



The New-Roc Connection

A Publication of the New-Roc Charter Chapter, Conyers, GA

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Sue Chappel - Executive Director The Conyers Rockdale Council for the Arts

Sue Chappel will be speaking about networking and furthering her talk about "netweaving", which she introduced during our March Slumber Party. Sue was interviewed very briefly and had the following to say:

Sue has been in various capacities of sales, marketing, or its management for most of her professional career. She indicates "I was one of the lucky ones who had a job with that label, so I knew that was my job. We are all in sales, whether we know it or not. If we know it, then we tend to do a better job of selling our selves, company, and/or products. My natural tendency in sales was to do "consultative selling," focusing on customer problem solving instead of pushing products."

At the Slumber Party, Sue spoke about the concept of "netweaving" as labeled by Robert S Littell in his second book entitled "The Heart and Art of Netweaving..." Littell presents the underlying value that we are all here to make the world a better place instead of just taking up space. So with that in mind we should be looking for ways we can help others with the gifts we have as we network through our business world. And we would do this without anticipation of what they would do for us... "What goes around, comes around at its best."

Netweaving also includes the premise in the movie "Pay it Forward" that we should do this to make the world a better place.
<http://www.conyersarts.org>

THE MONTH IN JUNE Don't forget to attend our ABWA meeting Wednesday, June 28th, 2006. We will meet at The East Tower located at the Rockdale Medical Center. Please RSVP to Pam Bessette by Monday, 06/26/06 by NOON. Cost \$15 - includes \$10 Lunch, \$4 Program cost and 1-\$1 Raffle Ticket. Featuring Jean Yontz - Executive Director of Rockdale Medical Center Foundation. **Catering by: Rib Ticklin' BBQ** 2040 Eastside Drive, Ste 101., Conyers, GA Phone: 770-860-1199 *Behind QT on Salem Rd.*



CORPORATE SPONSOR

Plan B ReDesigns was the surprising result of the marriage of two dynamic individuals with specialized skills and a shared desire to educate and assist people. Parker Beck, the CEO and creative force behind the business, and her husband Craig, the CFO and street savvy real estate agent, bring a fresh perspective to the decorating market. Plan B offers a full line of services that include Decorating, Organizing, Staging® and real

estate options tailored to the individual needs of their clients. Plan B ReDesigns, like most small businesses, started in a garage. Craig and Parker continued to nurture the business until it rapidly outgrew their entire home. Parker put her foot down the day an overnight guest was forced to squeeze sideways down the hall to the bathroom and remove boxes from the shower in order to start their day. Plan B clearly needed to be relocated.

Fifteen thousand square feet of warehouse space sounded like enough, however, six months later it was packed to the rafters. So after two years in San Diego, California, where the business originated, the Becks decided it was time for another relocation. Arriving in December 2005, Plan B ReDesigns rose again in the South.

**Plan B ReDesigns
Parker Beck, CID**
www.PlanBReDesigns.com

