



Northeast Valley

Please Join Us for our
May 12th Meeting

Please R.S.V.P. For The May 12th Meeting

We Encourage You to RSVP Save \$5 on your lunch! We would like to have everyone who is planning on attending the May 12th meeting to please R.S.V.P. in advance.

Member lunch with R.S.V.P. is \$20.

Member walk-in lunch price is \$25.

Guest lunch with R.S.V.P. is \$20.

Guest walk-in lunch price is \$25.

So Please

R.S.V.P.: Bebe Heng 623-444-5110 or bebe@empresplace.com
by the Friday, May 8th at noon.

**All Members Are Encouraged
To Bring In Raffle Prizes!
More Prizes Make The Raffle More Fun!
All Donors and Their Businesses are Mentioned in
the Next Month's Newsletter, which
reaches over 200 Entrepreneurial Women!**

Please Join Us for Our May 12th Meeting

Location:

STONE CREEK GOLF CLUB
4435 E Paradise Village Parkway South
Phoenix, AZ 85032
480-962-4653

(On Paradise Valley Parkway South Just West of Tatum)

Our meeting will start at 11:30am and end at 1:00pm
Everyone will be given a half hour of networking and the official
meeting will commence at 12:00 noon.

**Our Guest Speaker for May 12th will be
Mark Toombs:
Advantage Training Solutions, Inc**

Mark has nearly 30 years of sales experience to his credit, from retail to business-to-business. His last corporate venture was as an account manager for Thyssen Krupp Elevator, a Fortune 100 company, where his success culminated in being awarded top salesman for North and South America. Mark's authoritative yet approachable demeanor easily led him to the role of trusted

advisor with his many clients and to much of his success in the sales business. He is continually improving and studying his craft.

Unbeknownst to him at the time, he was actually utilizing many of the same techniques that David Sandler pioneered in the 1960s. These techniques grew into what has become Sandler Training. Now the owner of Sandler Training in Tempe, Mark welcomes the opportunity to help others achieve the same success he himself has had over the years.

The Sandler system focuses on finding compelling, personal, and emotional reasons to buy making the sales process a much easier experience for the prospect and the sales person. Sales professionals can hold their heads up and demand more respect from their prospects using the Sandler System. Success comes with a lot less effort using the Sandler system.

Advantage Training Solutions Inc
60 East Rio Salado Parkway, Suite 900
Tempe , AZ 85281
480-366-5858
mtoombs@sandler.com

Our Member Speaker for May 12th Will Be: Pam Ferraioli: Cardfinity

Most businesses are overpaying on monthly credit card processing fees and don't know it - are you one of them? Cardfinity is partnered with one of the largest processors in the world, Chase and we offer extremely competitive rates. We do not make our merchants sign contracts, we do not have cancellation or monthly minimum fees.

THE ENTREPRENEURIAL MOTHERS ASSOCIATION WAS FOUNDED IN 1986 BY KATHY STEPHENS WHILE DEVELOPING HER SUCCESSFUL BUSINESS - CHILDSAPES.

EMA provides the opportunity for self-employed mothers to enhance their professional and personal development by offering, support, exchanging information and sharing resources and referrals.

BRING A GUEST TO LUNCH CAMPAIGN

Bring a Guest to Lunch Campaign

In an effort to build membership in our chapter of EMA, we will be implementing a new incentive program called:

Bring a Guest to Lunch Campaign

This Campaign will last until June 2009.

This is how it works:

1. When you bring a guest or guests to the Meeting, your name will be included in a drawing for a free lunch at an upcoming meeting. We will have a drawing at each meeting through June 2009.
2. If your guest decides to join our Chapter of EMA, you will receive a free lunch at an upcoming meeting.
3. When two of your guests join EMA and pay their annual dues, you will receive half off your annual dues. (a \$30.00 value)

This is a terrific way for you to encourage colleagues and friends to attend our meetings and to join our wonderful organization!