



## 7th Annual W.I.S.E. Summit Recap

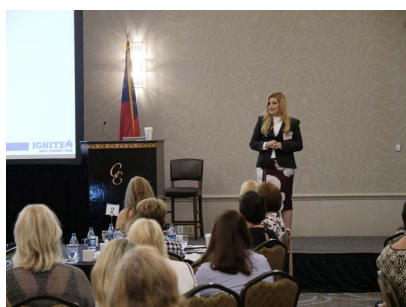
**The three-day W.I.S.E. Summit at Chateau Elan Winery & Resort truly IGNITED us, not only by raising the standard of professional and personal development for our members, but also by increasing member cohesion through networking opportunities.**

**Day 1:** The Summit ignited with a warm welcome for each participant. The inclusive and supportive energy carried into our Community Service event, as detailed further by one of our valued contributing writers. Many thanks to all who showcased their creative genius on bags gifted to foster children in the local Georgia community.

The group lit the night up in 1920's attire to the evening's theme of "Life is a Cabernet." Great participation and work to all for the glitz and glamor on display during this well-coordinated networking event.



**Day 2:** Tuesday started with a welcome message from Marisol Fernandez, W.I.S.E. Leadership Chair, as she ignited the participation and passion in the group, thanking us all for our involvement and encouraging the continued growth of W.I.S.E. as an integral group within the ISA family. Kathleen Durbin, founder of W.I.S.E. was presented an award and supported Marisol's message of continued passion amongst all.



The bulk of the day was divided into three breakout sessions, detailed below by contributing writers. Each session gave us the tools to strengthen influential and impactful communications.

The day ended with an “Italian Night” gathering and dinner.



**Day 3:** Wrapping up the Summit, our final day opened with emotional reflections on the previous day’s development sessions and was followed by a special presentation from Char Cooper and a panel discussion, both sessions focusing on the importance of personal care. Through touching personal examples and powerful real-life successes, the group jointly interacted to educate on the positive results of putting ourselves first.



With resounding positive reviews, this event successfully provided the tools to IGNITE our knowledge, passion and growth. Continue reading further the take-aways and reviews of our contributing writers for select sessions.

**Miriam Metcalfe - Dormer Pramet**



***Ignite!***







## 2018 WISE SUMMIT

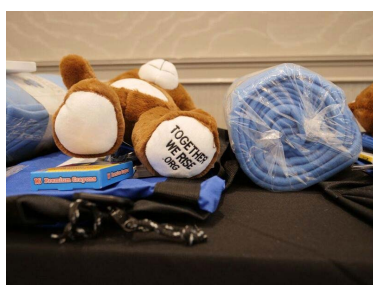
### OUTREACH

The community service event ignited our community outreach and supported the W.I.S.E. vision to engage members, not only with each other but to also take this engagement outside of our membership.

With a powerful message, a representative from the Georgia foster community thanked our group for taking the time to decorate bags for local foster children and pack them with teddy bears, crayons, blankets and toiletries. The team showed their creative prowess by adding wonderful designs and messages to the bags; however, the bags and contents were more than creative inspiration for the foster children who would receive them. They would provide a sense of belonging and accompany them while moving between foster homes. Everyone's emotional connection to the event was heightened when Candace Stowell, Shively Supply, relayed her personal story regarding her family's hosting of multiple foster youth. She spoke of the power that a bag can provide a foster child when they are hastily taken away from their home with only a garbage bag full of random belongings. Many thanks to Candace for sharing her experience and many thanks for the Networking Committee for organizing this powerful event in collaboration with Together We Rise (<https://www.togetherwerise.org/>).

On a personal level, when I returned to work, I met with our employee advisory group and spoke of the powerful message that this event ignited within our W.I.S.E. team and the importance of employing our passion to help those who need it most. Our group has reached out to Together We Rise through their website and will be coordinating a similar event for our work colleagues in suburban Chicago in the coming months.

**Miriam Metcalfe - Dormer Pramet**





## 7th Annual W.I.S.E. Professional Development Recap



### Keynote Speaker Crystal Hanke

At this year's summit, we had the pleasure of listening to Crystal Hanke, from Stacey Hanke Inc., talk to us about being influential when we communicate. As women, we all want to be heard and trusted and here where a few tips Crystal encouraged. Most importantly, it's all about the eye connection and pause. It is not enough to just look in someone's eyes, you must connect. Don't forget to pause! This is when you should be collecting your thoughts, especially if you've got to think of your feet.

When being influential, ask for real feedback. Don't forget to record yourself speaking at least 5 times and directly play it back. Listen for those filler words like, um, uh, so and well. Get rid of them!

Practice, practice and more practice! No matter what level you are and how confident you may feel, it never hurts to spend a little extra time reviewing what you're going to say. Be deliberate and watch for your inflection at the end of the sentence. Your voice should only go up when asking a question.

Be accountable. You won't get any better if you're not self-aware. Hopefully, by now you've found someone you trust, let you know when you're using those filler words.

Lastly, no eyes, no talk. If you're not connecting with someone's eyes, you should not be speaking. Let's get out of the habit of talking to our PowerPoints slides, and white board notes. Remember, your colleagues came to your meeting because you have something to say; Now make them listen!

### Renee Paciero - WIDIA Products Group



### Communication Savvy Janelle Brittain

In Savvy Communications, with Janelle Brittain, Owner & CEO of Dynamic Performance Institute, attendees learned their communication style, how to recognize it in others and how to adjust your style for impact. We learned how to recognize our own style preferences and where we can tweak our interactions for better connection. During the session we were asked to identify someone at work's style and try to engage with them adjusting your style in the next week. Have you tried? We'd love to hear from you, let us know.

### Abby Marschke - Norton / Saint-Gobain



## **Ignite Your Presence**

**Jill Swanson**

Are you acutely aware of what you're wearing today? Have you gotten a referral from another W.I.S.E. member for a stitch fix box or watched that scarf video yet? Jill Swanson, Image Coach & Owner of Simply Beautiful Image Consulting, taught us all how to dress for function, fashion, reaction, and passion in clothes reflecting our personality, appropriate to our position, and that allow us to do our jobs. If you're like me and match the statistic of wearing 20% of your clothes 80% of the time, here's some takeaways to help get you out of the rut.

- Build your wardrobe capsules so you can grab and go
- Dress for function from the bottom up; and fashion top down – i.e. shoes & pants that do the job, and tops & accessories that match your style
- Dress for passion from the inside out; and reaction from the outside in – What do you like, & who are you and how do you want to be perceived?

**Abby Marschke - Norton / Saint-Gobain**



## **Lunch and Keynote Speaker**

**Kathleen Durbin**

One of the many highlights of this year's summit, as always, is participating in the energetic and motivational keynote speech given by Kathleen Durbin.

As the founder of our incredible W.I.S.E. group, Kathleen delivered a strong message of "Be Heard". As this year's summit was focused on influence through our various communication methods, the imperative nature of ensuring we are being heard within this industry resonated strongly with so many of us. Kathleen's ability to motivate yet challenge us at the same time is intoxicating. We will continue to "lean in" and be active, influential and engaged leaders throughout this industry.

**Heather Eisenhauer - PFERD INC.**



## Special Guest Speaker

**Char Cooper**

As we began the wrap up for our final day at the summit, a day designed to focus on wellness and self care, our dear friend and fellow W.I.S.E. Warrior greeted us that morning. Char Cooper shared her courageous journey over the last 12 months after being diagnosed with breast cancer. Char's story of strength, faith, and her commitment to her recovery was one that touched and moved us all. She opened up about her fears, her faith, and the friends and family that carried her through her recovery. Char found solace in her life long commitment to running which kept her body strong and her mind even stronger throughout her trying time.

The W.I.S.E. Warrior group, a team of W.I.S.E. women and extended friends and family, came together in April of 2018 to participate in the Susan G. Koman Race for the cure in Indianapolis. Those that were there in person, or in spirit, couldn't help but feel the powerful energy and love exuding from Char as we were honored enough to watch her cross that finish line.

**Heather Eisenhauer - PFERD INC.**







### **Wellness & Self Care Panel Discussion**

**Facilitator** — Jennifer Murphy

**Panelists** — Tracey Carpentier,  
Susan Conrado, Sue King, Abby Marschke

Wellness and self-care are topics that are relevant to everyone, men and women alike. Women, however, don't often make themselves a priority. As I was listening to the panel discussion, I thought back to a book I read several years ago, *Burnt Toast*, by Teri Hatcher. One of the observations she makes is how women, or at least a lot of women, put themselves last. What would you do if you made a wonderful breakfast for your family, but burned one piece of toast? Who would get that burnt toast? We all know that we would be the ones with that on our plates. We feel the need to always give our best to others, and that it is ok to settle when it comes to ourselves. How many of us make sure the kids get to the dentist twice a year, get their annual physicals, and even get the pets to the vet for their shots on a regular basis, but neglect ourselves? We need to realize that taking care of ourselves is the best way to take care of others in our lives.

The panel gave wonderful examples of what they have done to make time for themselves, and how they have benefited from them, both at home and at work. It's not easy to carve out time for yourself when you have young children and work full time, but it is necessary to become the best we can be. As a single Mom, one of my go-to tools, was carpooling. Not having to always drive both ways to band practices, games and competitions was a life saver. We are excellent at networking at work, try it at home too. We all need to give ourselves a break. We deserve it, and will all be better for it.

**Sandy Murray - Jones Kinden Company**

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Thanks to Debbie Jacobs of **morris** for the Stainless Steel Wine Glasses for Tuesday's Night Dinner!