



Capital News & Views

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www.DCorganizers.org

May 2008

Appreciation Dinner and Awards

Monday, May 5 at 6:30 pm

Join fellow NAPO-WDC members, the Board of Directors, and Corporate Partners for a lively evening of networking and appreciation! This year, we'll dine in a spacious, private dining area at Tragara Ristorante, which features delicious, authentic Italian cuisine.

Choose from three entrees; Pollo Romana (chicken), Salmone Fresco Alla Griglia (salmon), or the Pasta Extravaganza (vegetarian). All entrees include fresh salad, coffee and home-made pastries.

Come celebrate, show appreciation to our volunteers, and congratulate our award winners for Professional Organizer of the Year, Volunteer of the Year, Corporate Partner of the Year, and the Key Leader

Award recipient. This is the evening when one lucky member will win a free year's NAPO-WDC Membership for 2008 / 2009!

Next Chapter Meeting: June 2, 2008

"These Are a Few of My Favorite Things"

Hilton Washington DC / Rockville
Executive Meeting Center
1750 Rockville Pike
Rockville, MD 20852
301-468-1100

NAPO-WDC's members will present their favorite organizing products. This is always an extremely popular meeting!

There will be no "Ask the Experts" Focus Group at the May Awards Dinner.

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May 5 Chapter Meeting Information

Location

Tragara Ristorante
4935 Cordell Avenue
Bethesda, MD 20814
301-951-4935

Complimentary valet parking
after 5:30 pm

NAPO-WDC Members and Corporate Partners only. No guests or spouses, please.

From the Beltway (I-495) take the Rockville Pike, Exit 34 South, Wisconsin Ave towards Bethesda. Turn right onto Woodmont Ave, then Right onto Cordell Ave.

Professional attire please.

**This Issue
Conference
Reports**

NAPO-WDC Moves into a New Year

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Scott Roewer, CPO®
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NAPO-WDC Chapter President
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May marks the end of my two years of service to NAPO-WDC as the chapter's president. It was an honor to volunteer in this capacity and I'm thankful to you, my peers, for electing me to office in 2007, and for trusting my guidance of the Board of Directors. I sincerely thank the numerous volunteers who have given of themselves to make this association a success. For it is the dedication, strategic vision, hard work, and positive outlook that enabled these volunteers to build upon an already strong platform created by our previous leadership. Thank you to everyone who has supported my work as a volunteer and to my fellow Board members for your talents and skills which you contributed to this organization.

Now it is time to pass the gavel to a new Board. I hope you'll join us at the Chapter Appreciation and Awards dinner where these new officers will be inducted into office. I ask that you support these elected volunteers in whatever capacity possible. Consider serving as a chairperson, or committee member to learn new skills and better the chapter. The added benefit of getting to know other organizers is truly invaluable.

“NAPO’s membership increased almost 10% this year to 4,279 members.”

At the awards dinner, we'll be honoring several of our own members with the highest distinction possible bestowed by NAPO-WDC. Join us to celebrate the Chapter's Volunteer of the Year, Professional Organizer of the Year, Key Leader Award recipient and the Corporate Partner of the Year. To top off the evening, we'll be drawing one free NAPO-WDC 2008/09 Membership!

I want to report on a few things that happened at the NAPO Conference. First, I'd like to congratulate the three newest Chapters to our NAPO family: Nashville, San Antonio, and South Florida. There were several awards handed out during the Annual Luncheon, including an award for Service to NAPO – Barry Izsak; President's Award – NAPO-LA Chapter; Founders' Award – Monica Ricci; and Associate Member Award – Brother International.

Have you heard this great news from NAPO?

- NAPO's membership increased almost 10% this year to 4,279 members.
- The new International Federation of Professional Organizing Associations was formed in allegiance with Professional Organizers of Canada, and the National Study Group on Chronic Disorganization. At the NAPO Conference the Australasian Association of Professional Organizers was signed into the Federation.

A website Task Force was formed and approval has been granted to redesign the NAPO website. One of NAPO-WDC's newest members is leading this effort as the chair. Have you met Lauren Halagarda? She's also NAPO-WDC's new Treasurer.

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NAPO-WDC Moves into a New Year

(Continued from page 2)

Here's some great news from the Board of Certification for Professional Organizers.

- At press time, 244 organizers have been awarded the elite CPO® designation.
- A new web site and distinctive new visual identity was launched in January.
- The CPO® computer based exam will be offered yearly in February, June and November.

Once again, I personally want to offer my thanks to all who have supported me in my tenure as chapter president. I look forward to working with the new Board in the position of immediate past president and encourage you to join me in supporting their new ideas and vision.



Scott Roewer and Peter Walsh
at the 2008 NAPO Conference

NAPO-WDC 2007-2008 Committee Chairs

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The New Board of Directors

2008-2009 Board of Directors



Debrah Shaver
Lifestyle Solutions®, LLC
NAPO-WDC Director-At-
Large
www.lifestylesolutions.org

Elections for the 2008-
2009 NAPO-WDC Board of
Directors are complete.

Members voted through
the month of March and the new board
was announced at the March 31 chapter
meeting and via email to the entire chap-
ter after the meeting.

Congratulations to all who will lead the
chapter next year.

President:

Michelle Bogert

Vice President:

Jen Kundrod

Treasurer:

Lauren Halagarda

Director of Membership:

Karen Swain

Director of Professional Development:

Caitlin Shear

Director of Marketing:

Amy Goldberg-Cutler

Director of Comm and Technology:

Theresa McDonald

Director of Corporate Partners:

Kim Oser

2007-2008 Calendar

September

- 10 Chapter Meeting:
NAPO is on the GO!
Tysons Marriott
- 18 Book Club
- 27-29 NSGCD
Conference

October

- 1 Chapter Meeting:
Legal Matters -
Protecting Your
Business
Tysons Marriott
- 20 New Member
Brunch, Daily Grill,
Bethesda, MD

November

- 5 Chapter Meeting:
Time Management
Hyatt Regency,
Bethesda, MD
- 13 Book Club

December

- 3 Chapter Meeting:
Business Support
Tools – Ways to
Manage Your
Business Better
Fairview Park
Marriott,
Falls Church, VA

January

- 7 Chapter Meeting:
Aim High - New
Year, New Goals
Hilton Executive
Meeting Center,
Rockville, MD
- 22 Book Club

February

- 4 Chapter Meeting:
Making Money While
You Sleep – Ways
to Create Passive
Income

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Lessons Learned



Lauren Halagarda, CPO®
*The Organization
Connection*
www.2OrganizeU.com

2008 was my third year attending the NAPO conference. It was a fantastic time from the kick-off “Ask the Organizer” panel hosted by Monica Ricci to the rich and varied educational sessions. I must mention the hilariously entertaining, first ever, NAPO Talent Show led by Shawn Kershaw and Lorie Marrero. Who can beat the “pull no punches” delivery of our opening keynote address by none other than the tough-talking Australian organizer Peter Walsh. His message to NAPO members was clear, “You can change the world!”

When I reflect on my NAPO conference experience, I am struck by many dichotomies.

- Being among my peers is uplifting, inspiring and, at the same time, intimidating.
- Even though many of us set out on this entrepreneurial journey as “solopreneurs,” we do our best work together.
- We attend conference with the goal of getting the most out of it, but it is when we give to others that we gain the most.
- As organizers, we often tell our clients to focus on a few goals rather than trying to do it all. We, as organizers, seem to have a difficult time specializing and defining our niche for fear of missing out on an opportunity.

Too often, we try to go it alone when we would be most successful if we sought out assistance.

Here are my lessons learned:

- It is too easy to compare ourselves and our businesses to the successes of others. Instead, we can flourish by allowing ourselves to shine. We can help each other by recognizing and

complimenting each other’s accomplishments freely, without feeling threatened or inadequate.

- Team up with someone who complements you and give yourself permission to be inspired and bold. You can benefit from collaborating, while maintaining your chosen business model.
- Figure out how you can be a resource to others. It will come back to you tenfold.
- If you haven’t already done so, explore what you love to do and with whom you love to work. Let go of the fear that narrowing your focus will narrow your growth. It will, in fact, allow you to excel at what you do best and to attract opportunities for growth.

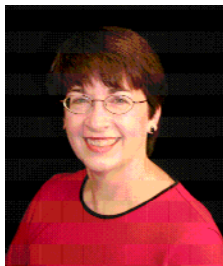
Whether you realize it or not, you have a support system lurking out there just waiting to help. You are, after all, a member of NAPO and the NAPO-WDC chapter. You simply have to put yourself out there and ask.

In closing, even if you weren’t able to attend the NAPO conference this year, you can benefit from these lessons at chapter meetings and activities, networking events or your interactions with other professionals every day! As Peter said, “You can change the world!”



Lauren Halagarda and Standolyn Robertson

Certification Exam Update



Susan Kousek
Balanced Spaces®, LLC
Chapter CPO® Liaison
www.balancedspaces.com

Interested in taking the exam to become a Certified Professional Organizer?

The computer-based certification exam will be available June 1-30, 2008; November 1-30, 2008; and February 1-28, 2009, and will be given at test sites in Maryland (Hanover & Woodlawn) and Virginia (Abingdon, Falls Church, Herndon, Norfolk, Richmond, and Roanoke). The test center network is administered by Schroeder Management Technologies' sister company ISO-Quality Testing, which lists current test sites at www.isoqualitytesting.com. Paper exams will no longer be available.

When you register online to take the test, from the "organization" drop down list, select Board of Certification for Professional Organizers.

To prepare, you might want to start out by listening to the concurrent session from the 2008 NAPO annual conference, "Studying for Certification, Studying for Your Future." It is available for purchase online at www.napo.net, and will soon be part of the chapter Lending Library (free benefit for members – you can check out a set of conference CDs for the month between meetings.)

Here's a detailed description of the concurrent session:

What is the best way for you to prepare for Certification? Form a study group? Read all the books on the recommended list? Rely on lessons learned from personal work experience? Exchange of ideas with peers? We all organize in many different and successful ways, so how can we know which will be "right" on the examination? For the past 20+ years we have learned from each other. Now we need to expand our horizons - not only to isolate and focus on our industry's best practices, but also to create a common language which becomes the industry standard. Effective models exist from other similar consulting industries, but they call the processes by different names. Learning terminology from related industries can help us reach a larger audience and clientele. After identifying individual learning styles, participants will work in small groups to explore the most effective methods of study. The session focuses on study for certification, and elements of continuing education required for re-certification, which is invaluable for the continued growth of any organizing professional.

For more information about the certification exam, including eligibility requirements, visit <http://www.certifiedprofessionalorganizers.org/>. If you have further questions, please contact me at skousek@balancedspaces.com or 703-742-9179.

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Fairview Park
Marriott,
Falls Church, VA

March

- 1 10th Annual Mid-Atlantic Regional Conference for Professional Organizers
8:00 am - 6:00 pm
Doubletree Hotel and Executive Meeting Center
Bethesda, Maryland
- 10 Chapter Meeting: Marketing
Fairview Park Marriott,
Falls Church, VA
- 18 Book Club
- 31 Chapter Meeting: Roundtable Discussions
Fairview Park Marriott,
Falls Church, VA

April

- 9-12 NAPO National Conference
Reno, NV

May

- 5 Chapter Meeting: Member Appreciation Dinner and Awards
Tragara Ristorante,
Bethesda, MD
- 20 Book Club

June

- 2 Chapter Meeting: My Favorite Things
Hilton Executive Meeting Center,
Rockville, MD

No chapter meetings in July or August.

Become a Certified Professional Organizer® (CPO®)

<http://www.certifiedprofessionalorganizers.org/>

Find eligibility requirements, answers to commonly asked questions and other details to help you decide if you are ready to sit for future CPO® examinations.

Benefits of Certification

- Recognition of achievement within the industry.
- Competitive market advantage.
- Professional development and increased knowledge gained through preparation for the BCPO examination.
- Listing on the BCPO web site.
- Authority to use the CPO® designation on letterhead, business cards and all marketing materials.



PR Corner

Lynn Meltzer, *Clutter and Paperworks*, will be presenting a workshop "Time Management for Busy People" at the YMCA Women's Wellness Weekend on May 7.

Amy Goldberg-Cutler, *The Runaround*, was interviewed by WUSA today for a spot on organizing and spring cleaning, concentrating on Kids and Kitchens, which aired on April 14.

Janet Schiesl, *Basic Organization*, conducted a seminar on Time Management for the Highview Christian Fellowship on April 18.

Cheryl Larson, *Cheryl's Organizing Concepts LLC*, assisted at the Silver Spring Drop-In Center, which is affiliated with the Santé Group with their clutter workshop. The attendees were encouraged to bring one or two bags of papers to sort. The Santé Group has been providing Mental Health and Rehabilitation Services in a community-based setting since 1973.

Scott Roewer, *Solutions by Scott LLC*, was quoted in May 2008 issue of Chesapeake Home Magazine's article, Reduce Your Stress, Organize Your Closet.

Do you promote a product or service useful to professional organizers? NAPO-WDC would like to have you as our Corporate Partner. For more information please visit www.dcorganizers.org/become-corporate-partner.php

A Full Round of Winners at Conference



Jane A. Campbell, CPO®
Back In Sorts Organizing Systems
janeampcpo@comcast.net

At this year's NAPO conference in Reno, I landed at a table with outgoing NAPO secretary and incoming treasurer Sandy Stelter. At the end of the closing keynote speech, I belatedly "Sandy, did you have a good conference?" "Yes," she said, "I thought the [inaudible] was very good!" I wondered. What did Sandy say? What was very good?

THE VENUE?

There's a good chance it wasn't this. I liked the venue, but there were complaints. The hotel lets guests SMOKE! Hallways, lobby, everywhere! Sacre bleu! (Margaret Lukens from Burlingame, CA said, "it was a scent-free conference in a smoke-filled hotel.") You needed a map to stay out of the casino - blaring noises, flashing lights, mirrored ceilings. Reno, the town, was several miles away. You could see it, as well as the Sierra Nevada Mountains. Really, the only bad thing about Reno? You can't readily get there from here. Many confessed that this was best conference food so far.

THE TALENT SHOW?

Sandy rode her unicycle in the show so, out of modesty, she probably wouldn't say the talent show but she could have. From the ridiculous - Pam McCutcheon's Clutter Cutter Cluckers doing that chicken dance to that polka tune, to the sublime - pianists playing music that brings tears to the eyes, in a good way, and makes you think, "THIS is why you get organized! So you can do what you do with MASTERY!" This dryly named "Wednesday networking event" was a platinum hit.

THE VENDOR EXPO?

This could have been it. The Expo drew its usual rush hour foot traffic. With The Container Store announcing its NAPO discount and Rolodex's astonishingly generous office makeover contest (more be-

low), I was too distracted to take it all in. NAPO's most loyal vendors made the requisite travel stopovers to get here, showed off a thing or two and even gave free samples of pads, planners, pens and more.

THE ROLODEX CONTEST?

Maybe. Two industrious organizers, Lea Schneider of Pensacola, FL and Jan Wencel, of Naperville, IL, won airfare, hotel, conference admission and spending money for their winning entries in Rolodex's office makeover contest. The offices were assembled by Rolodex in the Expo. Lea Schneider also won a grand prize vacation package for her office makeover for "Fred," a hypothetical new father who needed a home office from which he could care for his new baby. The winning touch in the plan was a mirror above the desk where Fred could keep an eye on the sleeping baby without extra movement.

Jan says she was already a fan of Rolodex's laptop stand and electronic hub before entering the contest. It was about two days' worth of work that won her the prize.

Did Sandy apply "very good" to

THE OPPORTUNITY TO MEET JANE'S MOTHER?

Again, doubtful, since I'm not sure this happened. But if you've wondered like me, here's what it's like to have family along. It's doable, but you'll want a better plan than I had for liberating family members from an excess of shop talk. Still, my mother started questioning me, with interest, as to what exactly I do and I was thrilled.

THE KEYNOTE SPEAKERS?

This is another strong likelihood. The opening keynote speaker was Peter Walsh, educator, corporate trainer, TV guy and NAPO member. Peter Walsh said "It's never about the stuff." Marketing and branding guru Karen McCullough gave the closing keynote, the aftermath of which was drowning out my exchange

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A Full Round of Winners at Conference

(Continued from page 6)

with Sandy. Both Peter and Karen gave speeches that thrilled and inspired attendees.

FINALLY

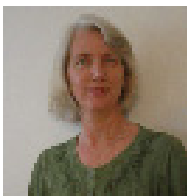
Said I, to Sandy, "I'm sorry; the WHAT?" What Sandy really said was "I thought the **CONTENT** was very good." "YEAH", I hollered back. Armed with a (do I call this a

tip?) from Mother Theresa, "May you trust God that you are exactly where you are meant to be". I hit my stride this fourth time around (2003, 06, 07, 08) and made it a full round of winning seminars.

I'm sorry you missed it. **See you next year in Orlando!**

Book Review

Don't Throw My Memories in the Trash: A Step-by-Step Guide to Helping Seniors Downsize, Organize, and Move by Vickie Dellaquila



Melanie Patt-Corner
Cabin John Organizing
Melanie@dorsetwest.com

At our book club meeting on March 17, we discussed the book, *Don't*

Throw My Memories in the Trash, by Vickie Dellaquila, who happens to be a professional organizer, a senior move manager and a member of both NSGCD and NAPO. With credentials like that, it was not surprising that this book, written to help seniors who are moving as well as their adult children who are helping them downsize, was right on the mark.

The first section consists of four chapters on helping seniors decide whether or not to move, when to move, how their children or loved ones can help persuade them to move, and what the housing options are. True stories (with names changed for privacy) are recounted about seniors Dellaquila has helped and how they arrived at their decisions.

Section two, about how to downsize, was of course the most interesting to us as organizers. It explained how emotionally attached people are to their possessions, and how important it is to go slowly, and give your parent time to do life review with each object they are keeping or discarding. It also suggested that the children might not have all the time it takes to help

their parents in this part of the process, and that it might be helpful to hire a professional organizer to help their parents downsize.

Section three explained how to come up with a step-by-step plan for moving out of the old home and into the new home, while the appendix contained multiple checklists for using during the move, as well as information on how to find movers, organizers and charities to that will accept donated goods.

This book was valuable to us as organizers because it explained what is going on emotionally when a parent moves into assisted living or retirement homes. It also showed us how we can help keep the relationship between parents and children healthy by doing the heavy duty parts of downsizing ourselves and letting the parents and their children enjoy just being together for whatever parts of it they have time for. We also liked the stories that were taken from real-life situations and the summary at the end of each chapter. However, the book didn't mention the fatigue that sets in when you are working with seniors. They often can't work for more than an hour or so with an organizer without getting too tired to make meaningful decisions, so it's important not to schedule more than a few hours at a time.

NAPO-WDC Chapter Membership Dues

Regular Chapter membership requires membership in NAPO National (*see below*).

Regular chapter member (local)	\$135
Regular chapter member (non-local)	\$ 90
New member one-time processing fee	\$ 25
Corporate Partner	\$250
New Corporate Partner one-time processing fee	\$ 50

Membership year is from October 1 through September 30.

For NAPO-WDC Chapter membership information and application, visit www.DCorganizers.org or contact the Membership Director, Cheryl Larson at membership@dcorganizers.org. For Corporate Partner questions, contact Kim Oser at CorpPartners@dcorganizers.org.

NAPO National Member Dues

Provisional member annual dues	\$180
Active member annual dues	\$200
Corporate Associate member annual dues	\$550
One-time processing fee	\$ 20

Send NAPO National dues to:

National Association of
Professional Organizers
15000 Commerce Parkway
Suite C

Mount Laurel, NJ 08054

Tel: 856-380-6828

Fax: 856-439-0525

Visit the web site to download a membership application or join directly at:

http://www.napo.net/join_napo_regular.html

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Newsletter Topic Schedule

September	Going Green
October	Teamwork
November	Time Management
December	ADD Clients
January	Moving & Relocation
February	Networking
March	Marketing
April	Public Speaking
May	Conference Reports
June	Finding the Right Clients

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Partner for Student Roundtable

NAPO-WDC and Howard University



Deb Lee
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As NAPO embarks on bringing professional organizers into elementary schools, NAPO-WDC has taken a step of its own by bringing professional organizers to a local DC college. On March 27, two NAPO-WDC members, **Vernestine Laughinghouse** and **Kim Oser**, participated in a roundtable discussion hosted by Howard University's ELI Institute (Entrepreneurship, Leadership, & Innovation).

Thank you to both Kim and Vernestine who volunteered to sit on the panel and

respond to the questions of over 30 students in attendance. As it turns out, the students were quite eager to learn about how they could become more organized themselves. Not only did they get a lot of information, but the organizers also felt the event was very successful. Vernestine noted that all the "students had a strong interest in organizing, asked a lot of questions, and this was a good first step to promoting the industry."

Fortunately, Vernestine and Kim said they would participate again! This is good news as there may be another roundtable in the future. If you have been organizing for 3 or more years and are interested in representing NAPO-WDC at future events, please [contact Deb Lee](#).

NAPO Accomplishments 2007 – 2008

Alisa Levy
Embrace Your Space
www.embraceyourspace.net

Did You Know?????

- Membership increased by almost 10% to 4,249 members.
- Golden Circle membership, members with more than five years experience, increased by almost 10% to 538.
- Awarded three new chapters, NAPO-San Antonio, Nashville and South Florida, bringing the total to 32 chapters.
- Realized our highest website traffic for the month of January (Get Organized Month) with more than 1.2 million hits.
- Launched the NAPO in the Schools program and trained 250 providers so they can teach organizing skills to students across the country.
- Participated as a national coalition member of the Department of Homeland Security's National Preparedness Month in September.
- Attendees at the Reno 2008 Conference included organizers from Brazil, Canada, Puerto Rico, Bermuda, Australia, New Zealand, Japan and Iceland.

Organizers - Visionaries for Change

(Continued from page 8)



Karen DeLoy Swain, CPO®
Space Matters of
Washington DC
NAPO-WDC Lending Li-
brary Coordinator
www.MySpaceMatters.com

We can change the world!

After all of the sessions and the networking, the most important lesson that I

learned at the Reno Conference came from Peter Walsh's keynote address "Organizers - Visionaries for Change". Peter's speech was the highlight for me and not only because I was a fan. Actually up to this point, I was kind of, well let us say, not thrilled about "his" kind of organizing. I wondered after seeing him on TV if he did not do more harm than good. However, after hearing him speak, I understand that he "gets" it. I also know he will spread the word about what we really do.

His keynote spoke of us, professional organizers, as "visionaries." Is it vision that "can change and transform not just people, not just communities, but maybe even the world"? Peter says "If you focus on the stuff, you will never get organized. You may get stuff into place but you will never get any long-term sustained change. The stuff is a distraction. You need to look beneath the stuff to look at what is really going on. Organization is almost never about the stuff. People buy the product but they invest in the promise. The more can be achieved with the less. When you heal a home, you heal something far, far deeper."

"The stuff is a way for the person to tell the story" because "people want more than just their stuff being put into pretty boxes." Peter spoke of "resonance" and of the client "getting it." This is why our clients pay us. This is what they want, the transforming "eureka" moments that let them get on with their lives. He understands that our clients "want their lives back."

My very first client was an epiphany for me. The client was trying to put her house on the market. She needed to get rid of stuff because the realtor told her she needed to, not because she was ready to do so. The stuff had belonged to her partner and her father, both who had recently died. Being a complete novice, I spent several hours trying to deal with the "stuff". I did not realize that the papers had nothing to do with the clutter. I was trying to guide her with a very realistic approach. Why did she need checks from her partner's closed checking account? The estate was closed and the IRS had what they needed. Let's just shred them. I didn't have a clue as to what was really going on. Then she suggested that we build a fire in the fireplace. I watched as she carefully fed hundreds of checks slowly into the fire. Then I got it. She was saying good-bye to her old life and she trusted me to be by her side as she did it. After that day, we were able to quickly and efficiently get to work clearing the house. She had made her peace.

As I teach new organizers, I try to convey that what we do is not just about containing or thinning out someone's belongings. When clients call us, they are calling for help. Peter talks about when we are allowed in someone's space "we are not just touching their stuff, we are touching their pasts. We need to bring clarity and control. Stuff is a key to get in the door. When we touch their stuff, we are touching the fabric of their lives. Their stuff has power, we are touching life and death, mortality, the passage of time and who people are. We are messing with the power of the universe. Its not about the stuff. We should be humbled to be invited into that".

Peter finished with "When we change an individual, we change a room. When we change a room, we change a home. When we change a home, we change a family. When we change a family, we change a community. When we change a community, we change the world!" My feelings, exactly.

The deadline for each newsletter submission is one week after each chapter meeting.

The NAPO-WDC Chapter is committed to providing information through the newsletter. Contributions from members are encouraged. All articles are subject to editing. Please include your full name, business name, email address and photo for possible publication.

If you would like to advertise in this newsletter, please contact Janice Landfair. NAPO-WDC makes no endorsement of products or services advertised.

Advertising sizes and rates:

Small (3 1/2 x 2")	\$30
Medium (3 1/2 x 4")	\$50
Large (7 x 4")	\$100

25% discount for members

25% discount for repeat ads (3 or more consecutive months)

All ads must be pre-paid.
Rates subject to change at anytime.

Board Meetings

The next board meeting is scheduled for May 5, immediately preceding the chapter meeting. Board meetings are open to all chapter members. To ensure enough space at the location of an upcoming board meeting, non-board members who wish to attend should contact Chapter President, Scott Roewer, one week prior to the meeting.

**Invest In Your Future
Success and
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Join NAPO-WDC**

Education

NAPO-WDC offers education opportunities to help you become more efficient, knowledgeable, and competitive:

1. NAPO-WDC Mid-Atlantic Regional Conference and Marketplace Expo – members receive a discount!
2. Free admission to all chapter monthly education meetings.
3. Mentor program for new and aspiring organizers.
4. “Ask The Expert” program available to guests and members offering personal and professional support.
5. Enhanced membership identification for Golden Circle members and CPOs®.
6. Increased professional credibility.

Professional Resources

NAPO-WDC provides resources and services geared toward your professional growth and development:

1. Free electronic subscription to Capital News & Views, NAPO-WDC's monthly newsletter.
2. Tape/CD recordings from previous NAPO & NAPO-WDC conferences available to be checked out from the chapter lending library.

(Continued on page 11)

March 31 Chapter Meeting Review



Heather Cocozza, PMP
Cocozza Organizing & Design
NAPO-WDC Secretary
www.CocozzaOrgdesign.com

Highlighted Chapter Announcements

- The new Board of Directors was announced. The position of Secretary is still open and available. If interested in the position, contact Scott Roewer or Debrah Shaver.
- There is a new Corporate Partner: BAGSTER. The BAGSTER bag is a polypropylene bag in the shape of a dumpster that you can purchase collapsed at hardware stores. When

cleanup is complete, the customer contacts BAGSTER for collection and disposal via a truck and crane.

- If you are interested in demonstrating an organizing product at the NAPO-WDC June 2 meeting, please contact Terri Fischer development@dcorganizers.org. The meeting topic is “Our Favorite Organizing Tools.” You must register beforehand to demo a product.

Topic Highlights

The meeting hosted a series of roundtable discussions on the organizing and business topics in the table below. Facilitators lead the discussion at each table. Attendees were able to attend a roundtable discussion in each of the three sessions.

Session 1	Session 2	Session 3
Key Organizing Tools	Key Organizing Tools	Coaching Other Organizers
Marketing Your Business	Marketing Your Business	Using Employees & Subcontractors
“Green” Organizing	“Green” Organizing	Using Technology
Coaching Other Organizers	Office Organizing	Office Organizing
Using Employees & Subcontractors	Hoarders / Chronically Disorganized	Hoarders / Chronically Disorganized
Using Technology	Estates	Estates

At the end of the three sessions, the facilitators summarized and presented the roundtable discussions to all meeting attendees.

Welcome New Members

Michaela Clancy
Space Works
410-730-8216
michaelaclancy@starpower.net
Alejandra Costello
301-775-3387
alejandra.costello@gmail.com

Kim Cathey Kloster
703-477-5869
awellorderedlife@verizon.net
Nancy Quinlan-Jaffa
Must Get Organized, LLC
703-517-7210
nancy.quinlan.jaffa@gmail.com

Web Site Report



Judy Parkins, *Gently Organized*
 NAPO-WDC Director of Communication & Technology
www.gentlyorganized.com

This Year	Unique Visitors	Number of Visits	Pages	Hits
March 2008	1,197	1,851 1.54 visits/visitor	6,644 3.58 pages/visit	70,838 38.27 hits/visit

Last Year	Unique Visitors	Number of Visits	Pages	Hits
March 2007	1,110	1,730 1.55 visits/visitor	6,035 3.48 pages/visit	62,318 36.02 hits/visit

Fun Fact: Between January 2006 and January 2008, there was a 108% increase in unique visitors. Unique visitors are counted only once no matter how many times they visit the site.

Benefits

(Continued from page 10)

3. Book club meetings held bi-monthly.
4. Media exposure through NAPO-WDC chapter promotions, print and electronic media.
5. Online referral network generating business leads and connections with new clients.
6. Unique Members Only section for additional resources.
7. Participation in the NAPO-WDC Yahoo Discussion Group.
8. Public relations and cooperative marketing efforts.

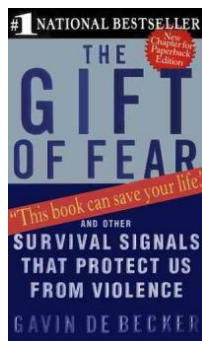
Book Club

Lynn Meltzer
Clutter and Paperworks

When: Tuesday, May 20, 7 pm
 Where: The Home of Lynn Meltzer

What: *The Gift of Fear*
 by Gavin de Becker

Gavin de Becker believes we can all learn to recognize these signals of the "universal code of violence," and use them as tools to help us survive. This book teaches how to identify the warning signals of a potential attacker and recommends strategies for dealing with the problem before it becomes life threatening. The case studies are gripping



and suspenseful, and include tactics for dealing with similar situations.

The NAPO-WDC Book Club meets every other month and chooses its own books. Take part in this great opportunity to get to know other members and to share your knowledge, thoughts and questions.

All chapter members are welcome to attend. Please check the chapter newsletter calendar (on page 4 and 5) for future dates. To RSVP and for directions, contact Lynn at 301-530-3551. Directions will also be given out at chapter meetings.

Networking

NAPO-WDC recognizes the importance of being able to interact with and learn from the leaders in the organizing industry:

1. Meet manufacturers and distributors of organizing products, and give them your input on product development.
2. Take advantage of volunteer opportunities that provide experience, exposure, and the opportunity to affect the future of the organizing industry.
3. Your business web site linked to the chapter web site www.dcorganizers.org
4. Leadership opportunities through committee positions, board leadership, project and event coordination.



Some of the NAPO-WDC chapter members who attended the 2008 NAPO National Conference in Reno.

Pictured are L to R:

Michelle Bogert, Kim Oser, Jill Peterson, Jen Kundrod, Wendy Lambrechts, Alisa Levy, Susan Unger, Jackie Kelley and Karen Swain.

Golden Circle

Golden Circle originated in 1990 as a way to recognize our veteran members with a special designation for their dedication to the organizing profession and to NAPO. There are more than 300 members throughout the country and 39 in our area.

If you've been in business as an organizer for at least five years, and a NAPO member for at least one year, you may qualify for GC membership. To apply, go to www.napo.net/members-only/golden_circle_application.pdf for an application.

There are no membership fees or dues and new members receive a GC certificate and gold membership pin. The GC logo can be used on your marketing collateral and you are designated in the National and Local NAPO Membership Directories, and websites, as a GC member.

GC members attend many outstanding events at the NAPO national conferences – including luncheons, special lectures and roundtable discussion groups – as well as local get togethers.



Information & Referral Line

202-362-NAPO (6276)
www.DCorganizers.org

Golden Circle Report



Jessica Williams
Clutter Doctor
NAPO-WDC Golden Circle Liaison
clutterdr@earthlink.net

Congratulations to Golden Circle member Amy Goldberg-Cutler on her election to the incoming NAPO-WDC Board as the Director of Marketing. The new Board will be having a retreat over the summer. Please forward any marketing ideas to Amy at therunaround@att.net so she will have your thoughts at hand as she plans for the upcoming year.

FYI, any chapter member is welcome to attend NAPO-WDC Board meetings (which take place just before the chapter meetings), but please let the President know in advance so you will have a seat at the table. This is especially important if you are planning to bring up a topic for the Board's consideration as they have limited time for discussion/decision-making. I have been unable to attend Board meetings as your GC Liaison during the past year, but hope to make it possible beginning in the Fall.

Please join me in welcoming our newest WDC-area Golden Circle members: Kim Oser (returning Director of Corporate Partners), Bill Rolph and Sally Reinholdt.

Upcoming Meeting

Our next gathering will be at 6:00pm on **Sunday, April 27** in the private dining room of La Madeleine, 11858 Rockville Pike, Rockville, MD 20852. Menu information and a map are available at www.lamadeleine.com.

The topic of discussion will be "The Future of the Golden Circle." I will be looking for ideas regarding what types of topics you want to cover at future Golden Circle events, what you would like to see in the future from NAPO at both the local and national level and so on. Please come prepared with concrete, constructive ideas for change/improvement. RSVP to Jessica Williams to secure your place at the table!

Ask the Expert Table

At each chapter meeting, an "Ask the Expert" table is hosted by one or more Golden Circle members. This gives new organizers the opportunity to benefit from the wisdom of seasoned organizers and offers Golden Circle members a chance to give back to the organizing community.

Thanks to Amy Goldberg-Cutler and Victoria Robinson for hosting tables at the March 31 meeting.

Advertising for Organizer Assistants

Janet Schiesl
Basic Organization
www.BasicOrganization.com

Chapter members interested in assisting other organizers have the opportunity to advertise in the monthly Constant Contact. These emails come out seven days before each chapter meeting.


The listing will have your name, phone number, email address and photo. You are able to purchase space on the list twice a year for \$75.00, September through January or February through

June. Since Constant Contacts are not sent on a regular basis in the summer, we will not offer this in July and August.

You can now purchase space on the list for September through January and if you pay before May 12 you can be part of the listing in June for free.

If interested, contact Janet Schiesl at Schiesls@aol.com for questions or instructions on payment. The last deadline for payment for the September through January listing is August 11, but pay early and receive a free listing in June.

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