



NETWORK NEWS

Monthly Newsletter of the
DES MOINES LEADERSHIP NETWORK

FEBRUARY 2009

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Greater Des Moines Partnership
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235-4401

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Thursday, February 19th

11:45 A.M. TO 1:00 P.M.

The Des Moines Embassy Club
801 Grand Avenue, 40th Floor
Downtown Des Moines

COST: \$20.00 cash or check payable to Leadership Network

RSVP: By noon on Tuesday, February 17th

- E-mail to desmoinesleaders@yahoo.com
- **Contact Us** page at www.dmleadershipnetwork.org
- Phone Marlena at 286-4953

LUNCHEON PRESENTATION

FINANCIAL AWARENESS IS KEY TODAY

Central Iowa Chapter President **Jason P. Wiltse** joins us from the non-profit **Society for Financial Awareness (SOFA)**, a speakers bureau that addresses one of the most essential topics of daily life. No, it's not a sales pitch! Jason will be detailing the Purpose, Process, and Payoff of partnering with SOFA.

For businesses, the benefits include: obtaining valuable information, enjoying an entertaining and motivating event, receiving a workshop packet, and taking part in Q&A or a complimentary consultation. SOFA benefits by exposure in the community and a potential working relationship with some of the workshop participants.

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FEBRUARY LUNCHEON PRESENTER, JASON WILTSE CONTINUED**SPEAKER BIO**

After receiving a B.A. in Finance, from the University of Iowa, Jason worked as an Investment Representative for Waddell & Reed, and went on to co-found The Navigators Group. In 2008, Jason co-founded Navigator Financial Partners (NFP), a financial planning and investment advisory firm in West Des Moines, and became the President of the Central Iowa Chapter of the Society for Financial Awareness (SOFA). Jason is also involved with the Wellness Council of Iowa, Business Networking International, The Edge, Synergy, the 20/30 Society and CISHRM.

At NFP, Jason manages business acquisition and provides executive oversight to the client relationship management function across the organization. As the President of the Central Iowa Chapter of SOFA, Jason gives back to the community and promotes financial literacy through education. He has been educating and raising awareness for financial education in the Des Moines area for the last four years. Jason finds the most satisfaction in helping people understand the financial planning process and its importance to their future.

PRESIDENT'S NOTE

I hope this note finds everybody in a warm spot. I know my shoulders have grown a half size since December from the shoveling. I almost forgot how a more normal winter used to be. It sure didn't seem to be so extreme when I was younger...

I attended a breakfast Get-Together at R & R Realty Group on January 30th. Senator Brad Zaun and Senate Minority Leader Paul McKinley gave a brief interlude into the proposed upcoming legislature and how it could affect small and large business. It was very interesting and I was surprised at how this information, good or bad, is not found in our media. I would recommend keeping your ears to the sounding board and calling your local representatives to express your likes and dislikes accordingly. Both Senators expressed the need to contact your local representatives to have your voices heard.

This month, Jason Wiltse with the Society for Financial Awareness (SOFA) will tell us about the workshops and seminars offered through his group. Licensed professionals with SOFA provide free generic financial education to various companies and organizations.

The Leadership Network is a non-profit organization and each year we fund a scholarship (\$1,200 this year) for an AIB College of Business student and consider donations to other local charitable organizations. You do not have to be a member of the Leadership Network to attend a meeting, as guests are always welcome. If you are interested in more information about the group, contact any board member or visit our website at www.dmleadershipnetwork.org.

Sincerely,

Dennis Sensenbrenner

TRANSITIONS AND RECOGNITIONS

It's always a pleasure to announce a new member. **Emilie Newbury** of Hubbell Homes has been helping Marlena Bandurski with a cost-of-living data project for a few months. Although they have not yet met in person, Emilie understands the value of networking and joined soon after Marlena's invitation.

Member **Bob Link** of EMC Insurance was highlighted in the January issue of the Polk-Des Moines Taxpayers Association newsletter. Bob has taken over as Chair of the Polk County/Broadlawns committee with the taxpayer group.

SOME GOOD NEWS ABOUT EMPLOYMENT



David Leto, VP of Membership for the Leadership Network, is employed by Palmer Group, a Full Service Employment Firm based in West Des Moines and wanted to pass along some information to fellow LN members.

I want to take this opportunity to network with other Leadership Network members to make everyone aware that there are some very good job opportunities currently available. Everyone has been affected by the current state of affairs in our economy, and we all know of individuals who have been part of a downsizing or a company closure. Due to the market, interest rates are at an all-time low and Palmer Group's temporary and contract business has taken off. **We have over 200 temporary positions available along with many full-time opportunities.** For the temporary positions, pay is \$12-14/HR for CSR, mortgage underwriters are currently being paid at 40/HR, processors at \$12-14/HR, and Data Entry at \$12/HR. We also have several other part-time positions at 12/HR. To learn more about these opportunities, please visit our website at www.thepalmergroup.com and complete an online application or call our office at 515-225-7000. This is a great opportunity for those looking for work to find good jobs and for us that are employed to help others find work. To view a list of all of our open positions, both permanent and temporary, please visit our website or contact the appropriate Recruiting Consultant listed on our website.

Members only: Watch for your new Membership Directory!

Please note that **John Burnley** of the Iowa Foundation for Medical Care has changed his e-mail address for Leadership Network communications.

NEW PRODUCTS KEEP COMING OUR WAY

ATW Training & Consulting is proud to announce that it has just released four on-line learning programs that will be sold and distributed on a world-wide basis. The four programs, focused on developing leaders in organizations are available via the web and can purchased and loaded onto an organization's intranet. The programs are based on ATW's proven content that has been tested with organizations over the past ten years. The four titles are:

Leadership 101

Goal Setting for Leaders

Coaching and Feedback Essentials

Dealing with Difficult Employees

These programs come at a perfect time for organizations that are looking to maximize their training budget in difficult times.

ATW will be adding to this series of programs with release of an additional four titles on communication skills in February and four titles on teamwork in March. Go to www.atwtraining.com for more information or to contact member **Todd McDonald**.

THE COLLEGE CORNER WITH BMA

Business Management Association (BMA) was established in 1981 at AIB College of Business and is a **student chapter of the Des Moines Leadership Network**. The group meets at least once, but often meets two or three times per month throughout the year. As one of the largest organizations on campus, it currently has 30+ members, as well as Sponsor Lynn Clark and Associate Sponsor Kris Mattoon.

BMA MISSION STATEMENT:

Business Management Association (BMA) is dedicated to the mission of preparing members to pursue careers in business and to developing members who will be assets to the community and society. To fulfill this mission, members perform the management functions of planning, organizing, leading, and controlling when engaging in fundraising, charitable, and social projects and events. BMA offers members unique opportunities to learn, grow and to experience success in a variety of arenas which prepare members for today's highly competitive business environment. Utilizing a hands-on approach, all activities are designed to help members understand the challenges faced by business managers.

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THE COLLEGE CORNER WITH BMA CONTINUED

Winter term at AIB has been and continues to be a full schedule for the group. BMA members donated their time to service on MLK Day at the Boys and Girls Club, helped bring Christmas cheer to two children at Children and Family Urban Ministries, as well as helped with AIB's annual Campus Holiday Luncheon and staffed AIB's concession stand for Eagle basketball games, just to name a few. We are also looking forward to volunteering with the Downtown Events Group at Skywalk Golf and helping to sponsor a Super Bowl Party at AIB for the students. And while volunteering is a top priority, BMA members continue to strive to raise funds through working concessions at Wells Fargo Arena and by other means. Nights are filled with hockey, basketball, and concerts. Last year, the group was able to raise over \$40,000 towards their annual trip. This year the goal is over \$45,000; members have their hopes set on a week in Montego Bay, Jamaica this June. Even with such a busy schedule, members still find time to have fun...each month BMA takes a group outing. This term we cheered on the Iowa Energy, took to the ice at Brenton Skating Plaza, and enjoyed social time at CiCi's. Members are also excited for future outings which include Sleepy Hollow Sports Park, as well as attending a Des Moines Bucs game.

BMA strives to make each and every member a more well-rounded person while also striving to create tomorrow's leaders. If you have questions or comments, feel free to email either Lynn Clark at clarkl@aib.edu or Kris Mattoon at mattoonk@aib.edu.

*You can look forward to **The College Corner with BMA** each month.*

LEADERSHIP NETWORK Membership Application

New Member Referred by _____ Renewing Member

Regular Member Annual Dues: \$95.00. Retirees may join for half price.

Name _____

Title _____

Company or employer _____

Street address or postal address _____

City _____ ZIP Code _____

E-mail address _____

Phone _____ Mobile #, if different _____

FAX _____

Professional certification _____

Company/employer Web address (for Leadership Network Web links)

LEADERSHIP NETWORK P.O. Box 30128 Des Moines, IA 50310
www.dmladershipnetwork.org desmoinesleaders@yahoo.com

Preparing Tomorrow's Leadership Team Today.

Mission: To enhance the leadership experience, knowledge, growth, and commitment to ethical practices and professionalism of our members through program meetings and networking with one another.