

Past Meetings Schedule – 2013

Monday January 7, 2013

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

Shattering the C-Myth 5 Simple Steps to Landing Lucrative Corporate Clients™ - Angelique Rewers

If you're like most solo business owners and entrepreneurs, you are tired of chasing after clients who would love to hire you but just can't afford it. The heartbeat of any successful business is having a core base of clients who are ready, willing and able to pay you top dollar for your expertise – again and again. Mastering the art of selling to corporate companies, big and small, will unlock your greatest income potential.

Join Angelique Rewers and discover:

- 6 ways that adding corporate clients will radically transform your business success (and what you're sacrificing by ignoring this market)
- The biggest myths about working with corporate clients and the truth hiding behind them
- Your biggest assets as a small business owner and how to use them to your advantage
- The secret to taking the services you're already selling today and making them desirable to corporate clients
- Simple ways to keep yourself out of sales mode and ensure a partnership from the start
- And, most importantly, 5 simple steps to land your first corporate client – even if you've never worked for or sold to a corporate company before!

Angelique Rewers, ABC, APR – “The Corporate Agent™” Harnessing her 15+ years of award winning work with global corporations, Angelique teaches entrepreneurs how to stop chasing cash-strapped clients and instead land lucrative corporate contracts. Having successfully navigated the corporate buying process from both sides of the table, Angelique's “insider” secrets and strategies make this

\$2 trillion market more accessible to all. Connect with her on Twitter @arewers and on [Facebook](#).

Monday February 4, 2013

Kena Shriners
9001 Arlington Boulevard
Fairfax, VA 22031

Organizing Your Estate for Your Incapacity and Beyond: Making It Easy for Your Loved Ones - Christopher Guest

Regardless of a person's level of organization it would take time for someone to step in and start managing your affairs upon incapacitation or administer your estate. Having a will, trust, power of attorney or other estate-planning document executed is just the beginning.

There are additional steps you can take that will ensure your fiduciaries (people responsible for your estate) have the necessary information to meet your needs and ease any transition for your loved ones.

- Does your fiduciary know about their role and their responsibilities?
- Do they know they are a fiduciary and want that role?
- Are your estate planning documents and financial documents easily accessible?
- Do you conduct all of your banking on-line? Does your fiduciary know how to access those accounts?

The Law Office of Christopher Guest offers comprehensive estate planning, trust administration, probate services and general business counseling in the Washington, D.C. area.

Mr. Guest graduated from the Johns Hopkins University with a B.S. in Civil Engineering and was a letter winner on the football team. He earned his J.D. from George Washington University Law School. He is a member of the Bar in DC, Maryland, Virginia, New York and the US Court of Appeals for the Federal Circuit.

He believes in giving back to the community and has captained an American Diabetes Association team for the last 7 years. He resides with his wife, two children and dog in Arlington, Virginia.

Monday, March 4, 2013

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Dinnertime. Unscrambled.

Aviva Goldfarb

Is 6:00 pm the hour of greatest stress for your clients? Are they overwhelmed with planning meals, getting dinners on the table, and organizing their grocery shopping without wasting a lot of food and money (the average American throws away 25 – 40 percent of the food they buy!).

As their coach, confidant, stress doctor do you often get asked for ways to help organize meals, the kitchen and restore family harmony?

Aviva Goldfarb has come up with a system for families for getting healthy meals on the table without a lot of stress, saving hours and dollars each week for tens of thousands of families. She will share simple but powerful techniques for taking the thinking out of dinnertime. You will leave with tips and organizing tools that will help you help your clients take control of that 6:00pm hour and restore health and sanity.

Aviva Goldfarb is a Family Dinner Expert, author of two top-selling cookbooks and a fellow successful entrepreneur with her online business, the [Six O'Clock Scramble](#). She is a weekly contributor to PBS Parents' Kitchen Explorer and is frequently featured in national parenting, lifestyle and health magazines and shows. Her foolproof meal planning system has helped thousands of families eat healthier with less stress and waste. Aviva has also worked with many organizers including through her partnerships with Unclutterer and the Clutter Diet.

Connect with her on Twitter @thescramble and on [Facebook](#).

Monday, April 1, 2013

Kena Shriners
9001 Arlington Boulevard
Fairfax, VA 22031

Universal Design – Planning Ahead – Mindy Mitchell

When organizing for senior clients are you incorporating elements of Universal Design? Aging in Place reflects the notion of multi-generational living to support every family member, no matter what their age or ability.

Mindy Mitchell will discuss what is Universal Design and how it came about. We'll learn what we should look for when a client is ready to adapt their home so they can age-in-place.

Mindy is a Design Consultant with [Sun Design](#). She has more than 25 years experience as a professional organizer and uses her unique talents to see and create solutions to her client's challenges.

Mindy has been awarded the Certified Aging in Place Specialist (CAPS) certification through the National Association of Home Builders. She speaks, writes and lives the concepts of unique design and solution-based living and has been recognized for numerous award winning projects.

In addition to being an avid traveler, Mindy enjoys writing, holistic health and looking forward to her next great adventure.

Monday, May 6, 2013

The Tribute Bash: A Salute to NAPO DC Volunteers 2013

7:00 pm – \$20 per member

Mark your calendars for Monday, May 6 at 7 p.m. and join fellow NAPO-WDC members, the board of directors and Corporate Partners at [Gordon Biersch](#) in Rockville for a lively evening of networking and appreciation.

Details of our awards night:

- There will be a great selection of delicious hors d'oeuvres.
- You'll receive a coupon for one *free* beer or glass of wine and there will be a cash bar all evening. Soft drinks are gratis.
- The price has dropped tremendously (NAPO DC will be covering more than half the evening's cost – thank you NAPO DC!).

You will not want to miss 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 2013-2014 chapter year!

Monday, June 3, 2013

Kena Shriners
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Dealing With Difficult People – Dr. Dale Keeton

Each one of us can be “a difficult person” at times; such is the nature of human personality. However, there are those among us who possess attitudes and behavioral characteristics that create great challenges and frustration for all who must work (or live) with them. Researchers in this area have identified certain “types” of difficult people along with suggestions for helpful responses.

This presentation will identify a few of the more common difficult people types in a light-hearted (hopefully humorous) style. Dr. Dale Keeton hopes that one outcome may be that each person may have a clearer insight into a potential “difficult” aspect of themselves. A more important outcome would be that each person might more quickly identify the nature of those difficult persons we come in contact with, and more effectively deal with them.

Dr. Dale Keeton is a licensed professional counselor who began his practice in family therapy in Northern Virginia in 1971. Over time, his practice grew to include multiple centers and a staff of more than 36 psychiatrists, psychologists, social workers, counselors and other mental health professionals. He has served on numerous local, state-wide, and national boards and committees related to his profession.

Having downsized his practice in 2011, Dr. Keeton became an investor and partner in B-Thrifty and now serves as director of church and community relations as well as editor of the monthly newspaper, B-Thrifty News. He continues to operate a small counseling practice at The Vienna Family Therapy Center in Vienna, Virginia.

No Meetings in July or August

Monday, September 9, 2013

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The Productivity Manifesto: How Owners of Very Small Businesses Can Change the World - Margaret Lukens, Professional Organizer, BCPO

Everyone has heard of working “smarter, not harder.” But what does that really mean? What is required to be truly productive? Organizers perform a critical service, helping clients to do their best, most productive work at home, in the office, and in the community. The inspiring message of “Your Productivity Manifesto” will encourage professional organizers to step into their full potential to change the world.

Margaret Lukens has always been a leader, planner and organizer. Her career has included work in large corporations, non-profits, education, and small businesses. Drawing on these experiences, in 2003 she founded New Leaf + Company. Through *Plan To Thrive™*, a proprietary program Margaret developed, she gives small business owners the tools and skills they need to build a business they’ll love. She is the author of *The Be-Do-Have Book*, a goal-setting workbook. A popular speaker and workshop presenter, she travels widely, which she loves.

Monday, October 7, 2013

Kena Shriners
9001 Arlington Boulevard
Fairfax, VA 22031

Senior Housing 101: The Basics for Professional Organizers - Heidi Garvis

At least 70 percent of the over 65 population will require long-term care service and more than 40 percent will need nursing home care. Thus, the increasing number of older adults needing help forces us to change the way we live, play, work and do business!

This is the time when Professional Organizers can assist families struggling to transition to senior living. Since you are often the “front line”, it’s important to understand how fear, apprehension and often sadness can significantly impact the way we advise seniors.

In this session, participants will learn about:

- The only three living options older adults have
- Senior housing options
- What you need to know about senior communities
- Senior relocation stresses
- The two most important senior needs

Co-founder of Caring Considerations and resident of Fairfax, Virginia, Heidi Garvis is a Senior Housing Consultant and is Certified Senior Advisor (CSA). She has over seven years of experience in the senior living and housing industry. Most recently her experience lies in sales and marketing at a local Continuing Care Retirement Community (CCRC).

“I came into the senior living industry and then started Caring Considerations because I was able to incorporate two long-held passions: helping and educating people. Supporting families and their loved ones allows me to incorporate my core values which include listening, empathy, responsiveness, and positivity,” she adds.

Since 1987 Heidi has lived in Fairfax and is a married mother of two children. She is a board member of Senior Services of Alexandria, a non-profit organization in Alexandria, Virginia.

www.caringconsiderations.com

Monday, November 4, 2013

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Demystify Success: The 10 Point Goal Inspection - How to analyze & enhance goal setting to get results - Marlene McCallum, trained Life Coach

www.mostpowerfullife.com

If you want to know how you, and your clients, can produce bigger, better and more consistent results - both personally & professionally - then you will love the 10 Point Goal Inspection, an easy-to-use power tool to add to your toolbox!

As we're finishing 2013 and coming upon 2014, this is the ideal time to note and celebrate our successes and results achieved. Now is the moment to take stock of where goals may have gotten off track or missed the mark. "Use the 10 point goal inspection to easily identify where your projects, goals and visions may need bolstering. This program is designed to uncover the true obstacles to your success and set you on a path to goal mastery.

Learn about some unusual "success-stoppers" that are causing you undue delay and distress and what you can do about them. All attendees will receive *Success Catalysts* - 30 practices and actions that you can mix and match to shake up your results. Attendees can enter their results on Marlene's website and receive

personalized feedback about goal success. Bring any goal you are working on and want to move forward in 2014!

Monday, December 2, 2013

Kena Shriners
9001 Arlington Boulevard
Fairfax, VA 22031

NAPO-WDC Holiday Party

Join your fellow NAPO-WDC members for a holiday celebration including catered refreshments, a White Elephant Sale and a demonstration of My Favorite Organizing Things.