

NEWSLINE

SPRING/SUMMER 2006

BUSINESS INFORMATION FOR MEMBERS OF THE UNION LEAGUE BUSINESS NETWORK

Important Dates

Suburban Business Network

May 5, 7:30AM
Merion Cricket Club

New Jersey Business Network

May 9, 7:30AM
Tavistock Country Club

Speaker: Tom Dugan, The eSource Group, Inc.
"Using Technology to Improve Your Business"

Network Kick-off

May 17, 7:30AM

The Meade Room, The League House
Speaker: Kay Keenan and Steven Smolinsky
Authors of "Conversation on Networking"

Suburban Business Network

June 2, 7:30AM
Merion Cricket Club

Speaker: John M. Samony, JMS Associates
"Protecting your Assets: The Facts about Document Security and ID Theft"

New Jersey Business Network

June 13, 7:30AM
Tavistock Country Club

Speaker: Kristin Linder, The Linder Group
"When Your Clients Won't Listen"

Network Roundtable Meeting

June 21, 7:30AM

The Meade Room, The League House
Guests: Members of Greater Philadelphia 20/20 Partners

Suburban Business Network

July 7, 7:30AM
Merion Cricket Club

New Jersey Business Network

July 11, 7:30AM
Tavistock Country Club

Speaker: Frank Mummolo, Action International
"Five Steps to Super Sales and Profits"

Network Roundtable Meeting

July 19, 7:30AM

The Meade Room, The League House
Guests: Members of the Lafayette College Alumni Association

Suburban Business Network

August 4, 7:30AM
Merion Cricket Club

Speaker: Kristin Linder, The Linder Group
"When Your Clients Won't Listen"

New Jersey Business Network

August 8, 7:30AM
Tavistock Country Club

Speaker: To be announced

Network Roundtable Meeting

August 16, 7:30AM

The Meade Room, The League House
Guests: Members of the Center City Proprietors Association

MAY 2006 KICK-OFF BREAKFAST

KAY KEENAN AND STEVE SMOLINSKY A CONVERSATION ON NETWORKING

May 17, 7:30AM

The Business Network welcomes Kay Keenan and Steven Smolinsky, authors of "Conversation on Networking: Finding, Developing and Maintaining Relationships for Business and Life." Kay and Steve have managed to distill their years of experience and expertise into a humorous stroll through the world of creating, developing and maintaining relationships. You will have the opportunity to get a signed copy of their book after the Network meeting.

Steve has extensive experience as a business founder, owner and consultant; Kay has worked for Fortune 500 companies, leading marketing for both consumer and business to business products.

Reservations are required for this event. There is no charge for Network members. There is a charge of \$10 for all guests, including League members who are not Network members. Please contact the Activities Office at 215-587-5565 or activities@unionleague.org.

WEBSITE PHOTO UPDATE

We have the ability to post photos and links to your site on the Network's website (www.ulbn.org). Network member and friend Fred Pfaff has graciously agreed to take photos for the website without charge following the kick-off on May 17. If you would like to have your photo taken, please contact Jane Barr Pino at jane@barrpino.com and she will put you on Fred's list. You may also forward your photo electronically to Jane for inclusion on the website.

THE NETWORK WORKS

FROM ONE MEMBER TO ANOTHER MEMBER: THANKS FOR YOUR HELP

Rick Alcantara of Tara Communications LLC would like to thank Joel Sand for his great referrals. Leesa Conley of Conley Design would like to thank past president Jim Straw of Kise Straw and Kolodner for inviting her firm to the team to redesign the Corinthian Yacht Club Clubhouse. The team was awarded the contract in December and is currently restoring and expanding the sailing club to its full glory. Philip S. Goldstein of Shevland & Associates, Inc. thanks Bill McMichael for placing business with him.

Cheryl Beth Kuchler, Founder and Managing Principal of CEO Think Tank, would like to thank Jason Lisi and Christian Weirich, two of her members, for their continued support and referrals.

Dianne Semingson, President, DLS International, thanks Cheryl Kuchler for her referral.

SUBURBAN BUSINESS NETWORKS UPDATE

PA Suburban Business Network meets at the Merion Cricket Club in Haverford on the first Friday of each month.

NJ Suburban Business Network continues to meet at Tavistock Country Club on the second Tuesday of the month.

If you have a suggestion for a speaker for an upcoming meeting, please contact Jane Barr Pino at jane@barrpino.com.

Reservations are required for these events each month. There is no charge for Network members. Guests are welcome with no charge for two meetings; thereafter, the charge for a guest is \$10. Please contact the Activities Office at 215-587-5565 or activities@unionleague.org. You can access directions on our website www.ulbn.org. See Important Dates for meeting details.

FIRST CHOICE BUSINESS NETWORK – CHECK IT OUT!!!

Our web-based referral network allows all League members to log on to the Business Network site to express a need and find someone to fill that need. It is simple to use and it's being used by so many of our members!!

Simply go to www.ulbn.org and click on the First Choice Link and follow the prompts.

All information from FIRST CHOICE BUSINESS NETWORK will be sent monthly via email to all Business Network members.

VISIT OUR WEBSITE:

Learn more about us. Check out our Events Calendar. Check our FIRST CHOICE BUSINESS NETWORK. Use our updated Member Directory when looking for products or services. If you have any trouble accessing the site, contact Jane Barr Pino at jane@barrpino.com.

Inside The Network:

Architecture

Jan Kopple of DPK&A reports that Dan Peter Kopple, founding partner of DPK&A, recently served as a featured speaker at Rail-Volution 2005 held in Salt Lake City, UT. Held annually, Rail-Volution is the definitive national conference on building livable communities with transit. Jan was honored with a Leadership in Business Award by the Southern New Jersey Development Council.

Communications and Marketing

Rick Alcantara of Tara Communications LLC recently delivered a presentation on Intranet communications to the first global conference of the International Association of Online Communicators. The website created for the City of Woodbury, NJ received a Pepperpot Award from the Public Relations Society of America and a Public Affairs Award (for the top municipal website in NJ) from the New Jersey State League of Municipalities. Both are clients of Tara Communications.

Design

Leesa Conley of Conley Design has expanded operations to West Palm Beach in Florida and is looking for fellow League members who also may be operating in the area.

Financial

Peter Colella, Managing Director of The Colmen Group has appointed Joseph Glica as SVP. Joe's career spans more than 30 years in all facets of turnarounds. He has been a trustee in Chapter 7 & 11 cases, represented sellers of distressed assets and operated as CEO and COO. Joe's focus will be on the sale and turnaround of challenged companies. He can be reached at JGlica@colmengroup.com

Tim Gillespie reports that Wilmington Trust is proud to announce that Lynn Brickman has joined its Philadelphia office as Senior Fiduciary Officer, and Patrick Cassidy has moved from the DE office to the Philadelphia office as Senior Investment Officer.

Lee B. Zeplovitz is pleased to announce the formation of a new company, The Zeplovitz Group, which specializes in Family & Private Client Wealth Management, Charitable Consulting & Family Business and Corporate Services Management.

Fitness

Steven W. Smith, Managing Partner of The Fitness Edge, Inc. is pleased to announce the opening of its newest location - Balance Spa & Salon French Quarter located at 536 Bienville Street in New Orleans, LA..

Government Relations

Sean Reilly, CEO, is pleased to announce the opening of Roscommon International, a full service government relations, consulting, and federal marketing firm. Roscommon will be representing its clients in front of local, state and federal government as well as helping new and existing government contractors maximize their success within the federal system.

Information Technology

David Hain of the Gotham Growth Group announces the launch of its new website and new clients including Sivox, a leader in speech recognition simulation training; Insala, global career development technology platform; and ProfilingOnLine, Australia-based technology firm providing a robust competency library and web-based 360 product and services.

David also reports that his firm IDG recently released PowerOLAP version # 7.0 which provides greater graphical capabilities to the existing dashboard offerings in addition to the ability to show live results embedded inside .ppt and .pdf files.

Ike Carpenter, Founder and President of SelliQuest, Inc. announces that it is providing its QServices® technologies and services as a key component of a solution to help JR Incorporated launch a new consumer finance program that makes it possible for law firms to increase their caseloads by offering financing to clients who need it.

Law

Bob Cavalier of Lucas and Cavalier, LLC, who typically does defense civil litigation work, recently tried a personal injury case for his client who was rendered completely disabled with Reflex Sympathetic Dystrophy (RSD) as a result of a slip and fall in a Harrisburg, PA hotel. On Friday March 24 a Dauphin County jury returned a unanimous verdict in favor of the plaintiff with an award of almost \$2.7 million dollars.

Chris Erb of The Erb Law Firm announces the addition of Carl Esser and Gregory Schmidt as Of Counsel to the firm.

Frank Michael D'Amore, Principal of Attorney Career Catalysts announces that Stephanie Nash has joined the firm as a Senior Search Consultant. Stephanie began her career as a Private Client Associate with Shearman & Sterling, where she worked in the firm's New York, Washington, and London offices. She most recently was a Real Estate Associate in the Philadelphia office of Stradley Ronon. Stephanie will devote much of her time to law firm partner recruiting and will also support associate and in house searches.

Leadership

Cheryl Beth Kuchler, Founder and Managing Principal of CEO Think Tank, would like to announce that she has signed her first two licensees who are starting their own CEO Think Tank groups, one in Montgomery County and the other in Delaware County.

Sales

David Mills, President of Prescient Mills Training & Development is proud to share with the Union League that his affiliate company, Sandler Sales Institute, has received Entrepreneur Magazine's 2006 Top Award in the Training Programs Category.