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NAPO-LA CALENDAR

March 2011

- 11 NAPO-LA Community Volunteer Project, 2-6 pm
- 15 CD Support Group, 6 pm
- 28 NAPO-LA Board Meeting
- 28 NAPO-LA Chapter Meeting, 6:15 pm

April 2011

- 6-9 NAPO National Conference in San Diego
- 9 LA Prom Closet Fitting Day
- 25 New Member Orientation, 3:30 pm
- NAPO-LA Chapter Meeting, 6:15 pm

May 2011

- 14 Ventura Neighborhood Group meeting, 10 am
- 16 NAPO SD Organizing Expo 6:00-8:30 pm
- 21 POLA Workshop 9 am-1 pm



Quick Links

[NAPO-LA](#)
[NAPO National](#)
[Newsletter Archives](#)

Our Team

Board of Directors



President
Katherine Macey
(310) 806-2580



Vice President
Donna Rosman
(310) 910-3268



Treasurer
Nicole Ballard
(562) 235-1908

President's Message



A Mighty BIG 'Thank You' to NAPO-LA Volunteers!

by Katherine Macey
Organize to Excel
and NAPO-LA President

Did you know that NAPO-LA is one of the four largest chapters of NAPO? The other large chapters are New England, New York and San Francisco. Each chapter's membership fluctuates between 110 and 150 members. One of the benefits of being part of such a large chapter is the opportunity to participate in activities that smaller chapters do not have the volunteer power to manifest. Working alongside other professional organizers allows us to learn from each other and to create relationships that may prove useful in our professional careers. Many organizers hire others to help out on larger jobs and when you have worked alongside someone in a volunteer capacity, you learn their strengths and capabilities, and their methods of working, making it easier to add them to your team, or be part of someone else's team in the future.



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Regina Lark
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Erin Haas
(310) 339-5096



Director of Communications & Technology
Kim Rocke
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Director of Membership
Cynthia A. Smith
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Director of Marketing
Heather Furlong
(805) 577-8267



Director at Large
Robin Davi, CPO®
(805) 657-0908



Director of Professional Development
Leslie Haber
(323) 935-9235

Coordinators
&
Committee Chairs

NAPO-LA hosts the Los Angeles Organizing Awards, this year incorporating the Gala Industry Exchange. You might already know that, but what you might not know is that, this year, nearly half our members volunteered in some capacity to help put the event on. This was an incredible achievement, not only from the point of view of the event itself, which was a huge success, but also from a volunteer standpoint. Words of thanks do not sufficiently acknowledge the effort that was put into the Awards by the volunteers involved, and I do thank them from the bottom of my heart. It is impossible to quantify the value of volunteering for the Awards. That all of the new incoming Board nominees were a part of the Awards Committee says something about the relationships and skills that were developed in the course of volunteering for the event.

We followed the Chapter volunteering with our Community Volunteer Project. A small group of volunteers braved the Friday afternoon traffic to volunteer at the LA Prom Closet where we measured, tagged and sorted dresses that will be given away to low income high school girls so they can attend their proms in style. LA Prom Closet not only gives away dresses, but also shoes, and accessories. On the day the girls pick up their prom clothes, workshops are given on a number of topics, including make-up, self-esteem and healthy living. The girls leave that day transformed both inside and out. It was great to know that NAPO-LA was able to contribute to such a worthy cause.

I can't write about these volunteer efforts without mentioning the countless hours many more (and some of the same) people contribute to running our Chapter day-to-day. From this newsletter, and all our communications with you via email and social media, to the running of the Professional Organizers Learning Academy (POLA), to general administration, to maintaining our history, to supporting our members, and the many other tasks involved in keeping our Chapter running, all the volunteers are appreciated and valued.

So how will you contribute to NAPO-LA this year?

NAPO-LOS ANGELES CHAPTER MEETINGS

March Chapter Meeting
Monday, March 28th
6:15 pm
Olympic Collection

The Fortune is in The Follow-Up!
Protect Your Fortune!

April Chapter Meeting

Associate Member Coordinator
Lois Koch
associatemembership@napola.org

CD Support Group
Jean Furuya

CPO Certification Liasion
Barbara Ricketts CPO®

Fundraising
Wendy Hughes

Golden Circle
Mishele Vieira, CPO®, Chair
Claire Flannery, CPO®
Toni Scharff
Esther Simon
goldencircle@napola.org

Greeter Coordinator
Lisa Suchesk

Historian
Christie Gelsomino

Librarian
Tina Brooks

2011 Los Angeles Organizing Awards & Expo
Donna Rosman, Co-Chair
Robyn Reynolds, Co-Chair

Meeting Assistant
Open

Member Spotlight
Nadine Levy

Neighborhood Groups
Coordinator: Kathym Masci
neighborhoodgroups@napola.net
Burbank/Glendale/Pasadena:
Tanya Whitford, CPO®

Hollywood: Beth Ziegler
South Bay: Beverly Clower
Upland: Millie Hinkle
Ventura: Kathryn Masci
Westiders: Toni Scharff

New Member Orientation
Toni Scharff, Co-Chair
Debra Frank, CPO-CD®, Co-Chair
nmo@napola.org

Online Ambassador
Master Cruz
Photographers
Sara Getzkin
Donna Rosman

Professional Organizers Learning Academy
(POLA)
Jean Furuya
Dolores Kaytes
Donna D. McMillan

Registration Assistant
Kelly Erwin

Silent Auction
Lisa Sucheck

Visitor Liaison
Lori Gersh

Website Coordinator
Kim Rocke
technology@napola.org

Webmaster

**Monday, April 25th
6:15 pm**

Los Angeles Organizing Awards



Presenting Sponsor



Awards Wrap-Up

The 2011 Los Angeles Organizing Awards were held Saturday, January 29, at the Sheraton Universal Hotel. NAPO-LA's signature event demonstrates our chapter's leadership in the organizing industry. The Awards Committee created an exciting, successful event, themed "Changing Lives - Touching Hearts." Below is the list of award winners.

Congratulations to the recipients of the 2011 Los Angeles Organizing Awards!

OfficeMax Special Recognition Award-The Container Store

The Leading Edge Award-Jean Furuya

Volunteer of the Year Award-Carla DeLaurie and Shari Richardson

Raising the Bar Award-Donna Rosman

Best Organizing Product Retailer-The Container Store

Best Closet Design Firm-California Closets

Best Garage Design Firm-OrganizIT!

Best Services Provider to the Organizing Industry-1-800-Got-Junk

Best Office Organizing Product-Brother P-Touch Desktop Labeling Systems

Best Home Organizing Product-Rubbermaid Storage Containers

Most Helpful Organizing Technology-NeatDesk by Neat Company

The Green Award for Most Eco-Friendly Organizing Product-EcoGen Storage Boxes

The Green Award for Most Eco-Friendly Organizing Service-Healing Through Organization, Julie Seibert

Best Time Management Expert-Julie Morgenstern

Heidi Chianta

MEETING INFORMATION

Attendance

FEBRUARY 2011

47 members

8 visitors

Chapter Membership: 119

Board Meeting Mini-Minutes

FEBRUARY 2011

- Registration fees for chapter events are non-refundable, but participants of POLA classes have an opportunity to roll their registration fees into another POLA class within one calendar year.
- Due to an increase in bank charges, returned check fees will increase to \$35 per check.
- Oversight of the Chapter storage unit will transfer from the Board Treasurer to the Board Secretary.

Chapter Award Winners

Leading Edge Award

2010 - Jean Furuya
2009 - Robin Davi
2008 - John Trosko
2007 - Jodie Watson
2006 - Dolores Kaytes
2005 - Jodi McDaniel
2004 - Chris McKenry

Raising the Bar Award

2010 - Donna Rosman
2009 - Leslie Haber
2008 - Chantale Bordonaro
2007 - Jodie Watson
2006 - Chris McKenry

Philanthropy Award-Lorie Marrero, The Clutter Diet

Best Show Incorporating Organizing on National Television-Clean House

Most Educational National Television Show About Organizing-Hoarders

Best Organizing Book-Organizing from the Inside Out by Julie Morgenstern

Best Publication Featuring Organizational Information-Real Simple Magazine

Best Organizing Website or Blog-Flylady.net

Most Valuable Educational Resource-NAPO National Conference

Best Organizer as Coach or Mentor-Standolyn Robertson

Most Innovative Organizer-Dorothy Breininger

Most Supportive or Organizer-Friendly Charity-Goodwill



The team of volunteers for the Awards Task Force looked fantastic at the event! Thank you for all of your hard work!

A special 'Thank You' to Donna Rosman, for her exceptional dedication and effort! Congratulations on a successful event!

NAPO 23rd Annual Conference & Organizing Exposition



**2011 NAPO
Annual Conference
Registration
Available Online!**

Whether you call yourself a professional organizer, a consultant, a coach, or a lifesaver, if you enhance the lives of clients by

2005 - John Trosko

Volunteer of the Year Award

2010 - Carla DeLaurie and Shari Richards
2009 - Linda Levine-Quackenbush
2008 - Heidi Chianta
2007 - Cary Brazeman (Associate Member)
2006 - Claire Flannery and Kristine Oller
2005 - Deborah Kawashima
2004 - Laurie Clark and Dee Saar
2003 - Robin Davi

Associate Members



Custom Closets
[Email Kay Wade](#)
(310) 516-7000 x224



Go Junk Free America!
[Email Evan Berger](#)
(800) GO JUNK FREE

NorthStar Moving

Custom Garage Systems
[Email Gus Gougas](#)
(818) 232-7683

Office Organization Products
[Email Barbara Schmit](#)
(818) 232-7683

Custom Glide-Out Shelves for Cabinets & Pantries
[Email Michelle Smith](#)
(310) 980-4906

Be Involved!

designing systems and processes using organizing principles and through transferring organizing skills, or if you educate the public on organizing solutions, this conference is for YOU!

[Learn more about the NAPO 2011 Conference](#)

April 6 - 9, 2011
[Town and Country Resort and Convention Center](#)
San Diego, CA

Mark your calendar for next year's conference:

2012 - Baltimore, MD
[Hilton Baltimore](#)
March 21-24, 2012

Institute for Challenging Disorganization



It's official! The ICD (formerly NSGCD) completed its branding transition on January 1st. For more information, please refer to the ICD website www.challengingdisorganization.org contact Debra Frank, your NAPO-LA Chapter ICD Ambassador.

[ICD 2011 March Teleclasses](#)
www.challengingdisorganization.org

To view the descriptions, please click on the link labeled "View Teleclass Descriptions" at the bottom of the page. Otherwise, you can register by clicking on the link labeled "Register for Teleclasses" at the bottom of the page.

Date: Monday, March 7, 2011
Time: 8:00PM (EST)
Teleclass: Organizing Children (Aged 5-12) in a CD Household (STU-195)
Presenter: Kate Varness, CPO-CD®

Date: Monday, March 14, 2011
Time: 8:00PM (EST)
Teleclass: Motivational Techniques for the CD Client (ADM-370)
Presenter: Terry Prince, CPO-CD®

Open Chapter Positions

The following positions are currently open. We would love your support!

1. Central San Fernando Valley Neighborhood Group Coordinator
2. Meeting Assistant
3. Yahoo Group Moderator
4. Copy Assistant
5. Database Coordinator

Membership

NAPO National Membership

Annual Dues:

- \$200 - Active Member*
- \$150 - Associate-Branch
- \$250 - Associate-Local
- \$550 - Associate-Corporate
- \$20 - Processing Fee

Provisional member dues are \$180 plus a one-time \$20 processing fee. You are an active member if you have completed your provisional membership year, or are a new NAPO member with more than one year of professional organizing experience.

NAPO National dues can be paid online. Proof of paid dues is required at time of joining NAPO-LA. NAPO National submits its renewal notices directly to members on their anniversary dates. NAPO-LA annual membership dues are renewed each September. You can also join NAPO-LA online.

NAPO-LA Chapter Membership

Regular Members:

Dues are prorated 25% quarterly.

\$100 - Level 1

Yearly dues and Website Listing in the "Find an Organizer" section of our website.

\$25 - One-Time Processing Fee

\$25 - Lapsed Member Processing Fee

Associate Members:

Dues are prorated 25% quarterly.

\$175 - Branch Associate Member - Local branch or regional office of a Corporate Associate Member

\$300 - Local Associate Member - Locally-based, self-operating retailer, supplier, designer, or independent sales representative engaged primarily in the manufacture, distribution, and/or sale of organizational equipment, supplies, or organizing-industry related services.

NOTE: All members are required to sign a Code of Ethics as part of their membership.

Date: Monday, March 21, 2011

Time: 8:00PM (EST)

Teleclass: Understanding Procrastination Pitfalls (LS-280)

Presenter: Jill Lawrence, CPO-CD®

Date: Monday, March 28, 2011

Time: 8:00PM (EST)

Teleclass: Kaizen - The Next Step for the Chronically Disorganized Client (ADM-375)

Presenter: Kathie E. England, C.O.C. & Jennifer McDaniel Wolfe, CPO-CD®

[Register for Teleclasses](#)

The 2011 Organizing Expo Brought to you by National Association of Professional Organizers - San Diego

Event: Join us for a fun and educational evening featuring:

Organizing products and service vendors

Live Demonstrations

Meet over 30 different organizing companies that belong to NAPO San Diego's chapter

Valuable organizing gifts and raffle prizes will be given away

Refreshments will be provided

Location: JCC Rehearsal Room, First Floor

4126 Executive Drive, La Jolla, CA 92037

Date: Monday, May 16th from 6:00 pm to 8:30 pm

Admission: Free to NAPO SD members

\$5 for all other attendees

For more information, call Barbara Langdorf
949-679-4033

Let's Honor Our Volunteers



Congratulations to Roxanne Hoerning, recipient of the Volunteer of the Month award for the month of January. Roxanne has served

[For more information on becoming a NAPO-LA member, click here](#)

[For the NAPO Code of Ethics, click here](#)

Advertising

Promote Yourself or Your Product: Advertise!

By Kenya Erving
Erving Consulting Group

Don't miss out on the opportunity to advertise your business in *The Los Angeles Organizer*. Let everyone know about the products and services you offer by running an ad in our award-winning newsletter. Space is available for members, non-members and associate members.

To purchase an ad, go onto the NAPO-LA website at www.napola.org and click Advertising. Size options and prices are available online. Advertising space starts as low as \$25. Hurry, act now! Space is limited!

For more information, contact Kenya Erving, who handles newsletter advertising, at (323) 253-3426 or send her an email at newsletteradvertising@napola.org. If you know of any businesses that offer great products and/or services for Organizers, please forward their information to Kenya to contact regarding ad space.

Newsletter

The Los Angeles Organizer



Editor

Audra Cottrell

editor@napola.org



Publisher

Roxanne Hoerning

publisher@napola.org

as Publisher of our newsletter, *The Los Angeles Organizer*, taking care of all the technical work required to get the newsletter blast out to the chapter, getting photos from people in the correct format, sizing them and putting them into Constant Contact. Our newsletter is a huge undertaking, and it couldn't be done without an enthusiastic Publisher like Roxanne.

Roxanne is without a doubt a NAPO-LA superstar member and we are honored to present her with a certificate of recognition as our January Volunteer of the Month.

What is your business name and website?

- My business is ***You Can Be Organized*** and can be found at youcanbeorganized.com

Where do you live and where do you do business?

- I live in Torrance and primarily do work in the So. Bay.

How many years have you been in business?

- I started my business in 2008, but I only work at it part time as I am still working a full time corporate job as a Customer Relationship Database Manager.

How did you get into organizing as a profession?

- In anticipation of early retirement from my corporate job I started exploring future opportunities that complimented my skills. During my research I came across information on NAPO and decided to attend the NAPO National Conference in Reno. From that point I knew this was to be my next career. So my goal has been to set up my business while I am working and have the money to invest, so when I retire next year I am good to go.

Where are you from originally?

- I was born in Burbank, Ca and grew up in the Sunland, Tujunga area and moved to the So. Bay in 1974.

What are your main organizing interests or specialties?

- I still consider myself new to the organizing field, so I have not explicitly defined my specialty. I have years of project management experience and office organization skills so the business aspect seems like a natural fit for me. But I also enjoy home organizing with some emphasis on decorating.

What do you like to do when you aren't organizing? Hobbies? Interests?

- Hobbies include off road motorcycle riding. This has been a family activity for 30 years. The entire family rides and we

Newsletter Advertising

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The Los Angeles Organizer is published bimonthly (January, March, May, July, September and November). The newsletter is emailed to NAPO-LA members and associate members, NAPO national board members, and NAPO chapter presidents, and is available to the public on our website. All contents are copyrighted. All rights reserved.

Submission Guidelines

Articles: NAPO-LA members are encouraged to contribute to this newsletter. Articles are not to exceed 500 words in length. Submissions must be received by the Editor no later than the 20th of the month preceding the month of publication. You may send your article as a Microsoft Word file attachment or directly in the body of an email. Photos should be .jpg, 72 dpi, sent with your article. All article topics and content must be approved by the Editor. Submit editorial to editor@napola.org

Advertising: Ads must be received by the 20th of the month preceding the month of publication. There are two types of ads available.

Website Link: This is a small ad containing a link to your website, located in the left side column of the newsletter. The ad can be your logo, a photo, or a short message.

Format: .jpg, 72 dpi, 125 pixels w x 100 h.

\$25 NAPO-LA Members

\$35 Non NAPO-LA Members

Block Ad: This is a large block located at the end of the newsletter providing details about your company or service, along with a logo and/or photo. **Format:** Submit ad copy (100 words max) as a Word document and email with logo and photo as .jpg, 72 dpi.

\$35 NAPO-LA Members

\$45 Non NAPO-LA Members

Submit ads to editor@napola.org

Welcome!

New NAPO-LA Members

Nicole Boudakian
Organize to Excel
nicole@organizetoexcel.com
www.organizetoexcel.com

Jackie Dessy
jackiedessy@yahoo.com

Holly Dickinson

take several trips every year hauling the trailer and bikes out to California City where we set up camp and ride for a few days. I also enjoy scrapbooking, sewing, quilting and gardening.

Tell us about your family. Are you married, single, children, grandchildren?

- I am married with 2 grown married children and 3 lovely teenage granddaughters.

How did you come to join NAPO and/or NAPO-LA?

- When I decided to go to the Reno NAPO conference I joined NAPO and then sometime later contacted NAPO-LA and talked to Chantale Bordonaro who sold me on the value of the local organization. I also participate in the So. Bay NAPO group. It is so nice to have local members to talk with about what really goes on in this industry. It is a great opportunity to learn.

What has been your experience volunteering in NAPO-LA, and what do you see as the benefits of volunteering?

- Volunteering has been rewarding. I have learned so much as publisher of the newsletter. I now have a thorough working knowledge of Constant Contact. This particular position has been a nice way to be involved but still work at my pace as I have the time to spend, since I do work full time. And it has been a good way to stay on top of what's going in the organization.

Golden Circle



Tamara Zook
Golden Circle Member

THE POWER OF VULNERABILITY

I love all those TED Conference videos. The TED Conferences are these well, conferences where innovative, smart folks come and talk about what they have discovered and they video tape them and put them on the TED Conference site. The videos' catch phrases are: "Riveting talks by remarkable people. Ideas worth sharing." If you're not familiar, here's their site (careful, it's totally addictive). <http://www.ted.com>. Often times my friends

Clutter Wizards
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Jennifer Dion
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tarajk07@hotmail.com
21-x.blogspot.com

send a link to me of a specific talk which has moved them or made them think. This is the last one I watched and it too had me thinking.

Brene Brown: The Power of Vulnerability. http://www.ted.com/talks/lang/eng/brene_brown_on_vulnerability.html

Now, Ms. Brown has spent years studying this subject of vulnerability and I in no way will be able to capture the magic and clarity of her speaking; so bear with me as I get through this bit of explanation. I think it's worth it.

Ms. Brown in her doctorate studies came to the point where she was studying people who had a strong sense of worthiness. (I think worthiness is worthy of some examination, don't you?!) In her studies, she found that these people who have a strong sense of worthiness experienced it because they had a strong sense of love and belonging. She came to call that strong sense of love and belonging - whole heartedness. In Brown's study of these people who live whole heartedly she saw they all demonstrated the courage to be imperfect and to fully embrace their vulnerability. To live whole heartedly, it was fundamental for them to embrace their vulnerability and imperfection.

Well, I'm sure you see where my head is going on this path of thinking. I mean, come on, we're professional organizers, we can often land in the world of perfectionism or more honestly, I can often land in the world of perfectionism. The "courage to be imperfect" can really set my heart racing - and not always in a good way. Through Ms. Brown's video, I realized that I often use my organizing and my organizational skills to keep myself from being vulnerable.

This is how I realized staying organized to avoid being vulnerable has worked. If I keep really organized than:

- * life's ups and downs just won't happen
- * I won't have to ask for help
- * I won't mismanage my money
- * I won't ever look stupid

Well, those are just the examples that come to mind. I am sure it could become a very long list for me.

Now, I am not in any way implying that if I am more disorganized, I will be living more whole heartedly or I'll have a stronger sense of worthiness. Yeah, I am not saying that. But I am willing to look at where I can bring some balance in my life so that I can cut myself some slack - or as the case may be - some vulnerability. I found Brene Brown's talk to be a wonderful jumping off point to ask myself, "Where do I use my organizing skills to keep me from risking vulnerability?"

Our clients are often very vulnerable when they call and ask for our services - our help. How do I stay in contact with my own vulnerability so I continue to have empathy and compassion for their courage to be "imperfect".

Ms. Brown also goes on to say, "What makes us vulnerable makes us beautiful." I have decided that I am going to choose to be a little more beautiful. It won't affect my bank account like botox but the cost to be a bit more vulnerable will allow my humanness to be more present to me, to my clients and well, to my world.

GOLDEN CIRCLE LISTSERV

Are you a member of the Golden Circle ListServ? Open only to Golden Circle members, this ListServ allows more seasoned professional organizers to network with each other. To get started, log into www.napo.net and go to the Golden Circle Page. In the second paragraph you will see a link for the Golden Circle ListServ. Clicking the link will allow you to go to the page to sign up for the ListServ. Once approved, you can post to the ListServ by sending an email message to golden-circle@lists.napo.net.

2011 GOLDEN CIRCLE MEETING SCHEDULE

Mark your calendars for the following dates. Details will be sent out via Evite prior to each meeting.

Wednesday, March 23, 2 pm

Tour of the Hyperion Treatment Plant in Playa del Rey

Hosts Mishele Vieira, CPO®, and Sara Getzkin

Sunday, July 17, Host Esther Simon

Saturday, October 15, Host Toni Scharff

NOTE: Qualifications for Golden Circle membership include five years in business as a professional organizer and one year as a NAPO member. Quarterly meetings are held in the homes of Golden Circle members, where we network, share information, and get to know each other on a more personal level.

All eligible Golden Circle members are invited to join the Los Angeles Area Golden Circle. Chapter membership is not required; NAPO National membership is. More information is available on the NAPO National website or by contacting Mishele Vieira at goldencircle@napola.org.

NAPO-LA Professional Organizers Learning Academy

**Double or Even Triple Your Appointments
with New Clients
Book Appointments Like Crazy --
Regardless of the Economy!**



Saturday, May 21, 2011; 9:00 am - 1:00 pm

Instructor: **Michelle Quintana**

To register click here

Does this sound familiar?

- You get a call from a VERY interested prospect, explain your services, your fees, and answer all the questions, but ... **YOU DON'T BOOK THE APPOINTMENT!**
- You continually get objections about your fees and don't really know how to effectively handle them, and ... **YOU DON'T BOOK THE APPOINTMENT!**
- Or the prospect says, "OK, I need to check with my husband, and I'll get back with you," and ... **YOU DON'T BOOK THE APPOINTMENT!**
- Your prospect is worried about spending money on your services during a down economy, and ... **YOU DON'T BOOK THE APPOINTMENT!**

What is this costing you in real lost revenue? Afraid of sounding sales-hypey on the phone and have no clue how to effortlessly "close" the appointment?

If you're ready to get outside your comfort zone and begin booking appointments, then this training session is for you. Just one or two tips will pay off for the rest of your organizing career. You'll learn exactly how to master ...

- The three most common objections, how to stop them dead in their tracks, and what NEVER to say to a prospect.
- Sounding professional without the sales-hype -- having them begging to work with you.
- Role playing with colleagues to break the comfort zone keeping your income in the tank.

Here's what past attendees said about Michelle's session:

"I received a phone call from a CPA who received a flier of mine. He asked about my fees, and with that first question I became Michelle's clone! I qualified him, felt his pain, praised him, told

him about my four-hour minimum and hourly fee. We booked the first appointment to reorganize his home office. That one phone call more than paid for the workshop!" --Regina Lark, *A Clear Path*

"Michelle's workshop was simply great. She's an energetic, highly knowledgeable, humorous, and motivating speaker, and she got us very charged up about how to engage first-time callers in order to get to that first step, which is booking an appointment. Role-play was really fun (and very revealing!). Anyone who's interested in generating more business needs to take this workshop." --Susan Culligan, *Got to Get Organized*

Make more money and book your calendar with clients who WANT to work with you!

Michelle Quintana spent 12 years as a NAPO-LA member and full-time organizer. Now owner of **Bulldog Creative Copywriting**, she traded in the clutter for the keyboard, using what she learned in building a six-figure organizing business and turning that passion into a career as a professional freelance copywriter.

Date: Saturday, May 21, 2011; 9:00 am - 1:00 pm
Class will be limited to 20 participants, so **register early!**

Cost: Early registration: NAPO-LA Members: \$99;
Public: \$119 -- After May 15, 2011, add \$15

Location: Circle of Care Leeza's Place, 5000 Van Nuys Blvd,
Sherman Oaks, CA 91403

For more information: contact education@napola.org

No refunds for POLA classes. If you are unable to attend this class, the fee will be applied toward another POLA class within one year's time.

[To register click here](#)

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LOG\Y\G\Q\Q\W\H\MI\ I\ P\W\G\N\I\ I\ D\W\Q\G\H\MI\ I\ P\W\G\N\I\ P\W\G\N\I\ S\Q\Q\G\I
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7R15 6931FUIFUIXWUJQFUPDMPDHPDQFDQ) XX, QDW
Jean@TheOfficeJeanie.comIFUFDQIIIIIIIIIIIIIIII

NAPO-LA Neighborhood Groups

Many of the Neighborhood Groups hold informal bimonthly meetings throughout the Los Angeles area. A benefit of chapter membership, these offshoots of NAPO-LA offer education, networking and support. Check below for your nearest group, and contact the Facilitator for information on the next meeting. If you'd like to volunteer as a Facilitator for one of the open groups, please contact Committee Chair Kathryn Masci by sending an email to her at neighborhoods@napola.org.

Burbank/Glendale/Pasadena: Tanya Whitford, CPO®, Facilitator
Hollywood: Beth Ziegler, Facilitator
Orange County: Gail Gray, Facilitator
South Bay: Beverly Clower, Facilitator
Upland: Millie Hinkle, Facilitator
Ventura (includes Agoura & Santa Clarita): Kathryn Masci, Facilitator
Westsidiers:Toni Scharff, Facilitator
(2011 Schedule: April 17, June 11, August 14, October 9 and December 11)

NAPO Los Angeles

Mission Statement: NAPO-LA is the organizing industry leader committed to providing the public with resources; providing professional organizers with education and support; and providing related industry professionals with unique channels for their products and services.

NAPO-Los Angeles
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For questions on our disclosure policy, please contact our [Chapter President](#).