



**AMERICAN BUSINESS WOMEN'S ASSOCIATION  
NA KILOHANA O' WAHINE CHAPTER #6289  
CHAPTER 6289 - DISTRICT VI - HONOLULU HAWAII**

**KA LONO KILOHANA  
"THE SUPERIOR OF MESSAGES"**

Summer 2009

**PRESIDENT'S MESSAGE**

Hello Ladies,

It's hard to believe the year is almost over. This will be my last message to you. I want to thank all of you for the great support throughout the year, especially the Executive Board. Patti, Claire, Lynn, and Donna were the best team ever. Thank you for all that you did for me and for the chapter. We could not have had a successful year without your work throughout the year. We did okay despite not having a major fundraiser.

Now it's time to pledge our support to the new Exec. Board. Iris, Yvonne, Leilani, Vandy, and Donna will need us to work extra hard this coming chapter year.

On the personal side, this has been tough year for several of our members with deaths in

the family as well as illnesses. I'm very happy to be a part of such a terrific group of ladies who never let adversities stop them and who are there for each other through thick and thin.

Here's wishing all of us a better, more uplifting year in 2009-2010. Here's also wishing Lee Ann the absolute best in her quest to be a part of the ABWA Top Ten.

Aloha nui loa from the bottom of my heart.

*Myrtle*

Myrtle Ching-Rappa  
2008-2009 President  
Na Kilohana O Wahine



President Myrtle Ching-Rappa

**Keeping Positive Thoughts for National to Name our Own! Top Ten Business Woman of the Year 2009: Lee Ann Matsuda**

**Inside this issue:**

Meeting Notice	2
National Recognition	2
Perfect Attendance	2
Recent Activities	2
Upcoming Events	3
Sharing...	3
Mission & Code	4

- Special points of interest:**
- National Recognition
  - Chapter Member Awards
  - Business Tips
  - Calendar of Events
  - Chapter Officers e-mail contact info

**JUNE MEETING:  
SPEAKER: KAREN MURASHIGE**

Karen Murashige, Dahn Yoga Body + Brain Holistic Yoga "Loving Your True Body+Brain Connection"

Find your passion, create your vision - RELAX... smile, breathe, focus on body & open energy channels by

vibrating &/or body tapping. Allow warm energy to flow down to belly & cool energy to flow up to head.

Choose & it will come true, good news makes a good brain, wake up & pay attention...increase stamina & decrease stress.



# ANNOUNCEMENTS

**July 8, 2009,  
Wednesday**

**Membership Dinner Meeting**

Time: 5:30 p.m. - 8:30 p.m.  
Place: Japanese Cultural Center, 5th floor - 2454 S. Beretania Street

**Speaker:** Dr. James Westphal.  
**Topic:** "Alzheimer Update"

**International Night:** What will you be sharing with us?

**Installation:** Meet our New Executive Board

**Cost:** \$23.00 (no shows will be billed) Parking: \$5.00

**RSVP:** July 6th by 3:00 p.m. through E-vite or to Gloria Kelly, Hospitality Chair at 469-3065 or 256-0655.

**Donations:** Members A-M



The entire National Support Team of ABWA sent congratulations to the members of Na Kiloohana O Wahine in the anniversary month of our founding on 6/24/1977! Their wishes included a message to celebrate our accomplishments and expand our horizons for the future through active and wholehearted participation and that every member is part of a dynamic national network of women who are achieving extraordinary personal

## CHAPTER PERFECT ATTENDANCE AWARD

**Perfect Attendance???**

On track for this Chapter Year by attending all our monthly meetings:

Yvonne Ako, Secretary Patti Ann Hokama, Treasurer Donna Miyashiro, and Iris Yafuso. Gloria Kelly attended a make-up meeting so is also on track.

Short ONE meeting to date: Claire Arakawa, Myrtle Ching-Rappa, Cordie Fukuhara, Fran Hamasaki, Lynn Miller and Linda Yamashiro.

**PROUD PERFECT  
ATTENDANCE AWARDEES**

Challenge yourself to join those who strive for perfect attendance each year gaining professional development and networking opportunities to working with women in our communities besides the awesome friendships you may cherish and treasure through the years.

Be there to SHARE!!!

## BE A PART OF THE "IN" CROWD!

We ate prime rib, we drank, but mostly we had fun celebrating our Chapter birthday last month. Business Associate night had a special power point presentation and we each also shared the When and Why did we join ABWA and as we announced the years (it was unbelievable how quick they came and went)

that we have been a part of this wonderful warm chapter in ABWA. We are looking forward to another super member event and will be visiting the Big Island to see the seahorses, abalone and coffee "vines." Join us....



Women IN Business

Plans are also underway for our upcoming Progressive Dinner for either Aug. 15th or the 20th in Manoa, Waialae, Mililani, Pearl City, or somewhere to be announced soon.

Check out the E-vite notice and add your comments....

# UPCOMING EVENTS

## June 27, 2009

Transition/Turn-Over Meeting: Old to New Officers/Chairs. Sharing of the hows, whys, dos and whats!

## July 8, 2009

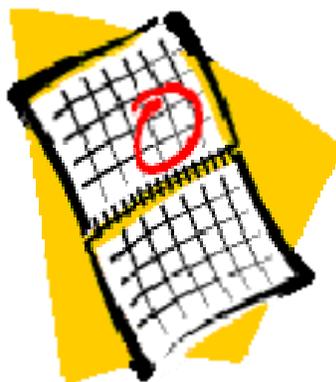
Membership Dinner Meeting  
Speaker: Dr. James Westphal  
Topic: Alzheimer's Update  
International Night

## July 25, 2009

Kona Member Ed Adventure  
We're off to the Big Island!  
Seahorse & Abalone Farms  
Kona coffee on VINES  
Lunch at Kona Inn  
Spaces Still Available...

## August 12, 2009

Membership Dinner Meeting  
Speaker: Dr. Dan Boylan  
Topic: "The State of our State"  
New Chapter Year!



Mark the Date! Bring a Guest! Be there!

**August:** Progressive Dinner  
More TBA

**September 1 – November 30, 2009**  
*National Fall Membership Event*

## September 9, 2009

Membership Dinner Meeting

## September 22, 2009

American Business Women's Day

## September 24 – 26, 2009

60<sup>th</sup> Anniversary Celebration  
National Women's Leadership  
Conference, Kansas City, MO

## September 26, 2009

State Joint Chapter Luncheon

## SHARING ARTICLES...

**To boost your business, do something special for clients** By Andrea Kay  
(Honolulu Advertiser)

And now for the secret to making your work stand out from everybody else's these days: Get personal.

In good or bad times, taking extra special care of others can make the difference between a thriving or dying business. For some, it's just the way they've always done their job. For others, it's a new approach in a weird economy.

Take Iris Salsman, a public relations professional in Missouri, who in going beyond the call of duty has babysat for a client's Golden Retriever. She invites clients who can't find a babysitter to bring their kids to their office where they are supervised by a staff member in a conference room equipped with toys and snacks. And since "we come in contact with a lot of eligible singles" the firm has made introductions, even arranged an office luncheon to introduce an advertising representative to one of their single clients, she says.

In a tough market for art sales where everyone is looking for a deal, New Yorker Joan Daidone has had to get

creative without undervaluing artists she represents. She can't discount their work, so instead of just delivering an art piece she sold to a new collector, she took down a 100-pound mirror on the wall before installing the art — something she usually charges \$110 an hour to do.

For another client who had just moved into a new home with bare walls except for two paintings the client bought from Daidone's company, she loaned the client art work for a dinner party she was hosting. "It made the client very happy and eventually resulted in another sale."

A financial planner at the Merlin Group in Pennsylvania who had worked with a retiring client who had moved to a retirement home, called his client to see how things were going. "No real complaints," said the client, "except that this place does not have my favorite breakfast cereal."

After some research, the employee discovered the cereal had a shelf life of a year, ordered a case from a

wholesaler and shipped it to the client. As a result, the company added three new clients from the retirement home, thanks to the "cereal incident," says Al Benelli, owner of the Merlin Group.

Cindy Ormond of Ormond Entertainment in New York says she could hide behind the sound equipment with a "not my problem" mentality when she's playing music at a special event. Instead, when working weddings for instance, she wipes down chairs at outdoor events and rocks crying babies to sleep. The result? "An abundance of referrals," she says.

Then there's the Colorado dance studio, CCD, which also sells dance supplies.

A performer from a local theatre needed a new pair of shoes for her show that evening. She couldn't leave her day job to replace her pair that had a hole. So owner Lee Prosenjak met her on the sidewalk outside her office building in downtown Denver for a fitting.

"It took 45 minutes to make a sale of \$17 and was worth every minute," he says, since "she now refers everyone in the shows that she performs in."



**Great Insight!**

**AMERICAN BUSINESS WOMEN'S ASSOCIATION  
NA KILOHANA O' WAHINE CHAPTER #6289**

**2008-2009 Executive Board**

**President:** Myrtle Ching-Rappa  
chingrap@hawaii.edu

**Vice President:** Claire Arakawa  
carakawa@hawaii.nef.com

**Secretary:** Patti Ann Hokama  
mail@reupdateinc.com

**Treasurer:** Donna Miyashiro  
dmiyashiro@beihawaii.com

**President-Elect:** Lynn Miller  
lynnmiller\_@hotmail.com

Chapter meets the second Wednesday of every month. Please join us.

**We're on the web!**  
[www.abwahawaii.org](http://www.abwahawaii.org)



*Chapter Emblem: An original Hawaiian interpretation of ABWA's traditional flower, the white carnation.*

**Na Kilohana O' Wahine Chapter**

**"The Superior of Women"**

**Founded 1977**



American Business Women's Association  
c/o Frances Hokama (Newsletter Chair) &  
Patti Ann Hokama

1314 South King Street Suite 753  
Honolulu, HI 96814

**ABWA Mission:**

To bring together businesswomen of diverse backgrounds and to provide opportunities for them to help themselves and others grow personally and professionally through leadership, education, networking support and national recognition.

**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 interest.
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.