

You're receiving this email because of your relationship with Hot Pink Mama's..network with women. Please [confirm](#) your continued interest in receiving email from us.

You may [unsubscribe](#) if you no longer wish to receive our emails.



HOT PINK MAMAS business network
RED HOT PAPAS for **every**
body

NEW chapters opened

connecting businesses today
optimizing growth for tomorrow

HOT PINK MAMAS **RED HOT PAPAS**

Business Networking *News Flash*

N Dallas/NW Dallas/Mesquite/Park Cities

March 2009 | Vol. III



[Feature Article](#) | [Mix 'N Mingles](#) | [Roundtable Calendar](#) | [Pink Alerts](#) | [Giving Back](#) | [Referral Marketing](#)

Overcoming Network Butterflies - When it happens to You!

This is it, the big opportunity to share with the audience what I have to offer, what I am looking for and plant the seed for future growth. The room is calm, the informal conversations are over, and eyes are focused on the facilitator. Being positioned across the room, it was a good place to hear and see everyone. Little did it come to mind that it was also the seat to start off the initial business introductions. Now I realize why the seat was being avoided by the 50 plus individuals in the room, palms start to get sweaty, a sense of warmth overcomes me, then I hear my name. Has it happened to you? The seed planted that day was merely just that. At the onset of hearing my name everything I intended to share about what the business has to offer went blank!

An opportunity to get in front of the room of individuals is crucial to the initial impression of your business. Here are some tips to keep you cool, calm and collected in any type of speaking environment.



Join us at our Monthly "Industry Exclusive"

Luncheons from 11:15 to 1:00 pm!

Would a constant stream of **referrals** and **contacts** be beneficial to **YOUR** business?

[CLICK HERE TO RSVP!](#)

Monday, March 2

Co-ed Irving Chapter [President, Lisa Young](#)

TGI Fridays

1001 Macarthur Park (Target Plaza)/Irving TX 75063

Spots open for Insurance, Chiropractor, Promotional Products, Business Coach, Attorney, CPA, Nutrition & Wellness, Interior Design & more

- 1) Keep in mind that you already have something in common with everyone in the room - you are not alone.
- 2) Practice ahead of time - jot it down and take a bulleted index card with you of the prevalent points to get across to the audience.
- 3) Keep it simple - ensure your pitch is polished so you don't end up rambling and stirring up the swarm of butterflies inside you.
- 4) Map it out - make sure what you have to say is to the point and is not a sales pitch.
- 5) Know your audience - do a little digging to know who will be there; connect with someone to understand how the environment flows.
- 6) Break the ice - start off with a question before you introduce yourself; know how to move conversations forward with the right questions.
- 7) Remember the audience is not in the room to judge you - more than likely there's someone else in the room battling those sweaty palms as you speak.
- 8) Be confident - invest in extra time getting ready before you walk out the door; studies prove that people are most confident when they feel good in their shoes!
- 9) Connect with two or three people - introduce yourself before the group settles down then while speaking make eye contact with those you connected with.
- 10) Don't sweat it - there's always an opportunity to follow-up and reinforce your business offer in a communication.

Gain the trust to start connecting and feel good about the seeds you plant after every opportunity. The most successful networkers have a foundation in place to make positive impressions and solidify relationships. You too can put the right tactic or strategy in place that will transcend you to overcoming the anxiety when it hits and rather than stir the swarm of butterflies have them flutter away for good!

Has it happened to you? Email us at ndallas@networkwithwomen.com to share your story with us.

Thursday, March 5
 Carrollton Chapter - President, Julie White
 La Hacienda Ranch
 330 N I-35E / Carrollton TX 75007
 Spots open for Personal Trainer, Pest Control, Jewelry, Insurance, Financial Planner, Photographer, Realtor & more

NEW DAY Tuesday, March 10
 Garland Chapter - President, Stephanie Matlock Grey
Location Changed to IHOP Restaurant
 5175 N President George Bush Hwy/Garland TX 75040
 Spots open for Business Coach, Insurance, CPA, Promo Products, Web Design, Hair Stylist, Travel, Wine & more

Wednesday, March 11
 Mesquite Chapter - President, Charisma Grygorczuk
 The Jalapeno Tree
 1530 N Peachtree Rd / Mesquite TX 75149
 Spots open for Realtor, Insurance, CPA, Jewelry, Financial Planner, Nutrition & Wellness, Photographer, Floral Design & more.

Monday, March 16
Co-ed Addison Chapter - President, Cheri Stanwix
 On the Border Mexican Grill
 4855 Bellline Road / Dallas TX 75254
 Spots open for Chiropractor, CPA, Florist, Event Planner, Massage Therapist, Auto Mechanic, Lawn Care, Pest Control & more.

Thursday, March 19
 Southlake Chapter - President, Sheila Hutchins
 Blue Mesa Cafe
 1586 E. Southlake Blvd./Southlake TX 76092
 Spots open for Promotional Products, Photographer, Business Coach, Florist, Massage Therapist, Day Spa, CPA & more

Monday, March 23
 W. Plano Chapter - President, Daphne Lee
 Romano's Macaroni Grill
 5005 W. Park Blvd. / Plano TX 75093
 Spots open for Wine Consultant, Chiropractor, Massage Therapist, Photographer, Jewelry, Personal Trainer & more.

Tuesday, March 24
 Flowermound Chapter - President, Amy Humphries
 Capriccio Ristorante
 420 Parker Square / Flowermound TX 75028
 Spots open for Massage Therapist, Wine Consultant, Insurance, CPA, Photographer, Business Coach, Hair Stylist & more.

Wednesday, March 25
Co-ed E. Plano Chapter - President, Patty Farmer
 Texas Land and Cattle Steakhouse
 3945 N Central Expy / E. Plano TX 75023
 Spots open for Chiropractor, Photographer, CPA, Personal Trainer, Wedding/Event Planner, Lawn Care, Financial Planner & more.

Thursday, March 26
 Frisco Chapter - President, Jennifer Luney
Location Changed to Texas Land and Cattle Steakhouse

WHY JOIN

5,000 business cards for \$50 Health Benefits
 Unlimited Business Referrals and Leads
 Free full page Member Profile and Advertising
 Multi-Media discounts Networking Events
 Cross-Promotions Display Exposure Increase Sales

network buzz

A stellar crowd turned out for the Carrollton Kick-off!

Thank you to everyone for your show of support on February 5 - the Carrollton kick-off was phenomenal with over 30 plus networkers in attendance noting the highest turn-out ever for a kick-off chapter!

Don't forget to ask your Leadership Team for details about our Membership Drive and the chance to win cash or a mystery prize valued at \$1000.00!

PINK alerts

- March 5 - 7 [Ed Expo](#)
- March 6 - 7 [Savor Dallas](#)
- March 6 - 8 [Dallas Home & Garden Show](#)
- March 8 [Plano Bridal Show](#)
- March 12 - 17 [RCI International Convention and Trade Show](#)
- March 18 - 19 [Industrial Expo](#)
- April 22 - 24 [Texas Diversity & Leadership Conference](#)
- June 28 - 29 [Southwest Foodservices Expo](#)

And we personally invite you to join **HOT Pink Mama's** at the **Semi-Annual Women's Consignment Sale** and expo at the Dallas Convention Center 620 S Griffin Street/Dallas, TX 75202 on April 24-26th
[click here for more details](#)
There is \$\$ in your closet!



3191 Preston Rd. / Frisco TX 75034
 Spots open for Photographer, CPA, Attorney, Insurance, Promo Products, Chiropractor, Event Planner, Florist & more.

Friday, March 27
 McKinney Chapter - President, Michelle Barr
 La Medeleine Restaurant
 2730 S Central Expy / McKinney TX 75070
 Spots open for Floral Design, Photographer, Wedding/Event Planner, Insurance, Promotional Products, Chiropractor & more.

You are personally invited to come join us this month at our

HOT Monthly Mixers!

Women (and Men) business professionals who are serious about networking and building their businesses in a fun and supportive environment.

No-Lockout HOT COED Grapevine Mixer will be at the **Love & War** on

March 10

2505 E. Grapevine Mills Circle
 Grapevine TX 76051

Networking from 5:00 to 7:00 pm
 \$10 in advance or \$15 (cash only) at the door



Frisco **HOT Monthly Mixer** will be held at **La Hacienda Ranch** on

March 19

4110 Preston Road / Frisco TX 75034
Networking from 4:00 to 6:00 pm
 \$10 in advance or \$15 (cash only) at the door



[-- back to top --](#)

[Follow this link to share what your](#)

[networking preferences are!](#)

One of the most fulfilling things in life is the ability to give back! Join forces with us to help families in need and give them the hope of a better life.

Hot Pink Mamas will be part of the **Annual Bowl For The Women Build with Habitat for Humanity event on March 28.**

To be on OUR team, RSVP to ndallas@networkwithwomen.com before March 5 - our goal is to have at least two teams of six signed up. Here are the DETAILS:

*AMF Lewisville Lanes at 2:00 pm

*Cost for team entries is \$175 (per person \$30)

*Price includes ball, shoes, 3 games of bowling, door prizes and drawings - And, support of a great cause while having fun and meeting people who all have the same goal in mind - GIVING and SUPPORTING a great cause!

To RESERVE your spot on a team, click the "buy now" button to submit your \$30 toward the team entry.



We look forward to hearing from everyone and results will be posted in the April News Flash.



The door to **HOT Pink Mamas** is always open ...

"When one door closes, another opens. But we often look so long and so regretfully upon the closed door that we do not see the one which has been opened for us." Helen Keller

What is a quality referral?

First off, it is not a sales lead, cold call nor someone to have lunch with! A referral is the potential to do business with someone who needs your products or services and is expecting to be connected with you. The person who has referred you (the referee) should know the basis of your business, what your business offers and trust you enough to recommend you to others.

Keep in mind that a sales lead is merely a name of someone who may be useful to you or who MAY require your products or services. It is not qualified as a referral as this is no guarantee that the person in question is even in need of anything or was even informed in advance that someone would be contacting them.

Get to know those in your network and make notes of what in particular each business owner is looking for, who their best customer is and specifically what their business offers. And, always be authentic - remember people see right through false impressions!

Continue to deliver your promises, pass qualified referrals, set a good example and eventually you will see the trust and relationships take a positive turn that will help boost your referrals! [READ MORE](#)



Patty Farmer Owner/Director
214.407.6300 Office 972.603.8209 Cell
HOT Pink Mama's/Red HOT Papa's
N Dallas/NW Dallas/Mesquite/Park Cities
NDallas@NetworkWithWomen.com
www.HOTPinkMamas.com

Think PINK

- P = Projection
- I = Interests
- N = Network
- K = Knowledge

[Monthly Mixer](#) | [Roundtable Calendar](#) | [Feature Article](#)

SPONSOR LINKS



OfficeMax



[Forward email](#)

[SafeUnsubscribe](#)®

This email was sent to ndallas@networkwithwomen.com by

ndallas@networkwithwomen.com.

[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe](#)™ | [Privacy Policy](#).

Email Marketing by



Hot Pink Mama's..network with women | P. O. Box 33731 | Las Vegas | NV | 89133