



Chartered 1986

# Great Visions

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October 2011

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## NETWORKING – MARKETING – FRIENDSHIP

### IT'S NOT ABOUT WHO YOU KNOW, IT'S ABOUT WHO KNOWS YOU

Definition of Networking - Creating a group of acquaintances and associates and keeping it ACTIVE through REGULAR communication for mutual benefit.

Networking is the most important word in your business. It will establish new business contacts, create referrals, and will develop new resources for growth within your business. That is what ABWA offers to each and every one of you.

We are all Ambitious Professional Business Women where success is not easily obtained. In 2007, there were approximately 3,680 **Women Owned Businesses** in Ellis County. If you could reach 1% of these businesses you would establish almost 37 new contacts a month. This is what ABWA offers you.

We are a society of competitive businesses. No matter what business you are associated with, success relies on developing and maintaining solid relationships. This is obtainable through ABWA.

We possess the ability to enhance our business, but neglect to maximize the situation. ABWA offers you a solution.

Monthly there is an opportunity for dedicated Women Entrepreneurs to pull resources from each other. We don't offer a simple meet and greet session, we offer you the opportunity to establish solid new business relationships, that will ultimately assist in the growing of your business. This is what ABWA is all about.

Recognizing the most important part of ABWA, is the most exciting part of ABWA. We develop, establish and maintain what we like to call, **lifelong friendships**. That's what ABWA has to offer you.

We are the American Business Women's Association Midlothian Chapter. I encourage you to join us, and create an opportunity to meet new business contacts and develop lifelong friendships.

See you in October.

*Shirley Franklin, President*

**IT'S NOT ABOUT WHO YOU KNOW, IT'S ABOUT WHO KNOWS YOU**



### Officers

**Shirley Franklin** ~ President  
shirley.franklin@higginbothams.com

**Toni Engram** ~ Vice President  
toniengram@hotmail.com

**Julia Garcia** ~ Secretary  
myrealtorjulia@yahoo.com

**Elizabeth Smith** ~ Treasurer  
elizabeth@afhcpa.com

Don't forget to RSVP for our meetings. We need to know how many to plan for.

972-775-1039

or

abwainfo@ymail.com

Meeting Cost

\$20

1st time guests

\$5

**You are Invited to**



A special treat for the Girls at Higginbotham Brothers Ace!

530 E. Main, Midlothian

**October 11th, 2011**

**6pm- 8pm**

-Special Discounts throughout the store

- Vendor Demonstrations

-Door Prizes

-Snacks and Beverages

Tell your friends and neighbors. 25% off your purchase. (some exclusions apply)

***Business to Business Networking Event***

Four years ago, ABWA Great Visions Chapter started ABWA's Marketplace Midlothian. This year we are making a bit of a change. **Business to Business Networking Event**. ABWA wants to give you an opportunity of not just talking about your business but presenting it. The purpose is to let other business women know that there are many businesses in the area that we can all benefit from. Although there may not be a physical appearance on Main Street, we can find great services in our town. When you go Christmas shopping where do you go? Look no further than your neighbor.

The Great Visions Charter Chapter invites you to participate in our Business to Business Networking Event. The Networking Event will consist of 36'x30' display areas for you to bring your product and show off your favorite or best selling items. You can sell merchandise, take orders, or just give us a preview of what you have available. \$30 to set up space. Send information to abwainfo@ymail.com

**We want to know you are here and want to support local businesses!**



**Tuesday, November 8th at 6:15pm**

**Midlothian Conference Center**



Name: \_\_\_\_\_

Business Name: \_\_\_\_\_

Business Address: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Email: \_\_\_\_\_

**"Dr. Engram's Dental Bite:**

Did you know that people with gum disease are more likely to have heart disease than those with healthy gums? The exact mechanism of the link is still uncertain, but researchers suspect that the bacteria that causes inflammation of the gum tissue affects other systems as well. Other health issues potentially linked to unhealthy gums include diabetes, stroke, bacterial pneumonia, and increased risks during pregnancy. Whatever the reason, the conclusion is clear: healthy gums are an important part of your overall health!"



**Dr. Toni Engram**  
Legacy Dentistry  
(972) 723-1148

ABWA Great Visions Chapter Scholarships are funded by our Fundraiser. Like every year we are going to sell Pecans and Walnuts. Support the business women of tomorrow by helping us today.



## ABWA Go Nuts!



### PUMPKIN PECAN CRUNCH CAKE

#### Ingredients

1 can (15 ounces) pumpkin  
1 can (12 ounces) evaporated milk  
3 eggs  
1 cup granulated sugar  
1/2 cup firmly packed brown sugar  
6 teaspoons McCormick® Pumpkin Pie Spice , divided  
1 tablespoon McCormick® Pure Vanilla Extract  
1/4 teaspoon salt  
1 package (18 1/4 ounces) yellow cake mix  
1 cup chopped pecans  
1 cup (2 sticks) butter, melted  
Whipped cream (optional)



#### Directions

1. Preheat oven to 350°F. Mix pumpkin, milk, eggs, sugars, 5 teaspoons of the pumpkin pie spice, vanilla and salt in large bowl until well blended. Pour into 13x9-inch baking pan which has been sprayed with no stick cooking spray.
2. Mix cake mix and remaining 1 teaspoon pumpkin pie spice in medium bowl with wire whisk. Sprinkle dry cake mix evenly over pumpkin mixture. Sprinkle with pecans. Drizzle evenly with melted butter.
3. Bake 50 minutes or until golden brown. Serve warm or at room temperature. Serve with whipped cream and Spiced Pecans, if desired. Store leftover dessert in refrigerator.

Make Ahead: Prepare as directed. Cool completely; cover. Refrigerate overnight. Let stand 30 minutes before serving. To serve, cut into squares with sharp knife.

#### Spiced Pecans Ingredients

1/3 cup sugar  
2 teaspoons McCormick® Pumpkin Pie Spice  
1/4 teaspoon salt  
1 egg white  
3 cups pecan halves

#### Spiced Pecans Directions

1. Preheat oven to 250°F. Mix sugar, pumpkin pie spice and salt in small bowl. Beat egg white in large bowl until foamy. Add nuts; toss to coat well. Add spice mixture; toss to coat nuts evenly.
2. Spread nuts in single layer on lightly greased baking sheet.
3. Bake 1 hour, stirring once. Cool slightly and break apart. Cool completely. Store in airtight container up to 2 weeks

## Business Spotlight



### Home-Based Studio

440 S Walnut Grove Rd  
Midlothian, TX 76065  
972-723-1195  
972-8147-3597  
becki@bgtws.com  
templewellnessstudio.com

### TEMPLE Wellness Studio:

Encouraging clients to Invigorate  
their Mind, Restore their Body &  
Uplift their Spirit.

#### Studio Services:

- Pilates: Equipment-Based Training, One-on-One Attention
- ROM: 4-Minute Cross-Trainer: 15 minutes, 3X's a week
- BowenWork Therapy: Non-invasive movement that signals the nervous system to bring the body back to balance.
- MBF®: Muscle Balance & Function Development®: Postural Alignment based on Physics & Biomechanics.



### Becki Gilliam

Studio Owner  
Certified Pilates Instructor  
Licensed Massage Therapist

*... your body is the temple  
of the holy spirit ...glorify  
God in your body.  
1 Corinthians 6:19-20*

### ABWA's Proud Code of Conduct

1. All members will serve as goodwill ambassadors for the American Business Women's Association.
2. Members will not allow their personal beliefs and convictions to interfere with the representation of ABWA's mission.
3. Members will always treat their member colleagues, guests, vendors and sponsors with honesty, respect, fairness, integrity, responsibility, kindness, and in good faith.
4. Members will maintain compliance with ABWA National, Chapter and Express Network Bylaws.
5. Members will not use their personal power to advance their personal interests.
6. Members will strive for excellence in their professions by maintaining and enhancing their own business knowledge and skills, and by encouraging the professional development of other members.



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