

Berkshire Business & Professional Women



January 2019

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Setting and Achieving Goals

By Shela Hidalgo

The New Year often results in numerous New Year's Resolutions to "Get to the gym 5 days a week" or "Lose 20 lbs" or "Start eating healthier," and more often than not these goals are never met. Which begs the question why not? According to *U.S. News & World Report*, 80% of New Year's resolutions fail by February all because there are no clear goals and measureable milestones.

A mistake people make when setting their Resolution is that they think they need to cut habits off immediately. Instead, enjoy the foods you love in moderation. I have a terrible chip habit. The moment I am stressed I want a bag of delicious salty chips and could eat an entire bag in one sitting. I have learned to keep a small Ziploc bag of chips in my desk, just enough to curb my anxiety and not feel guilty afterwards. So if your vice is chocolate or a coke, go ahead take a piece or a sip, but set a goal. "This week I will only have 3 pieces of chocolate a day" and then the following week see if you can decrease it. Small steps are progress towards a larger goal.

The above is one example of reaching the goal of being healthier and this month we are so excited to be at Canyon Ranch for a demo on healthy eating. The staff will teach us other useful tips like, how to use what you have in your fridge for a delicious and balanced meal, how to turn boring foods (looking at you zucchini) into something fun and tasty and how to prep and store a meal so we're not faced with that "I forgot to pull something out for dinner" dilemma that leads to eating at Hanger and enjoying a greasy meal.

Remember, getting healthy is an evolving process and means different things to each one of us. So find what works for you and keep improving. We're here to support YOU!

If you want a head start or are looking for some inspiration see the recipe below.

Happy eating!

Next Meeting...

Our next dinner meeting will be held at the lovely Canyon Ranch. Come to hear Maggie O'Mara give a cooking demo and nutritional talk, eat a delicious and healthy dinner, and have fun.

Maggie brings 12 years' experience from properties across the country. She is an Alumni of the S.U.N.Y Delhi (Delhi NY) Culinary Arts Program as well as Johnson & Wales (Denver CO) Culinary Nutrition Program. A recent Graduate of Saint Louis University (St. Louis MO), she completed her masters in Nutrition Dietetics & Culinary Arts and as well as her Dietetic Internship, and is now a Registered Dietitian Nutritionist. Most recently Maggie has taken on the role of Head Demonstration Chef at the Canyon Ranch Lenox property where she uses her nutrition and culinary expertise to assist individuals in making unique, positive and sustainable lifestyle changes.

February 4, 2019 Meeting:
5:30 - 7:30 PM Dinner & Networking, Cash Bar
Canyon Ranch

Lead Like a Woman**By Andrea Heuston**

I'm certain we've all met confident women throughout our lives. These women command a room and they leave you wanting to know more about them. They usually leave a good impression and they inspire positive action within their circles of influence. But what makes these women special? What makes them stand out from the crowd? I've been researching these women for years.

From Oprah Winfrey to Coco Chanel to Indira Gandhi and Melinda Gates, these women have strength and that certain indefinable 'something' that creates loyalty and makes you want to follow their lead. So, what are those characteristics or traits that make those leaders stand out? Can we isolate them to emulate them? I think we can.

Here are the seven traits I have been able to identify that strong female leaders possess:

1. She uses her power for good. All great leaders are humane and helpful. Their life work makes a difference to other individuals. They seek opportunities to make the world around them better, making a difference to other individuals. Whether Leaders who are conscious and interested in continuous personal and professional growth, and who courageously ask for and openly receive support are stronger.
2. She seeks and receives support. No one can do it alone. There is strength in being vulnerable, in being human. Leaders who are conscious and interested in continuous personal and professional growth, and who courageously ask for and openly receive support are stronger.
3. She never gives up. Despite failures and losses, strong female leaders focus on staying positive. A leader who knows what she wants is always determined and does not let temporary difficulties hinder her from achieving her goals or fulfilling her mission and purpose. She believes in herself. Through trials and difficulties, she develops the greatest gifts she has to offer for making an impact on the lives of others.
4. She is confident. Confidence is a belief in your ability to succeed; a belief that you do something well. People love confident leaders because they give us a feeling of trust, and everyone wants to follow a leader who they can trust. You either have confidence, or you will have to develop confidence within yourself to become truly successful.
5. She is optimistic. Most people cannot follow a pessimistic leader. Why would we? Strong, successful female leaders articulate a vision and boldly move towards that vision with positive energy. Optimism is the ability to go forward with hope and confidence. Successful outcomes begin with optimism.
6. She is authentic. Successful female leaders do not copy others. Rather, they create extraordinary results through authenticity, a personal style and a forged consistency to showcasing their unique talents. These leaders tend to learn from others around them, yet manage to remain true to themselves, their values, and how they want to be seen in the world, and by other people.
7. She has a strong and powerful voice. Female leaders have a willingness to speak their truth and be heard, even if the message may not neatly align with the status quo or be of popular opinion. They are careful with their words, but know that their own voice is, ultimately, their most powerful tool to create change.

Successful, strategic female leaders are sure of themselves. They may not have always been that way. The road was likely long and difficult to get to where they are now. However, with time, patience, and owning their own stories, they have emerged to help create change in the world. It took mindfulness and practice and so if they could do it, so can we.

Of Note...

1. Calling all volunteers for the Woman of Achievement committee! We would love to have 1 or 2 more people on the planning committee so even if you don't have a lot of time to give, even just an hour here or there, you could still make a contribution! Please email Gillette at gilletteconner17@gmail.com if interested.
2. Looking for ways to connect more meaningfully to other women? Join a Walking Our Talk (WOT) Circle to be seen, heard and connect. The WOT believes that tremendous change can happen when women sit together in circle and we believe this change ripples out into the global community to create a new culture of trust, care, connection and solidarity. Join us for an introduction to our 8 week circles that create a safe and generative container in which each participant can personally flourish as they experience a new culture of strong, positive and supportive relationships with their community and beyond.

Spring Introductory Circles are being held in Pittsfield and Great Barrington:

Tuesday, March 5, 6:30 - 8:30pm in Pittsfield at the Unitarian Church

AND

Thursday, March 7, 6:30 - 8:30pm in Great Barrington at the Sruti Yoga Center.

Spring Circles begin the week of March 18 and go through May 10. Early bird registration of \$200 expires Sunday, March 10. Bring a friend or two to see what it is all about!

Sign up on our website at <https://www.walkingouttalk.org/>

Berkshire BPW Spotlights for January

Mary Jo Murphy—Snow Farm: The New England Craft Program

“My high school art teacher encouraged me to follow my creative nature and always be involved in the arts. I have followed his advice and most of my career has been in nonprofits and the arts. I believe that the arts are a vital part of our lives, and I am proud to be a part of Snow Farm, a special place that offers the opportunity and space to immerse yourself in art.” - Mary Jo



Mary Jo has been the Executive Director of Snow Farm: The New England Craft Program www.snowfarm.org since March 2015 and has brought four years of increased growth, investment, accessibility and community to Snow Farm. Snow Farm is a craft school located in Williamsburg, MA and offers 2,3 4, and 5 day craft/art classes in glass blowing, ceramics, textiles, metalsmithing, kiln/stained glass and mosaics, drawing & painting, welding, and woodworking. It is a residential, immersive experience – almost like art camp for adults! Snow Farm also offers a teen program in July.

Mary Jo brought over twenty-five years of progressive nonprofit leadership experience, including serving as the Executive Director at the Havre de Grace Decoy Museum in Havre de Grace, Maryland; the Director of Development at the Museum of Art & History in Santa Cruz, California; the Director of Development at the Berkshire Museum in Pittsfield, Massachusetts; and the Leadership Annual Giving Officer at Miss Hall’s School in Pittsfield, Massachusetts.

Mary Jo has a B.A. in Art Management from Wilkes University, in Wilkes-Barre, PA where she produced a senior portfolio in painting and drawing, and an M.B.A. degree in Entrepreneurial Thinking and Innovative Process from Bay Path College in Longmeadow, MA. She resides in a traditional New England red, 1940s Cape Cod house in Pittsfield, MA with her husband Charles, two children Olivia (17) and Luke (12), and a golden retriever, Maddie. She is a life-long learner and loves to travel, read, and visit museums and other interesting places!

Linda Dulye, President and Founder Dulye & Co. Dulye Leadership Experience

Linda Dulye, founder and president of Dulye & Co. thrives on helping companies and their employees go spectator free. Since 1998, Dulye & Co. has partnered with Lockheed Martin, Rolls-Royce, Tyco, CIGNA, Cardinal Health, United Technologies, Bobcat, the Army Corps of Engineers and other respected organizations to bring out the best in their people through communication, collaboration and change practices that build lasting engagement. Her firm’s award-winning Spectator-Free Workplace™ programs have delivered measurable gains in productivity, retention and morale.



Prior to starting her company, Linda held leadership positions in corporate communications and change management for General Electric, Duracell, Allied Signal, and Public Service Electric and Gas. While at GE, she facilitated the widely benchmarked Work-Out program—globally recognized as the innovator for employee engagement in companies large and small.

A published author and active speaker on leadership development and workforce effectiveness, Linda has been a columnist for Fox News Business and featured in major media, including The Wall Street Journal, Forbes and Industry Week. She began her professional career as a daily newspaper reporter in greater Philadelphia.

Linda pursued her passion of bringing out the best in young professionals -- establishing in 2008 the Dulye Leadership Experience (DLE). This transformative developmental program has inspired confidence, vision and motivation in hundreds of aspiring leaders. The DLE’s annual Gen Now Retreat—held in the Berkshires--delivers cutting-edge strategies for career ownership and gritty advice from a dynamic, driven and diverse network of corporate executives, emerging entrepreneurs and respected thought leaders. Additionally, the program’s newsletter, topical blogs, professional network and on-demand coaching broaden perspectives, skills and connections.

Raised in New York’s Hudson Valley, Linda worked in her family’s commercial printing and newspaper businesses from youth to college years. She earned degrees from Syracuse University (B.A.) and Drew University (M.A.). Linda and her husband, Roger, enjoy lake living in the Berkshires (MA) with visiting family (3 grown children) and rescued animal and bird companions. Active in her community, she serves on the board of the Pittsfield Economic Revitalization Corporation—and actively volunteers as an academic tutor, a hospital pastoral minister, a greeter at the world-renowned Tanglewood Music Center, a leader in the African Catholic community and a local radio announcer. Committed to be fit, Linda rows, cycles, spins, swims, and SUPs. She is on the board of Berkshire Community Rowing.

A popular speaker at industry conferences, corporate seminars and academic symposiums, Linda shares her content at www.dulye.com. More info about Linda, Dulye & Co., and the Dulye Leadership Experience appears at www.dulye.com



**PLEASE CONSIDER JOINING
ONE OF OUR
BERKSHIRE BPW COMMITTEES**

The Berkshire Business and Professional Women organization provides professional and personal development and networking opportunities for working women from diverse fields. Since 1965, Berkshire BPW has been honoring local women in

Berkshire County, Massachusetts, recognizing the achievements of outstanding women, developing awareness of issues important to working women and awarding career advancement scholarships.

Berkshire Business and Professional Women meets at 5:30pm on the first Monday of each month, with a few exceptions. Guest speakers are invited to each meeting to address a variety of topics that are important to working women, such as health and wellness, wealth management, public speaking and organization techniques.

To submit items to be included in the newsletter, please e-mail Lori Gazzillo Kiely at bbpwnewsletter@gmail.com by the 10th of the month.

Membership Committee: Donna Collins, Chair
Bbpw.membership@gmail.com and joinbbpw@gmail.com

Works with the Board to recruit, install, retain, and orient members. Works with the treasurer to maintain updated membership records and inducts new members. Committee members actively promote membership in Berkshire BPW.

Programs Committee: Shela Hidalgo and Sopheap Nhim, Co-chairs
bbpwprograms@gmail.com

Work with the program co-chairs to coordinate monthly meetings including identifying programs of interest to the membership and securing guest speakers or setting up the event. Helps to produce the monthly meeting invitation.

Raffle Committee: Christine Carpenter, Chair
cgmktg@comcast.net

Responsible for securing items for the raffle at the monthly events. The money raised at the raffle supports our scholarship fund. Please contact Christine to donate items or services. Items can also be gift certificates from local businesses in our County. This helps to promote and support our local businesses.

Scholarship Committee: June Roy-Martin, Chair
juneroy0417@gmail.com

June is seeking members to serve on her Committee.

Works to recruit applicants and select recipients of the Scholarship program, which provides financial assistance to working women continuing their education.

Nominating Committee: Kim Baker and Sharon Connors, Co-chairs

The committee finds and presents the selected board members. The committee assists in filling the various committees.

OUR MISSION :

To promote full participation, equity, and economic self-sufficiency

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www.berkshirebpw.org

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