

**Na Kilohana 'O Wahine**  
The Superior of Women

Honolulu, Hawaii

*A Chapter of the  
American Business  
Women's Association*



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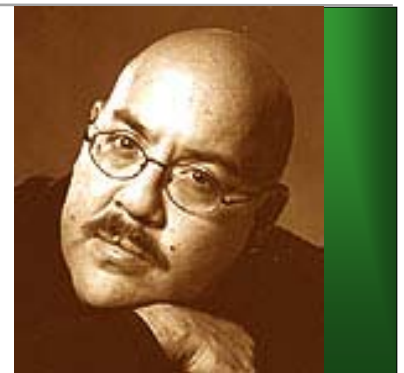
**Opera—The Business of Culture & the Arts**

*Henry Akina, General and Artistic Director < Hawai'i Opera Theatre*

Henry Akina is the first Hawaiian born General and Artistic Director of Hawai'i Opera Theatre and has served in this capacity since 1996. Prior to which he was the principal Stage Director and Manager of the Berlin Chamber Opera, a company he founded in Berlin, Germany in 1981. In demand internationally as a stage director, Mr. Akina has directed opera for companies in Germany, Hungary, France, China, Thailand, the continental U.S., and Canada. At HOT, he has staged the Hawaii premieres of Macbeth, Elektra, Tristan and Isolde, Il Trittico, and last season's Don Carlo. Current projects at HOT include A LITTLE NIGHT MUSIC and ABDUCTION FROM THE SERAGLIO.

Mr. Akina was educated at Punahou School, Tufts University and The Free University of Berlin. He was a fellow of the Central Institute for Media and Technology, Karlsruhe in Germany and a guest member of the Faculty at the University of the Arts in Berlin. Mr. Akina has participated extensively in the operatic training of young artists and founded the Mae Z. Orvis Opera Studio at Hawaii Opera Theatre. He has taught master classes and workshops for young artists around the world. He has served as a regular panelist for the Hawaii State Foundation on Culture and the Arts and the National Endowment for the Arts. He was honored by the National Society of Arts and Letters.

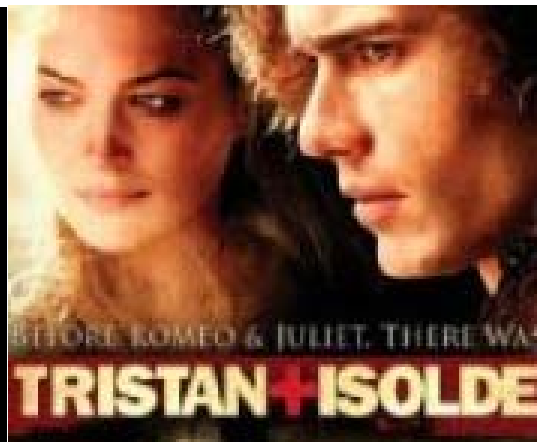
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*I have always believed that opera is a planet where the muses work together, join hands and celebrate all the arts.* ~[Franco Zeffirelli](#)

*I enjoy listening to opera at home, occasionally, but I would much rather see it than just listen to it.*

~[Sam Waterston](#)



*The Mission of the American Business Women's Association is to bring together business-women of diverse occupations and to provide opportunities for them to help themselves and others grow personally and professionally through leadership, education, networking support, and national recognition.*

## Message from the Presidents



*Kung Hei Fat Choy! (May you become prosperous!)*

In Hawaii we celebrate many cultures and January 23rd, 2012 marked the celebration of the Chinese New Year, the Year of the Dragon. In the Chinese zodiac, the dragon is the most auspicious symbol of success and

happiness and therefore the mightiest and most favored of the 12 zodiac signs.

This is surely a great reason to celebrate as we continue to honor and empower businesswomen of diverse cultures, experiences, and occupations.

This month on February 8<sup>th</sup>, we welcome our guest speaker Henry Akina who is the General and Artistic Director for the Hawaii Opera Theatre will enlighten us about the business of running an opera company.

Please join us!

*Dawn and Chas*



## The Etiquette of Business Gift Giving

*By Myrtle Ching-Rappa*

There are rules of etiquette that apply to many different life events: dining, answering the phone, etc. Doing business is no different. In Hawai'i, we often give gifts to our clients and business associates. Not all gifts are equally welcomed. Since Hawai'i is made up of many ethnicities, consider this a general guide to what rules may apply to certain ethnicities. Most of this information is from a website "Kwintessential," <http://www.kwintessential.co.uk/resources/country-profiles.html>. Many other countries are listed and much more information is provided for each country. The ones most prevalent in Hawai'i were chosen. The section on Hawaiian comes from many sources. Of course, you know

your clients best and can judge how traditional they are.

### Chinese

- The Chinese like food, a nice food basket will make a great gift.
- If you are invited to a home, bring good quality sweets, fruit, or imported spirits to the hostess.
- Do not give scissors, knives or any cutting utensils as they indicate the severing of the relationship.
- Do not give clocks, handkerchiefs or straw sandals as they are associated with funerals and death.
- Do not give flowers, as many Chinese associate these with funerals.
- Do not wrap gifts in white, blue or black paper, colors associated with funerals. Red or gold signify happiness and wealth
- Four is an unlucky number so do not give four of anything. Eight is the luckiest number, and brings luck to the recipient.

- Always present gifts with two hands.
- Gifts are not opened when received.
- Gifts may be refused three times before they are accepted.

### Filipino

- If you are invited to a Filipino home for dinner bring sweets or flowers to the hosts.
- If you give flowers, avoid chrysanthemums and white lilies.
- Send a fruit basket after the event as a thank you but not before or at the event, as it could be interpreted as meaning you do not think that the host will provide sufficient hospitality.
- Wrap gifts elegantly as presentation is important. There are no color restrictions as to wrapping paper.

(Con't on page 3 - Gift Giving)

## Gift Giving (con't from page 2.)

- Gifts are not opened when received.

### Hawaiian

- When visiting a home, it is considered good manners to bring a small gift (for example, a dessert) for one's host. To go empty-handed is an affront and embarrassment to both the host and the guest.
- Gifts should come from the heart and not out of obligation
- Gifts that are grown or made by the giver are the best.
- Objects made of feathers were most valuable in ancient times
- Carved items – used to be whale teeth, now mostly out of wood – koa is most cherished
- When traveling, one should bring back a gift from the trip, the Hawaiian word, "makana" or the Samoan term "oso." Gifts of special foods unavailable outside the region visited are particularly appropriate.
- If someone has given you gift items or has done a service for you without asking for repayment, it is

always wise and of good upbringing to at least give them something in return.

- Leis - In Hawaii it is customary to give a lei as a gesture of congratulations and aloha to those celebrating a milestone or receiving an honor. It is also common to present a lei to a friend or relative who is arriving in the Islands.

### Japanese

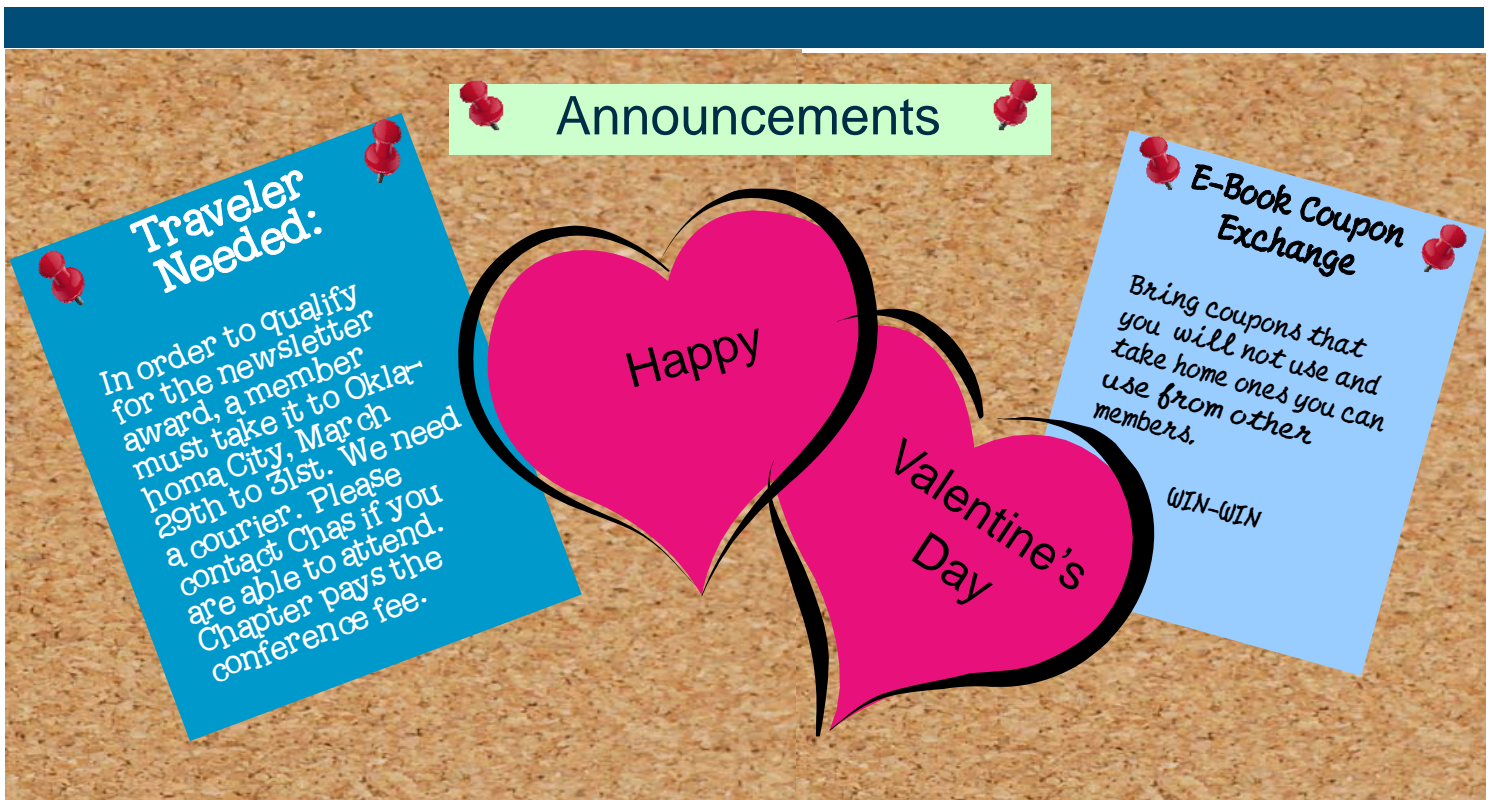
- Gift-giving is highly ritualistic and meaningful.
- The ceremony of presenting the gift and the way it is wrapped is as important--sometimes more important--than the gift itself.
- The gift need not be expensive, but take great care to ask someone who understands the culture to help you decide what type of gift to give.
- Good quality chocolates or small cakes are good ideas.
- Do not give lilies, camellias or lotus blossoms as they are associated with funerals.
- Do not give white flowers of any kind as they are associated with

funerals.

- Do not give potted plants as they encourage sickness, although a bonsai tree is always acceptable.
- Give items in odd numbers, but not 9.
- If you buy the gift in Japan, have it wrapped. Pastel colors are the best choices for wrapping paper.
- Gifts are not opened when received.

### United States

- In general, Americans give gifts for birthdays, anniversaries and major holidays, such as Christmas.
- A gift can be as simple as a card and personal note to something more elaborate for a person with whom you are close.
- Gift giving is not an elaborate event, except at Christmas.
- When invited to someone's home for dinner, it is polite to bring a small box of good chocolates, a bottle of wine, a potted plant or flowers for the hostess.
- Gifts are normally opened when received.



## 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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## Upcoming Chapter Events

**February 4th**—UH Wahine Basketball Game: Alumnae at 5:00; Utah State at 7:00

**February 8th**—Monthly Meeting  
Guest Speaker: Henry Akina,  
Hawai'i Opera Theatre, "*Opera: The  
Business of Culture and the Arts*"

**February 12th**—An Afternoon at the  
opera.

**March 14th**—Monthly meeting  
Guest Speaker: HPD, "*Disaster  
Awareness & Terrorism Response*"

**March 17** —Garage sale in Kāhala at  
Yvonne's House

**March 29th—31st**—Western Re-  
gional Conference—Oklahoma City

**April 11th**—Monthly Meeting  
Guest Speaker: Alice Inoue, topic to  
be determined  
Agenda: Voting for WOY/Top 10

February 8, 2012 — Monthly Meeting  
Japanese Cultural Center  
2454 South Beretania Street

5:30—Networking                      6:00—Dinner

**Menu:**

Mixed greens with dressings; ; vegetables du jour  
Chicken Marsala, Eggplant Parmesan (no meat) or Steamed fish with caper  
cream sauce, linguini pasta  
French bread, sliced and served with butter  
Strawberry ice cream  
Iced tea, hot coffee, and tea

Cost: \$26 for dinner; \$5 for parking

Raffles: N-Z

R.S.V.P. On-line at [www.abwahawaii.org](http://www.abwahawaii.org) by February 5th .

**May 9th**—Monthly Meeting: Guest  
Speaker: Kathy Inkinen.

**May 17th**—*Rendez Vous at the Pearl*  
fundraiser

**June 11th**—Monthly Meeting

Birthday Celebration

**July 8th**—Monthly Meeting  
International Night

Email Myrtle with any edits or  
additions