

TFW™

Resources and Information: Version 5



Subscribe Today...

TFW is delighted to present its latest issue, The Blueprint. TFW brings attention to the importance of creating a career blueprint to help you reach your career success. As our world continues to change so does our impression of the perfect career model - these changes may require a remodel or an overhaul. Gain insights from our contributors on creating your blueprint.

TFW is a lifestyle publication that is designed for real women with real lives and celebrates their career successes. An annual subscription of TFW is only \$29.60.

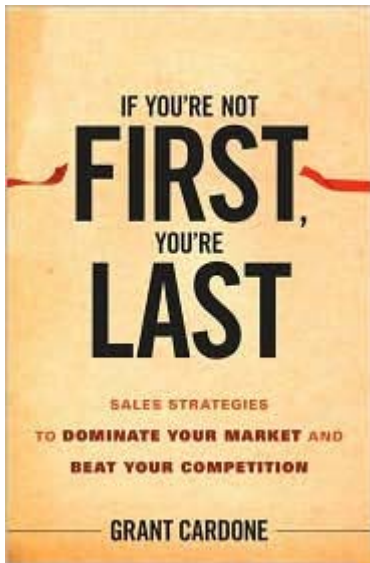
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What Comes to Mind...

We have reached mid-year and what comes to mind is it may be easy to become complacent and weary. This is just the time when we may need a simple "kick in the pants" or just some solid inspiration...

"You've got to get up every morning with determination if you're going to go to bed with satisfaction." George Lorimer



Weekly Reading

"If You're Not First - You're Last" **by Grant Cardone**

During economic contractions, it becomes much more difficult to sell your products, maintain your customer base, and gain market share. Mistakes become more costly, and failure becomes a real possibility for all those who don't dominate. You will learn how to sell your products when others cannot and take market share from your competitors.

Exact Strategies to:

- Convert the Unsold to Sold
- Maximize Time to Maximize Sales
- Turn Every Objection into a DONE Deal
- Maintain an Unreasonable Selling Attitude

In the real world, not everyone gets a prize just for showing up. You either win or you lose. If you're in business during a down economy, winning means one thing: being first.

[*If You're Not First - You're Last*](#) can be found at many book retailers.



TFW Survey...

TFW's Most Influential People

We are shaped by those who have inspired, challenged and guided us through the success and failures of our life experiences. These individuals have influenced us to become the fabulous women we are. TFW is interested in knowing who is the most influential person in your life.

Please [Take my Survey: Most Influential People](#) and tell us who was your most influential person in your life. The survey results will be shared in an upcoming TFW Resources and Information issue.



Women at the Top™

Women at the Top™ Author Interview --
June 15, 2010 (12 noon CDT)

Join Regina Barr, founder of the WATT™ Network, as she interviews Roshini Rajkumar, author of [Communicate That!](#)

In COMMUNICATE THAT!, Roshini packages her message inside a Communication Toolbox that is witty, easy-to-read, and delivers a straight-forward approach to creating powerful presentations that will build credibility, earn respect, and boost your earning power.

It's FREE to attend but registration is required. [Register here.](#)



Fond Farewell...

With a heavy heart we say goodbye to a dear FWI friend, Georgia Massey. Georgia was very active in FWI taking many leadership roles and serving as a mentor for all she met over the years. When she became a member of the organization it was known as National Association of Bank Women (NABW) back in 1966. Georgia was a charter member and organizer of the Central Kentucky Group in 1971. She co-hosted a conference in Louisville, Kentucky in 1974 when FWI had a membership of 11,600. She attended FWI's 50th National Conference in Chicago and also, San Francisco, Las Vegas and Honolulu.

Georgia will be most remembered for her great sense of humor. If you ever met her, you wouldn't forget her. She always gave each member encouragement as well as a smile and laugh. Georgia will be missed by all her friends in Kentucky and around the reaches of the FWI community.

In the News...

Women: An Untapped Market for Your Disability Insurance Sales

by Jamie K. Fleischner, www.asjonline.com

Women are 3 times as likely as men to become disabled. Because women are more likely to become disabled, premiums are approximately 40 percent as expensive for women as they are as for men.

[Click Here](#) to read the entire article.



Graduate School of Banking
at the University of Wisconsin – Madison

Announcement...

GSB's Graduate School Program provides a comprehensive course of study of general banking and management subjects especially designed to meet the needs of bankers whose responsibilities and scope of activities are expanding. The school's purpose is to meet the growing need for bank managers and others working in the financial services industry to acquire a broad knowledge and understanding of the major bank functions and their interrelationships, and to develop the skills required to lead and manage effectively in today's and tomorrow's challenging banking environment. Its [curriculum](#) reflects the contemporary trends affecting the financial services industry. Core courses address broad areas of finance, marketing, management, and the environment in which banks operate.

The application deadline for August resident programs is June 30th. All onsite programs include:

[Graduate Banking School](#)

August 8-20

[Human Resource Management School](#)

August 8-13

[Senior Management Seminar](#)

August 15-18

[Financial Managers School](#)

September 19-24

Distance learning is also available through the GSB Online Seminar Series. The Graduate School of Banking offers quality learning programs on an array bank leadership topics. [Click here](#) to see the list of available programs.