



# The LA Organizer

NAPO-LA's Newsletter

Volume 10, Issue 10

September 2003

President's Message

## MAKING A DIFFERENCE

Marilyn Crouch, President, *Avenues to Organization*

What has eighty-eight arms and legs, twenty-two smiles, is highly organized, wants to make a difference in the world, and can generate a \$13,000 donation to a non-profit organization in eight hours? You guessed it: the amazing NAPO-LA volunteers of the 2002 Get Organized Week (GO Week) community outreach event at Break the Cycle. I can tell you that those twenty-two volunteers walked away from the event with a full heart and a real sense of having made a big difference in the lives of many people!

The first year that I volunteered for the GO Week event, I jumped right in and volunteered to be one of the team leaders. I was a little nervous about being a team leader, as I was new to NAPO-LA and the organizing profession; but I pushed the fear aside, jumped in, got involved, and didn't look back. I gained a new sense of my skills, learned new skills, made new friends, a new client, and pride in being a part of such an event. An amazing group of organizers had just touched the lives of the people whose offices we

organized, as well as the many people who use the services of the Los Angeles Free Clinic. That felt great!

Last year, I volunteered to be a co-chair for the GO Week event at Break the Cycle. That was an amazing experience that definitely exercised my organizing and management skills! This time, I gained more new skills, more new friends, a greater sense of pride in what our NAPO-LA volunteers can accomplish in eight hours, and a very warm feeling in my heart about what we, as an association, can do to make a difference.

The 2003 NAPO-LA community outreach event will take place at Habitat for Humanity Los Angeles ([www.habitatla.org](http://www.habitatla.org)). The Board is happy to have Toni Scharff and Claire Flannery as the co-chairs for the 2003 GO Week event. I encourage each of you to consider getting involved in this very worthwhile event and in making NAPO-LA shine.

You will work with fellow chapter members, learn new

skills, teach some of your skills, connect with other chapter members—many friendships have blossomed from this event—and be on a team of organizers that is making a big difference. That's the best part: knowing that you have made a difference.

*"I think the purpose of life is to be useful, to be responsible, to be honorable, to be compassionate."*

—Leo Rosten

### In this Issue

Abbreviated Minutes	page 4
Agenda	page 4
Calendar	page 3
Education Update	page 5
Golden Circle Update	page 6
Membership Update	page 5
Renewal Information	page 8
September Program	page 3
Silent Auction Bio	page 7
Website Hits	page 7
Who's Who	page 2

## Who's Who in NAPO-LA

### 2003-2004 OFFICERS

President	Marilyn Crouch <i>MarilynCrouch@napola.org</i>	(310) 375-9927
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Treasurer	Robin Davi <i>RobinDavi@napola.org</i>	(805) 522-9687
Past President	Tanya Whitford <i>TanyaWhitford@napola.org</i>	(323) 377-1312

### COORDINATORS & COMMITTEE CHAIRS

Associate Member Coordinator	Barb Schmit
Chapter Historian	VACANT
Client Referrals Coordinator	Pat Brubaker
Database/Directory	Tanya Whitford
Golden Circle Advisor	Ann Gambrell
Greeting Coordinator	Toni Scharff
Meeting Assistant	<b>Volunteer Needed</b>
New Member Coordinator	Debra Frank
New Member Orientation	Jean Furuya, Ann Gambrell
Prospective Member Coordinator	Claire Quinlan
Public Relations	Chris McKenry
Special Projects Coordinator	Jean Furuya
Webmaster	Marilyn Crouch, Chris Janetsky, Tanya Whitford
Web Listing Coordinator	Toni Scharff
Web Sponsor Coordinator	Dione Wu, Cindy Kamm
Workshop Co-Chairs	Jennifer Hartman, Dionne Wu

### LA ORGANIZER STAFF

Editor	Lynne Gilberg <i>LynneGilberg@napola.org</i>	(310) 839-9969
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Staff Writers	Talia Eisen, Jean Furuya, Glorya Schklair, Kathleen Schulweis, Tanya Whitford, Dorothy Breninger	

### The LA Organizer

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**DEADLINE** The first of the month for any submission.

#### ADVERTISEMENTS

Size	Members	Nonmembers
3-line classified	\$5.00	\$10.00
Business card size	\$10.00	\$20.00
Quarter page	\$25.00	\$50.00
Half page	\$35.00	\$70.00
Full page	\$50.00	\$100.00



*The mission of the National Association of Professional Organizers is to encourage the development of Professional Organizers, to promote recognition of, and to advance the professional organizing industry.*

**NAPO Headquarters**  
**35 Technology Parkway**  
**Norcross, GA 30092**  
**Phone: (770) 325-3440**  
**Fax: (770) 263-8825**  
**Website: [www.napo.net](http://www.napo.net)**

**Email: [hq@napo.net](mailto:hq@napo.net) or (Becca McFadden) [becca@napo.net](mailto:becca@napo.net)**

#### NATIONAL MEMBERSHIP ANNUAL DUES

Individual (renews on member's anniversary)	\$200
Associate-Corporate	\$550
Associate-Branch	\$150
Associate-Local	\$250
New Member (one-time processing fee)	\$20
National NAPO Name Badge	\$10

#### MISSION STATEMENT—NAPO-LA

*NAPO-LA is an organization dedicated to bringing Southern California Area Organizers together through networking, education, professional growth, industry updates, support, and public awareness.*

**NAPO-Los Angeles**  
**PMB 134, 10573 W. Pico Blvd.**  
**Los Angeles, CA 90064**  
**HOTLINE (213) 486-4477**  
**[www.napola.org](http://www.napola.org)**

#### CHAPTER MEMBERSHIP

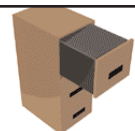
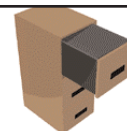
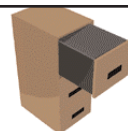
National Membership required  
 Includes electronic newsletter

#### ANNUAL DUES

Basic Member (Oct. 1st-Sept. 30th)	\$75
Full Member (includes meetings)	\$135
Website listing (Oct. 1st-Sept. 30th)	\$55
Out-of-State Individual (Oct. 1st-Sept. 30th)	\$50
Associate Member (Oct. 1st-Sept. 30th)	\$150
New/Lapsed Member Processing Fee	\$10
Meeting Fee	\$7

#### NONMEMBERS

Newsletter Subscription (annual)	\$25
Meeting Visitor Fee	\$15



## RESOURCES FOR ORGANIZERS

Heather Thompson, Program Director, *Organization Matters*

Have you ever wondered what to do with some of the items your clients want to part with? Not all charities are willing to accept everything that comes out of a garage or supply closet. What about disposing of that old computer? Are you really supposed to put *that* in the trash? Need to save a client's photographs forever?

Our September meeting will address these and many other issues. Scheduled to speak are representatives from LA Shares, an E-bay consignment company, the County of Los Angeles, Digital Records Management, and Boomerang Boxes.

All of our speakers will give you ideas on what to do with the items you find in clients' homes or offices. From ways to donate unwanted items, to proper storage of priceless memorabilia and everything in between, there will be helpful hints for everyone.

My sincerest "thank you" to our August speakers Dorothy Breininger, *Center for Organization and Goal Planning*, and Debbie Gilster, *Organize and Computerize*, for the most inspiring program. Their program "To Grow or Not To Grow," gave me, and so many of us, wonderful ideas to think about. While we must all make our own business paths, Debbie and Dorothy definitely gave us ideas on how to determine that path.

### COMING SOON!

#### Future Chapter Meetings

##### October

#### Presentation Development.

Speaker Heidi Parr will present "Promote Your Business Through Speaking." She will show us how to create and deliver wonderful presentations from start to finish. Heidi has crative tips for those just starting to use speaking as a tool and new ideas for those who currently use public speaking to grow their business.

##### November

#### Town Hall Meeting & Holiday Party.

**CLOSED TO VISITORS.** A little something different this year. We will provide a buffet dinner for the membership. This meeting will focus on socializing with NAPO friends and getting to know new ones. We will also have the Town Hall meeting where chapter members will have the opportunity to ask the Board questions concerning the operation of the chapter.

##### December

**We have no meeting. Please enjoy the holidays with your friends and loved ones.**

# Calendar

### September

- ADHD Month
- Shameless Promotion Month
- 7-13 Improve Your Home Office Week
- 15-19 National Love your Files Week
- 22 Board Meeting 2:30pm
- 22 Chapter Meeting 6:15pm
- Topic: Resources for Organizers

### October

- Self-Promotion Month
- 5-12 Get Organized Week
- 25 Western Regional Conference in San Francisco
- 27 Board Meeting 2:30pm
- 27 Chapter Meeting 6:15pm
- Topic: Presentation Development

### November

- 15 America Recycles Day
- 24 Board Meeting: 2:30pm
- 24 Chapter Meeting: 6:15pm
- Topic: Town Hall and Holiday Party
- CLOSED TO VISITORS!!**
- 28 Buy Nothing Day

## 3 VOLUNTEERS NEEDED

One of the best ways to get to know other chapter members is by volunteering. NAPO-LA is looking to fill the following volunteer positions.

**Meeting Assistant  
Web Sponsor Co-Ordinator  
Greeter for Meetings**

If you are interested in assisting the chapter in any of these positions, please contact [MisheleVieira@napola.org](mailto:MisheleVieira@napola.org).

## GET ORGANIZED WEEK 2003: CHAPTER PROJECT- OCTOBER 9

Claire Flannery and Toni Scharff,  
Get Organized Week Co-Chairs

NAPO-LA, is once again, looking forward to Get Organized Week. NAPO chapters around the country will celebrate Get Organized Week during the first week of October. As most of you know, this week showcases ways in which both individuals and businesses can reap the benefits of getting organized. Our chapter has supported various community outreach projects in the past. It's a fun project, and we hope that many of you will want to get involved. This year we are proud to announce that we will be organizing the offices of Habitat for Humanity. Mark your calendars for Thursday, October 9<sup>th</sup>.

Habitat for Humanity/Los Angeles is a nonprofit organization that partners with various communities in Los Angeles, primarily South Central, East LA, Southeast LA and Venice. Through volunteer labor and tax-deductible donations of money and materials, Habitat builds and rehabilitates safe, affordable houses with the help of the homeowner families. The houses are then sold to these families at no profit and financed with affordable, no-interest loans. You can learn more about Habitat's remarkable programs at [www.habitatla.org](http://www.habitatla.org).

Habitat's general offices need NAPO's assistance. After meeting with the staff at Habitat and with their help, we divided up their space into seven zones. A team leader is needed for each zone, as well as "worker bee" organizers to comprise the teams. If you feel you have strong small-office organizing skills, we would love to have you as a team leader. Please email co-chairs Toni Scharff and Claire Flannery at [GoWeek@napola](mailto:GoWeek@napola) to add your name to the list of volunteers.

Both NAPO-LA and Habitat for Humanity would like to see as much media coverage for this event as possible, but we need help. Do you have any connections with TV or radio stations, the Los Angeles Times or other local newspapers? If so, please steer us to that one crucial person who can help us at each of these venues. The more media attention we get, the better it will be, not only for our chapter, but for all of our member organizers as well. Promoting the field of Professional Organizing is always our number one goal!

Let's rack our brains, review our notes and think about how we can help this worthy cause. Time is short. Please act now. A big thank you to all of our chapter members who have already added their names to the volunteer list. If you have been a part of past GO Week projects, you know how rewarding this will be. If you don't have any GO Week experience, now's the time to sign up and find out what everyone is talking about!

**Agenda**  
**Monday, September 22, 2003**

5:50 Registration: Please wear badge  
6:15 Meeting begins promptly  
• President's Remarks  
• Member Spotlights  
• Announcements \*

7:00 Break  
7:15 Presentation: "Resources for Organizers" with various speakers  
8:35 Meeting adjourned  
8:35 Visitor/New Member Q&A

Fourth Monday except as announced  
Olympic Collection Conference Center  
11301 Olympic Blvd. at Sawtelle

Parking: \$5 Look for signs to meeting.  
Meeting: \$7 NAPO-LA members  
\$15 Visitors/prospective members

We welcome all Professional Organizers and those interested in entering the field (no clients, please). Business attire is appreciated. Networking table is available to display brochures and flyers.

*\* To make an announcement, please email HeatherThompson@napola.org PRIOR to the meeting or call her at (818) 621-7185.*

**Abbreviated Minutes**  
**August Board Meeting**

*Talia Eisen, Clarity Professional Organizing*

1. The relocation vote is in and The Olympic Collection will remain the venue for future chapter meetings; a 1 year agreement was signed with the facility.
2. A total of 121 phones were donated to by our chapter to the "Donate A Phone" program.
3. A major PR effort is underway to promote Get Organized-Week via mailings and press releases.
4. Since initiating our new member online sign up program last month, two new members have joined via the website.

## INTRODUCING THE MET PROGRAM

Tanya Whitford, *Organizing Wonders*

We are happy to introduce the NAPO-LA Mentoring, Education, and Training (MET) Program. The purpose of this program is to provide mentoring and education to new and prospective organizers and will be conducted by veteran organizers, who will be compensated for sharing their expertise. The three main parts of this program—mentoring, Q & A nights, and mini-workshops—will be rolled out over the next year. This program was developed by Jean Furuya and Tanya Whitford with committee members Barbara Ricketts and Ann Gambrell.

First on the schedule is the *Mentoring & Education Classifieds* booklet. If you have been a member of NAPO-LA for at least three years, and you coach or mentor new organizers or teach workshops and classes, this is the perfect place for you to advertise. This booklet will be available online in PDF format on the “Becoming a Member” page of our website, [www.napola.org](http://www.napola.org). A few copies will be on hand at meetings for guests who are seeking education. The booklet will be published every six months, beginning December 1, 2003. Mentors and coaches will pay \$25 for a 6-month listing that will include their contact information and the specialty areas in which they mentor. Teachers who have classes and workshops will pay \$25 for a 6-month 2” x 4.5” listing or \$45 for a 4.5” x 4.5” listing to advertise their classes.



In addition, we will create a new email address for the MET program, [education@napola.org](mailto:education@napola.org). This will allow all our members who receive unsolicited email requests for information from new and prospective organizers to simply forward those requests to [education@napola.org](mailto:education@napola.org). This committee will respond to email inquiries by sending them the Mentoring and Education Booklet, where they will be able to find a suitable person to answer all of their questions.

We hope to meet the needs of both new and veteran organizers by creating the MET Program. New organizers will have opportunities to learn and to have a place to go to for answers to their questions. Qualified veteran organizers will have marketing and speaking opportunities available to them where they will not be asked to simply “give away” of all their hard-earned knowledge, but rather receive some compensation for their valuable expertise.

Check your email for more details in September when sign-ups will begin for advertising in the first edition of *Mentoring & Education Classifieds*. You will hear more about the second part of this program—Q & A Nights with veteran organizers—in upcoming newsletters. We look forward to another wildly successful program in NAPO-LA!



Reminder

## DON'T CALL ME I'LL CALL YOU

Evelyn Gray, *GO Get Organized*

The Federal Trade Commission has launched a nationwide Do-Not-Call registry for residents who want to block unsolicited advertising via their home and cellular telephones. You can register online at <http://www.donot-call.gov> or by phone by calling toll-free 1-888-382-1222 from the number you wish to register.

Registration is free. The FTC and the states will begin enforcing the National Do-Not-Call Registry on October 1, 2003. That’s when consumers who register by August 31, 2003 will notice a reduction in the number of telemarketing calls they get.

Your number will stay in the registry for five years, until it is disconnected or until you delete it from the registry. After five years, you may renew your registration.

*continued on page 9*

### Membership Report

Nicole Juarez, VP Membership.  
*Elements of Organizing*

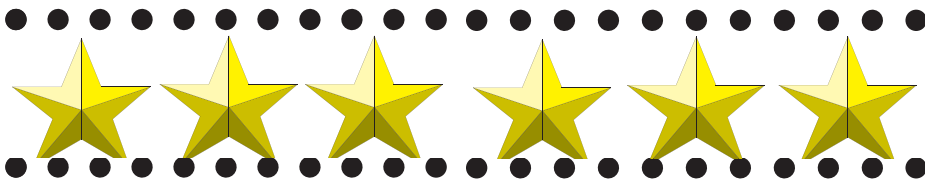
August Meeting Attendance	55
Members	42
Guests	11
New Members	2
Total Membership NAPO-LA	93

## ASK THE GOLDEN CIRCLE

Glorya Belgrade Schklair, *The Practical Organizer*

**Q:** I heard that the *Ask the Organizer* column will be taking on a new identity. Is that true?

**A:** You bet! In October, “*Ask Golden Circle*” will replace *Ask the Organizer* and will bring you answers to questions submitted at the monthly chapter meetings. Each month a NAPO Golden Circle organizer will be invited to write a guest column just for you. Watch for our new look!



Chapter Fundraising

### WEB SPONSOR REWARD PROGRAM: A GIFT FOR YOU!

Cindy Kamm and Dione Wu, Web Sponsor Coordinators

Everyone likes to win something; right? Well, here is your opportunity to win a valuable organizing freebie while doing your job!

To kick off our second year of the Web Sponsor Program, NAPO-LA is currently offering one **\$25 gift certificate** toward a purchase from Organized Living, for each **Platinum Level Web Sponsor** you sign up by June, 2004.

Think about the businesses and vendors you use every day: moving and relocation companies, contractors or handymen, printers or graphic designers. Companies are always looking for cost-effective ways to increase exposure and boost sales. Becoming a Web Sponsor on the NAPO-LA website is the perfect way to advertise to current buyers and a host of potential new customers.

Our goal is to bring on **10 new Web Sponsors** in the next year. Help NAPO-LA to accomplish this by calling your favorite vendors today. For more information and a Web Sponsor application, go to the NAPO-LA website under Sponsors/Resources or talk to Dione Wu or Cindy Kamm, Web Sponsor Coordinators.

#### Sponsors/Resources

We wish to extend a great big

# Thank you

to our Platinum Website Sponsors

## Esselte

## Organized Living

Go to [www.napola.org](http://www.napola.org) and click on Sponsors/Resources for more information on what our sponsors have to offer.

Complete details on becoming a NAPO-LA Website Sponsor are available online or by contacting Dione Wu, our Web Sponsor Coordinator, at [advertising@napola.org](mailto:advertising@napola.org).

## Happy Birthday to You!

### September

- 4 Debra Frank
- 8 Lynne Gilberg
- 23 Karina Black
- 23 Marcy Melton
- 24 Donna McMillan
- 28 Debbie Gilster
- 29 Cheryl Perkins

### October

- 2 Robin Valdez
- 4 Beverly Clower
- 9 Lisa Sarasohn
- 24 Gayle Chapin
- 26 Karen Simon
- 31 Toni Scharff

*This will be the last month we run the birthday list in the newsletter. You will be able to find organizer's birthdays in the member directory section of [www.napola.org](http://www.napola.org).*

## Ann Gambrell

Jean Furuya, *The Office Jeanie*

*Each month at the NAPO-LA Chapter meeting, a Professional Organizer is auctioned off! Yes, it's true. Anyone attending the meeting can place a bid to win one hour of time with a veteran Professional Organizer. You can ask the organizer anything about the business. Get all your questions answered, such as: setting up your business, getting new or more clients, marketing your services/products, and more!! We are very fortunate to have a wealth of great organizers willing to share in your success. This is a terrific opportunity to invest in your future as a Professional Organizer. The following article will tell you all about the next Professional Organizer up for bid.*

Ann Gambrell started her business in 1985, assisting busy people to better organize their time, activities, and environment through seminars, workshops and other speaking engagements. She is one of the five founding members of the National Association of Professional Organizers and remains an active member in the Los Angeles Chapter.

Ann has made several appearances on television and has been featured in newspapers and magazines across the country. She was a columnist for *The Daily Breeze* newspaper in Torrance, California for four years. She has done

hands-on organizing and decluttering with private clients in their homes, offices, and classrooms. She also spent several years consulting in the homes of clients with live-in staff, such as housekeepers, nannies, and groundskeepers.

Today, Ann is a speaker to educational, public, civic, social and religious groups in the Los Angeles area. She also provides seminars and workshops to groups including business conferences and public school districts where she speaks to both teachers and supervisory staff.

She has taught classes to the public through The Learning Annex and various California school districts since 1985. She presently conducts classes and has audio cassette tapes and CD's on a variety of topics, including: Paperwork, Clutter, Closets, Garages, Meal Planning and Kitchen Organizing and Time Management. Many professional organizers attend her classes as training for their businesses.

Ann presents a unique annual workshop in her home, which includes a tour of her home. It is open to the public, as well as to professional organizers. She also facilitates Clutter Support Groups for those with serious clutter issues.

*Website Spotlight*

### ASSISTANT'S LIST

Chris Janetsky,  
Communications Director,  
*All Organized*

If you are in need of help on a big job or you would like to increase your workload, look no further. NAPO-LA has an Assistant's List that is updated monthly. Just go to [www.napola.org](http://www.napola.org), click on Membership Directory (on the left). After you log in, you will be able to view the list of Organizers who are available to assist. To be included on this list, email [chrismckenry@napola.org](mailto:chrismckenry@napola.org) by the first of each month and provide him with your contact information.



### WEBSITE HITS NAPO-LA 2003

Chris Janetsky, *All Organized*

	<u>June</u>	<u>July</u>
Home Page	3980	4673
Find an Organizer	2026	2606
Click on Individual Organizer	1656	1268
Calendar	324	472
Becoming a Member	109	110
Cumulative Hits	13,274	16,346

## RENEW YOUR NAPO-LA MEMBERSHIP

Nicole Juarez,  
*Elements of Organizing*  
Vice-President Membership

Have you renewed your 2003-2004 NAPO-LA membership on-line at [:www.napola.org](http://www.napola.org)? If not, remember the deadline is September 30, 2003. Pay by the deadline to avoid the \$10 late fee!

**Basic Annual Membership:**  
\$75.00

**Full Annual Membership:**  
\$135.00

Includes Basic Membership (\$75.00) plus a discounted rate (\$60.00) for advance payment of fees for the ten monthly chapter meetings.

**Website Referral Program:**  
\$55.00

If you would like to be listed in the "Find An Organizer" section of the NAPO-LA website, add the Website Referral Program fee to the membership renewal option you choose.

You can pay your annual dues by credit card, using the PayPal option, or pay by sending a check to the Treasurer, Robin Davi. The website will provide directions to your payment options. While at the website, review your Member Profile; which is used to compile the membership directory and is used by the Referral Coordinator.

If you encounter any problems with renewing your membership or updating your profile, please contact [admin@napola.org](mailto:admin@napola.org) for assistance. A tech support phone call can be arranged, if needed.

## GO FROM NEEDING THIS SALE TO BEING THE RIGHT MATCH

Kathleen Schulweis, *Confidence Connections*

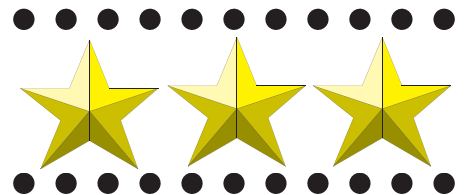
I am deeply committed to creating value and substance whenever I teach. My commitment to myself is to provide the information; however, what each person takes from my training sessions is not in my control. This mindset releases me to be passionate and giving without fear.

My thesis is that traditional sales training has created a lot of the communication and confidence problems. Teaching people to be over-enthusiastic, to overcome objections and to force a sale has created a crisis in trust and communication. Traditional sales people have trouble feeling integrated and confident when they don't really believe in the value of their product.

A participant in one of my recent training seminars told me that he had a traditional sales job and suffered from this gap between his values and the product. He was able to leave his job and start a career as a professional organizer. This shift has helped him to align his values with his product, but he is still seeking the deeper level of passion and confidence that comes precisely from the confidence strategies I was teaching.

Confidence comes from being disconnected from the outcome of a conversation about your product or service. This happens more naturally *if you believe in what you are selling*. Belief in your product is a necessary—but not sufficient—condition for success.

That's why "do what you love and the money will follow" is only a partial truth. You still need to understand your emotions and how they are driving you to success or failure. The next time you pick up the phone to call a potential client, remind yourself that you are not connected to the outcome. Your goal is to have a gentle conversation. The decision of your prospect is irrelevant. It has to be. Your goal is to listen to the needs of the prospect and see if the match is right. Take the conversation slowly: pause and really listen. Ask questions. Don't rush to "close." After you have had a conversation or two and think you would prefer to work with them, ask, "Where would you like to go from here?" You can do this if you are not needy. This switch from need to preference is the beginning of confident selling.





## Welcome to Our New Member

### Laurie Clarke

Life Simplified  
14622 Ventura Bl., #349,  
Sherman Oaks 91403  
[laurie@lifesimplified.net](mailto:laurie@lifesimplified.net)  
(818) 783-5683 ext. 2

After ten years of keeping busy executives and offices efficiently organized, Laurie decided to open her own business and extend her focus to the home as well. Her services include organizing closets, kitchens, garages, filing systems and the storage and organization of photographs and memorabilia.



*continued from page 5*

The law requires telemarketers to search the registry every three months and synchronize their call lists with the phone numbers that are on the registry.

If you receive telemarketing calls after you have registered your telephone number, and it has been in the registry for three months, you can file a complaint at <http://www.donot-call.gov> or by calling toll-free 1-888-382-1222. You will have to know the company's name or phone number to file a "Do-Not-Call" complaint.

A telemarketer who disregards the National Do-Not-Call Registry could be fined up to \$11,000 for each call. To learn more about the National Do-Not-Call Registry or to sign up, visit: <http://www.donotcall.gov>

## SOUTHERN CALIFORNIA GOLDEN CIRCLE SUMMER BRUNCH

Ann Gambrell, *Creative Time-Plus*, Golden Circle Liaison

Our Golden Circle Summer Brunch was hosted by Cyndi Seidler and Donna McMillan at Cyndi's home in Burbank on Saturday, July 26. Fourteen Southern California Golden Circle members attended our quarterly networking event. Some came from nearby, while others drove as much as two and one-half hours to join us.

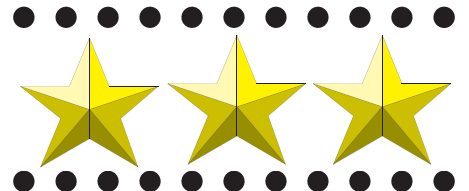
From beginning to end, attendees relaxed in a friendly setting, visiting one-on-one or in small groups, sharing business tips and brainstorming new ideas. Cyndi treated us to a beautiful assortment of fruits and finger foods, and we all enjoyed this quality time in her charming home.

At one point, everyone gathered to share their announcements and hear updates from National Golden Circle Chair, Donna D. McMillan. Donna told us about a new benefit for Golden Circle members—teleclasses—the first of which was on July 17, hosted by Barbara Hemphill and presented by Fifi Ball and Sally Brickell. The class was recorded on CD and is being distributed to all Golden Circle members. Teleclasses will be held monthly on the third Thursday at 5pm PST. For details, please visit

<http://www.napo.net/members-only/gc.html#3b>.

Our next gathering is scheduled for October 18, hosted by Peggy Marinello and Lynn Hall, in the San Diego area. Contact Cyndi Seidler regarding day-trip arrangements via Amtrak.

We encourage all eligible NAPO members to join Golden Circle and participate in our teleclasses. For details, contact Golden Circle Liaison Ann Gambrell at [gambrellann@aol.com](mailto:gambrellann@aol.com) or (310) 212-0917.



**GENTLE REMINDER**

Don't forget to renew your NAPO-LA membership. Simply go [www.napola.org](http://www.napola.org) and follow the links.

Please see the article in this newsletter for further instructions

## WANTED

### Winter Workshop Volunteers!!

We are looking for a lot of good people to help us put the annual Winter Workshop together.

Whether you want to help us from the very beginning of the planning stages to just being available to help us on the day of the event--We want You!!

Just sitting there wondering how you can help or what you would have to do?? Some of the many areas that must be covered between now and February 7<sup>th</sup> include:

Soliciting and selecting workshop speakers

Finding vendors for our Expo

Soliciting donations from companies for our raffle (we raised over \$300 last year which is buying supplies for Get Organized Week!!)

Organizing all of the wonderful volunteers

And much, much more!!

This is a great way to get involved with a really fun NAPO-LA project. It also gives you an opportunity to meet fellow NAPO-LA members for more than just one night a month.

**15<sup>th</sup> Annual NAPO-SFBA Regional Conference**  
***2<sup>nd</sup> largest gathering of organizers in the World!***  
**Organizing for a Changing World: Adapting and Updating**  
**Saturday, October 25<sup>th</sup>, 2003 Newark, CA**  
**2 Keynote speakers, 18 training sessions, NAPO member prices**

***The best way to meet and learn about Professional Organizing on the West Coast!***

**learn more and register at [www.hireanorganizer.com](http://www.hireanorganizer.com)**