted part of it to NAPO national and part of it to Judy Parkins, our outgoing chapter president. Judy took the time to call me and ask questions and that made me feel my opinion counted. Since her approach to leading is for people to be part of the solution, she then asked me to run for the secretary board position. It gave me the opportunity to be part of the process, the solution and to volunteer for other interesting chapter activities.

MARCPO was a great learning opportunity for me; it is a great opportunity for the Chapter to make an extra income. I got to be part of the process, and learned how to put a conference together. I volunteered to be a speaker liaison and was able to get to know Dr. Meggin McIntosh. She is an extremely funny speaker and she had great advice to new organizers. There were a lot of opportunities to mingle with the speakers and get to know the people making a difference in our industry.

GO Month was another great opportunity to volunteer and once again, get NAPO out into the community. Our event at IKEA was the first of its kind, and we were exposed to thousands of IKEA shoppers. It was a great opportunity to learn how social media had an impact in an event.

I am extremely grateful for being selected as the 2010 Key Leader Award Winner. However, I am more grateful for the opportunities to learn, socialize, experience, make new friends, bring awareness, and be part of the team. I appreciate every one of my colleagues, who have pushed me out of my comfort zone, all while sharing of themselves selflessly!

Get involved and have fun! Next year, you could be the Key Leader Award winner.



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# Planning Can Prevent Problems

## 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

- 7 Chapter Meeting:  
**Manage Large  
Client Projects with  
Multiple  
Organizers**  
Kena Shriners  
Fairfax, VA
- 15 Book Club South

## January

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

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Terri Fischer  
*Consider It Done*  
[fischer.terri@gmail.com](mailto:fischer.terri@gmail.com)

When I was a child, I anticipated the possibility where my brother and sisters and I would be allowed to climb out of my parents' second story bedroom window, onto the gabled roof over the front door. We'd be allowed to do that only if there was ever a fire in the house and we couldn't safely get out the ground floor. Fortunately, we never needed to implement the plan – but at least there WAS a plan, and we all knew what it was. Now, as a volunteer emergency responder with a local fire department, I see that many of the patients we assist, as well as their loved ones, could have benefited from having emergency plans set up in advance. Many of our clients likely would too, since no one plans to have an emergency.

As professional organizers, we can contribute to the safety and quality of life of our clients by offering recommendations based on what we see in their homes. This can include not only identifying possible fire hazards, crowded or blocked exits and other safety issues, but also by including some basic safety questions in our assessments. Based on their answers, we can help clients develop safety and emergency preparedness plans.

A very basic residential safety plan could include the following:

- ensure there are no apparent health or fire hazards in the home
- check for functioning smoke alarms
- confirm that the house address is visible for emergency personnel
- prominently display the Poison Control number, especially if there are young children in the home
- ensure an adequate supply of needed medicines for all individuals and pets, easily accessed and clearly labeled
- check for a working fire extinguisher

- keep a basic first aid kit on hand
- take a first aid and CPR course
- assemble an emergency Grab and Go supply kit

Preparedness allows for increased confidence and peace of mind. I can think of three major ways in which preparedness is beneficial; through preventing problems in the first place, by keeping small emergencies minor so they don't escalate, and by providing resources to deal effectively with a major emergency.

To prevent problems, or to deal with them before they get big, some practical steps include:

- develop a plan for the emergencies that occur most often in our region
- inspect your yard for tree hazards and have them remediated
- get to know your neighbors, since you may need to rely on one another
- create or update your contacts list and keep a hard copy
- keep another copy electronically, accessible from any computer
- consolidate your most essential important records for quick transport

In the event of a weather emergency such as those we had last winter, or a power outage, draw on resourcefulness to create common sense solutions. By being prepared and self-reliant, you free up first responders for those with greatest medical need.

Check in on a neighbor, especially those who are ill or elderly, to see if they need assistance. A good attitude, coupled with a good plan and supplies, can go a long way toward remembering an event as an adventure, rather than as a disaster.

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To prepare for weather or power emergencies:

- use a cell phone as an emergency flashlight, allowing you to find candles
- keep drinking water on hand and rotate it regularly
- keep a few no-cook or ready-to-eat items in your pantry
- keep a manual can opener in the house
- keep unscented bleach on hand to purify water

As resourceful organizing professionals, we can assist clients to eliminate or reduce potential problems. Creating a plan and having the necessary resources on hand will often keep a problem minor and manageable.

(Continued from page 4)

11 Book Club North

**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**

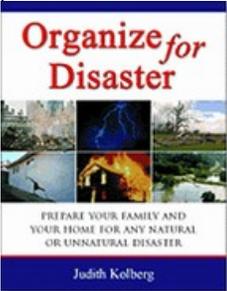
6 Chapter Meeting:  
**Membership Appreciation and Awards Dinner**  
Location: TBD

15 Book Club South

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

### Amazon.com Information and Reviews on Kolberg Book

The world is a more dangerous place than it used to be. Organize for Disaster: Prepare Your Family and Your Home for Any Natural or Unnatural Disaster engages that danger head-on. It advises preparing for disasters as part of everyday life instead of as an urgent event in the heat of the moment. Organize for Disaster provides organizing tools including shopping lists for purchasing disaster provisions, storage ideas, sample plans for communicating, evacuating and escaping, and checklists. The book recognizes the entire family can be involved in preparedness and includes a What Children Can Do section. Organize for Disaster is current with information about terrorism as well as natural disasters. It is exactly what every busy family needs to be prepared for any disaster.



"...if you read this book and take its advice you stand a better chance of saving your life..." -- *Jone Scott, Salvation Army, Oklahoma Service Unit Representative*

"Kolberg has conducted thorough research. This is an impressive book about a subject the public has been apathetic about..." -- *William R. McNutt, Sr., retired FEMA disaster professional*

"Kolberg's book provides guidelines for protecting yourself and your loved ones. It is just a matter of getting organized." -- *Dr. William Waugh, Jr., disaster expert and author of Living with Hazards, Dealing with Disaster*

### 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.

## Newsletter Information

Published monthly (September through June) by the Washington DC Chapter of NAPO, PO Box 7301, Arlington, VA 22207-0301, 202-596-2761. The contents are copyrighted, with all rights reserved.

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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 committed to providing infor-

*(Continued on page 7)*

# Website Report



Nealey Levi  
*On Track*  
NAPO-WDC Director of Communication & Technology  
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Date	Average Time on Site	Visitor Demographic	Average Pages Visited per Day
Mid-June through Mid-September	11 minutes/visit 47 seconds/page view	Women Age 25-34 College Educated Don't have children	8.1 pages/day

### TECH TIP – Update On Our Alexa Ranking

First, what is an Alexa ranking?! Simply put, it's a website ranking based on a complex combination of traffic statistics, incoming links, average time spent on the site, number of pages visited and much more. The lower the Alexa ranking number the better.

My goal for the 2009-2010 year was to get our Alexa ranking below 1 million. Mission accomplished. Now we are below 800,00!

- Our current Alexa rank is 773,664.
- The number of page views has gone up 112% in the last 3 months.
- The number of page views per visitor has gone up 50% in the last 3 months.
- On average, visitors spend about 10 minutes per visit on our site.
- On average, visitors spend about 47 seconds on each page they view.
- On average, visitors view almost 8 different pages each day.

## Calling All Newbies!

So many questions, so little time! That's a feeling shared by many new organizers. You've done your reading, researched websites, consulted listserves, and attended meetings. Yet something is still missing. Wouldn't it be good to have someone you could meet with to ask questions, exchange ideas and share concerns?

Well, the Newbie Group of DC Organizers wants to be that someone! The Newbies is a new group whose purpose will be to serve as a forum for members new to organizing. We will meet once a month for an hour to cover topics such as business and marketing plans, insurance, creating websites and other topics that you would like to learn more about.

Did I say, "meet once a month?" You are probably feeling overwhelmed enough with so many other meetings. Don't worry. A unique feature of the Newbies is that rather than meet in person, we will teleconference. For those who are familiar with teleclasses, the concept is the same. We call in by telephone at an agreed-upon time and hold our meetings from the comfort of our own homes.

We hope to have our first meeting in October. We will announce the date and time on the DC Organizers Listserve. If you are interested in joining us, please contact either Ronni Perry at [vperryassoc@yahoo.com](mailto:vperryassoc@yahoo.com), (703) 833-2052 or Silvia Balderas-Saari at [sbalderas@hotmail.com](mailto:sbalderas@hotmail.com), (301) 593-7849.

# Book Clubs

## Book Club North

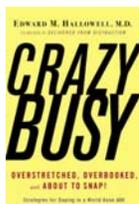
Coordinator: Lynn Meltzer  
*Clutter and Paperworks*

When: Tuesday, November 16, 7pm

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

Book: *"CrazyBusy: Overstretched, Overbooked, and About to Snap"*  
by Edward Hallowell, MD

Hallowell turns what he has learned treating ADD into advice on how to cope with rampant busyness, "the problem and the opportunity" of modern life.



## Book Club South

Coordinator: C. Lee Cawley  
*Simplify You*

When: Wednesday, October 20, 7pm

Where: Whole Foods  
Clarendon, VA

Book: *"ADD-Friendly Ways to Organize Your Life"* by Judith Kolberg and Kathleen Nadeau, PhD

This book addresses the specific challenges that adults with ADD face. Using humorous but compassionate stories that adults with ADD can easily relate to, the authors offer ADD-friendly organizing solutions that will provide long-lasting, life changing organizing success.



(Continued from page 6)

mation 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. 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.

## Book Club North Mini-Review "Women Food and God" by Geneen Roth

While the book used food as an addiction, we identified with "things" or clutter. The author wrote about finding out why someone does what they do and how nothing will change if one is not aware of what one is doing and why. We thought it might help us help clients become more aware of the sabotaging messages they are giving themselves i.e. what their "mental tapes" are telling them and how to change those tapes.

Most readers felt the book was too repetitive and melodramatic, and the contents could have easily been written in an essay.

We gave the book one and a half stars.

**NAPO-WDC  
Corporate Partners**

**Premium Partners**

123Junk.com  
[www.123junk.com](http://www.123junk.com)

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

Clutter Free Box  
[www.clutterfreebox.com](http://www.clutterfreebox.com)

Duffy Organizers  
[duffyorganizer.com](http://duffyorganizer.com)

Homeplexity  
[www.homeplexity.com](http://www.homeplexity.com)

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

**Standard Partners**

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

The Container Store  
[www.containerstore.com](http://www.containerstore.com)

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

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

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

# Golden Circle Report



**Helen Montfort**  
*Making Space for Life*  
NAPO-WDC Golden  
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product, and to share knowledge about a variety of topics with other Golden Circle members. Find more information about this listserv [here](#).

## Golden Circle Gatherings

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

Our first Golden Circle social gathering will be on Sunday, October 17. We will be going by bus on a wine tour! Contact Helen as soon as possible for more details and to reserve your spot.

## 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

## 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 Ellen Epstein for hosting the "Ask the Expert" table at the September meeting!



## 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.

# NSGCD News

We are excited to announce NSGCD will be changing our name to ICD (Institute for Challenging Disorganization). The name will take effect on January 1, 2011 and our new website will go live. We are currently working on our logo!

Save the Date! Next year's conference location has been announced. Our 2011 Conference will be held September 15-17, 2011 in beautiful Raleigh, North Carolina.

Application for the Level 3 certification program (CPO-CD<sup>®</sup>) is due November 13, 2010.

Fourth quarter teleclasses will be held on Thursdays from 8:00 - 9:00 pm:

- The Possession Cycle (LT-195)
- Working with Caregivers (ELD-225)
- Bipolar Disorder Session II (MH-276)
- Managing Client Expectations (ADM-355)

- Case Study: Client Challenge - Heirs to Hoarders & Clearing Up An Estate (ADM-340)
- How to Help Our Memories Work Better (MH-235)
- Students in Transition (STU-160)
- Neurological Conditions and the CD Client (PHY-120)
- Understanding the Physical and Mental Challenges of the Elderly CD Client (ELD-100)

Cris Sgrott-Wheedleton  
NAPO-WDC Board Secretary  
Organizing Maniacs  
NSGCD Subscriber

## Attention CPO Candidates!

The next CPO testing window is October 1-31, so it's time to start making your final preparations for the exam! Your application and all necessary fees must be submitted and received by five business days prior to the end of the testing window. If you miss this testing period, you'll need to wait until February 1-28, 2011.

The following are eligibility requirements:

- Qualified candidates must have a minimum of a high school diploma or equivalent.
- As a part of the application process, candidates must agree to adhere to the Code of Ethics for Certified Professional Organizers.
- Candidates must be prepared to document a total of 1,500 hours of paid work experience in the last three (3) years. This paid work experience may include but is not limited to on-site organizing, coaching, consulting, training, virtual organizing, interactive workshops and speaking engagements, which, through client collaboration, transfers, teaches or demonstrates organizing skills.

Up to 250 substitute hours of the required 1,500 can be earned via college degrees, continuing education courses or professional development activities in the organizing field.

Note: BCPO<sup>®</sup> is required to audit a certain percentage of all applications. In the event of an audit the applicant must be prepared to provide supporting documentation for the eligibility requirements above. Visit the [BCPO<sup>®</sup> website](http://BCPO.org) for full details. As the NAPO-WDC Chapter CPO<sup>®</sup> Liaison, I'm also available if you have any questions. Please email me at [hcocozza@CocozzaOrgDesign.com](mailto:hcocozza@CocozzaOrgDesign.com) or call 703-276-1243, ext. 2.

Heather Cocozza, PMP  
NAPO-WDC CPO<sup>®</sup> Liaison  
Cocozza Organizing & Design, LLC

## 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:	\$325
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Corporate Partner Premium :	\$500
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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 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:  
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.

# Chapter Meeting Summary

There are currently 110 members and 12 Corporate Partners in NAPO-WDC. There were 50 members (regular and CP) at our September 2010 chapter meeting and we hosted eight 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 September 13, we met at the Rock Creek Mansion in Bethesda for our first meeting after the summer vacation. What an amazing kick-off meeting it was! It was filled with networking, ice breakers and education from Matt Quinn with Quinn Auction House. We introduced Homestretch as our new community partner and we enjoyed some camaraderie after a long summer away from "Shop Talk."

Alisa Levy started the ice breaker and asked members to share with each other their professional background. It was interesting to see the various background of everyone present; at my table we had pharmaceutical sales, regional child care facility manager, non-profit events planning, and remodeling project management, just to name a few.

I had the pleasure of introducing Homestretch to the group. They will be our community partner for the season. Pierrette Ashcroft recently wrote "Homestretch provides transitional housing and comprehensive services to homeless families in a way that is making a dramatic impact on their lives. By providing a wide range of intensive and rigorous services, as well as housing, Homestretch is able to help the families make substantial changes in their lives, including reducing debt, establishing financial solvency, increasing income, learning skills, and securing safe, stable and permanent housing. Homestretch also provides a vast array of services for the children to ensure that they can compete with their peers in school and recover from the trauma of their past."

Jackie Kelley gave an overview of the membership drive, currently in full force. She introduced us to seven visitors -- we hope to see them again soon! She also introduced us to three new members. Welcome to our chapter!

Susan Perez introduced the Duffy Organizer! Karol Logan gave us an overview of her product and how she got started. Nobody likes a really messy drawer and neither does she! Frustrated by the lack of products available in the market 20 years ago, she decided to invent her own. Duffy Organizer is a product one can use inside of a drawer to compartmentalize different items: underwear, socks, kid's toys, etc. They come in different colors and different sizes so you can easily share the drawer with someone else. It helps children with boundaries and limitations. The Duffy Organizer is available online at [www.DuffyOrganizer.com](http://www.DuffyOrganizer.com)

Susan also welcomed our corporate partners present at the meeting, Linden Coyne with Junk in the Trunk, Ron Goodess with Re-Sale Solutions, and Joe Johnson with Shelf Genie. Please remember to support all of our corporate partners whenever possible.

We acknowledged the volunteers of the month. Lauri Mennel was recognized for going out of her way to interview members with her Flip video camera for the MARCPO Facebook, Twitter and YouTube campaigns. Did you know we need more volunteers? Contact anyone on the board and we will certainly find you a seat on the volunteering bus!

Matt Quinn with Quinn Auction House presented on the value of consulting with professionals to have your items appraised. We have no idea what unknown treasures might be hiding in our clients' attics! He shared several instances of discovering extremely valuable items. He gave us a great free resource [www.LiveAuctioneers.com](http://www.LiveAuctioneers.com) to check the value of items.

10% discount or commission  
for NAPO-WDC members



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### NAPO in the Neighborhood Meetings

#### Rockville Pike

October 25  
LaMadeline—Rockville Pike

6:30—8:30 pm

Contact: Wendy Glover  
[wendy@minordetailz.com](mailto:wendy@minordetailz.com)

301-906-2125

#### Route 66

October 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

October 27

Borders Books—Sterling

6:00—8:00 pm

Contact: Cris Sgrott-  
Wheedleton

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

703-969-8407

### PR Corner

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!



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