

Past Meeting Schedule – 2015

MONDAY, JANUARY 5, 2015

Rock Creek Mansion

5417 W. Cedar Lane

Bethesda, Maryland 20814

301-530-0258

Round Table Discussions – Organizing & Related Topics

Join us for a night of Round Table Discussions led by expert professional organizers who want to share their knowledge and craft with fellow chapter members. The topics will be varied & diverse from how to use Evernote to working more effectively with Hoarding, CD and ADHD clients.

Topics will include:

1. “How to Avoid the Pitfalls in Working with Chronically Disorganized Clients” – Cris Sgrott Wheedleton
2. “Using Evernote to Create and Simplify Workflows for Small Businesses” – Pierrette Ashcroft
3. “Seven Counterintuitive Things About Selling” – Jane Campbell
4. “Green Organizing: Why it’s Too Good to Waste” – Terri Fischer & Alonso Zamora
5. “Using Scanning Technology to Store and Organize Your Electronic Files” – Penny Catterall
6. “Photo Organizing: Tips to Help Clients so it Doesn’t Have to be Scary” – Jody Al-Saigh

MONDAY, FEBRUARY 2, 2015

Kena Shriners

9001 Arlington Boulevard

Fairfax, VA 22031

Bookkeeping: A Business Owner’s Secret Weapon to Success

Starting and maintaining a successful business is quite a challenge. Business owners constantly struggle with prioritizing responsibilities. Among the roles that are labeled as instrumental to the growth of a business are sales and marketing, client services and team management and last but not least: bookkeeping.

What many business owners don’t realize is that bookkeeping is a powerful business tool that can be used to get answers to questions about their business, its services and its clients which can help take a business to the next level. Bookkeeping is more than just a task we do to get ready for taxes. It can give you access to numbers all year long that you can use to make important business decisions and grow their businesses.

Connie Whittingham is President and CEO of Y-OPA Consulting Group, a firm which focuses on providing bookkeeping, QuickBooks coaching and consulting services. Connie has been working with QuickBooks since 1996 and has been a Bookkeeper for nearly 20 years. She currently holds a certification in QuickBooks Pro, Premier, Enterprise and Online editions. Connie is currently a member of the AIPB (American Institute of Professional Bookkeepers) and the Fredericksburg Regional Chamber of Commerce.

Connie strongly believes that bookkeeping plays a key role in having a successful and profitable business. She enjoys working with business owners to help them to make bookkeeping a priority in their business, because she knows that it can have a positive and long-lasting impact on their business. It is her passion.

Here's a preview video on what to expect during [Connie's session on bookkeeping](#).

6:30-7:00 pm – “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.

MONDAY, MARCH 2, 2015

Rock Creek Mansion

5417 W. Cedar Lane

Bethesda, Maryland 20814

301-530-0258

A “Team Approach” to Selling a Home: Getting Referral Business from Real Estate Agents and Stagers

Whether you are new to organizing or would like to take your business to the next level, this workshop covers what it takes to work with real estate and staging professionals. It will also explain in detail how to formulate strategic partnerships and the basics of working by referral. This team approach to one's organizing business produces a profitable income stream on its own or as added revenue. Join our own Jean Marie Herron PDD from NAPO-NNJ and owner of POSSE Partners, with her colleagues Maria Rini of RE/MAX and Bernadette Flaim of The Flaim Group. Together they own a company called Ready Stage Move, LLC.

Together ReadyStageMove™ brings 40 years of experience to the real estate, organizing and staging industry. They have mastered a systematic way to de-stress clients who want to sell their homes with the most profit and quick turnaround time. The efficient methods employed in selling, organizing and staging is a packaged product the three of them have learned as a skill set and utilize in each and every sale they work together on.

Maria Rini is a Broker-Associate with RE/MAX Real Estate Ltd. in Oradell, New Jersey. She has been helping people sell homes for 19 years and works with her husband and partner, Richard

Gneiding. She specializes in residential properties and has been collaborating with home stagers and professional organizers since 2005. Maria is a Graduate Realtor Institute, Certified Residential Specialist, Member of the New Jersey Association of Realtors Distinguished Sales Club and the RE/MAX Hall of Fame.

Jean Marie Herron is a professional organizer and the owner of POSSE Partners, LLC. With close to 10 years of organizing experience POSSE specializes in residential organizing with private clients. Additionally, she publicly and privately presents “Clutter Corrals™”, workshops and classes on many domestic organizing topics. She is a Golden Circle Member of NAPO and the Director of Professional Development and Programming for NAPO-Northern New Jersey.

Bernadette Flaim is founder and Principal Designer of The Flaim Group LLC. She has 10 years of experience in the home staging and interior redesign industry and is an accredited and certified home staging professional and RESA-PRO, specializing in vacant properties and luxury homes. She also provides interior redesign services to her clients, including one-day room makeovers and color consultations. Bernadette is President of the Real Estate Staging Association (RESA) – NJ Chapter.

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MONDAY, APRIL 6, 2015

Kena Shriners

9001 Arlington Boulevard

Fairfax, VA 22031

Google Your Small Business

Did you know that Google has more than 500 products and over 40 that are specifically for, or easily tailored to, run your entire business? In this information-packed session, Ray Sidney-Smith, a self-proclaimed Google-ologist, will present an in-depth overview of what Google has to offer a business owner and just how easy, fast and affordable it is to use to impact your business bottom line using the Web’s search engine giant.

Ray Sidney-Smith is a perennial Small Business evangelist, working tirelessly to help small businesses launch, grow and succeed in the marketplace. Ray is the President of W3 Consulting, Inc. a consultancy providing small businesses throughout the US with practical approaches to business development using Web, mobile, social and digital technologies. W3 Consulting has offices in Arlington, VA and New York City. Ray is the author of SoLoMo Success: Social Media, Local and Mobile Marketing Small Business Strategy Explained. His work has focused over the past 16 years in the legal, small business start-up, and management fields. As a serial entrepreneur

bootstrapping his own ventures, advising countless organizations and business owners, founding a national nonprofit dedicated to supporting and nurturing young, American small business entrepreneurship, and sitting on the board of technology start-ups, he has developed a keen sense for what factors determine successful outcomes in business management and technology implementations. Ray organizes the two largest productivity Meetup™ groups in the United States (in DC and NYC) based on Getting Things Done by David Allen. Ray uses his education and passion for neuroscience, psychology and productivity in working with professionals in learning about the methodology and supporting them at the different stages of their Getting Things Done (GTD) implementation.

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MONDAY, MAY 4, 2015

Rock Creek Mansion

5417 W. Cedar Lane

Bethesda, Maryland 20814

301-530-0258

“DisordR, The Play”. Discussion of the topic with the actor to follow the performance.

An original solo-stage play written and performed by Hilary Kacser, based on true stories from the life of Hilary Kacser, a person living with hoarding disorder. Using humor and sensitivity, DisordR, The Play, tells the story of a fictional character based on her own lived experience. Pakrat Patty’s struggle and progress managing her hoarding inspires understanding, advocates against stigma and helps viewers experiencing various mental health issues to move forward and to facilitate recovery. A discussion of the topic with the actor will follow the performance.

A long time actor regionally and internationally, on stage and screen, Hilary Kacser (Playwright and Performer) produced and performed in every Capital Fringe for seven years since the DC Festival’s 2006 inauguration, afterward restaging all those productions elsewhere. The Capital Fringe debut of “DisordR, the Play,” won critical praise. “First-rate,” declared Washington City Paper Fringe &Purge. DC Theatre Scene called Hilary “stellar, gifted, hilarious,” the show “a healing and cathartic experience...not only funny and entertaining, but can actually change our approach to our own ‘disorder,’ one bag at a time.”

DisordR, The Play” Demo Video

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MONDAY, JUNE 1, 2015

Kena Shriners

9001 Arlington Boulevard

Fairfax, VA 22031

Appraisal Roadshow

Do you or one of your clients own a unique piece of jewelry, furniture, glass, silver or porcelain? How about a painting, document, toy or some old coins? Have you wondered where it is from, how old it is, what it is worth, how to get it repaired, restored or insured? What about where to sell it or donate it and what the tax implications might be?

Back by popular demand, Steve Gouterman from Paradigm Experts and Todd Peenstra from Peenstra Antiques Appraisals will offer FREE appraisals, consultations, and advice on anything you or your clients might own. Items brought can include, but are not limited to, jewelry, silver, coins, time pieces, furniture, glass, porcelain, paintings, bronze, toys, documents, and any other items (except stamps).

RSVP to Janice Rasmussen (development@dcorganizers.org) and indicate what you are bringing. RSVP required to have an item appraised.

Steve Gouterman is a gemologist who has been buying and selling diamonds, precious metals, coins and timepieces since 1980. His experiences include import/export, retail and wholesale. Steve is the President of Paradigm Experts, private jewelers and estate buyers, a company committed to educating every client before they make any decisions. Their process includes complimentary verbal market value appraisals and jewelry evaluations. www.paradigmexperts.com

Through the years, Todd Peenstra has worked with both world-renowned collectors and first-time art and antiques buyers. To each he brings knowledge, perspective and insight, tailoring his advice to meet specific needs and wishes. Todd is also a candidate member of the International Society of Appraisers. From single acquisitions to furnishing entire estates, Todd's professional expertise, attention to detail, excellent customer service and refreshing enthusiasm are valuable assets to his clients.

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After our business meeting, please stay for NAPO-WDC's award ceremony where Professional Organizer of the Year, Volunteer of the Year and Corporate Partner of the Year will be announced. In addition, this is the evening where one lucky member will win a free NAPO-WDC Membership for

the 2015-2016 chapter year!

NO MEETINGS JULY OR AUGUST