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Letter from the Chair.....1	I hope you all had a wonderful Holiday Season. As we begin the next decade of the 21 <sup>st</sup> Century, (did I really write that? Where has the time gone?) I am looking forward to a busy and, hopefully, prosperous New Year.
JANUARY'S PROGRAM.....2	It was so good to see so many of you at our Holiday Luncheon and Silent Auction. I would also like to thank all of you for your generosity in donating auction items and for your bids. Your charitable giving had allowed us to present \$1887 to the Greater Boston Food Bank. That will allow them to feed a large group of people who are less fortunate than we are.
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Member of the Month.....3	<p>In addition to financial donations, the Greater Boston Food Bank is also in need of volunteers. There are several of us who have already expressed interest. If anyone would like to join us, please contact Amy Gerber.</p> <p>Our speaker this month is Kathleen Grinnel from Reis Credit. The focus of her discussion will be Credit Score/Reporting. This is a key topic that affects all of us in both our personal, as well as our business lives. How timely after we have just completed our Holiday sending! I sure she will be expecting numerous questions. Let's remember to keep our self introductions brief and to the point to allow for as much time as possible for our speaker.</p> <p>Our next meeting will be Friday, February 12, 2010. It is a members only – networking meeting. WBN is an important business organization. Each of us represents our industry with proficiency, expertise and experience. Each of our businesses will continue to grow if we continue to build relationships and refer business contacts with each other.</p> <p>Wishing you a Happy New Year!</p> <p>All the Best,</p> <p><i>Patti</i></p> <p>Patti McGlynn</p>

## JANUARY'S PROGRAM

Our next meeting will be held on **Friday, January 8**, at the **Wellesley College Club**, beginning promptly at **7:30 a.m.** (*Please be sure to RSVP by Friday, January 1, to Cathy McGrath 781-235-2446 or [cmcgrath@wellesleychamber.org](mailto:cmcgrath@wellesleychamber.org)*). We will look forward to seeing everyone.

## HOT TIPS

Here is the Tip for January 2010

### Take Back 10 Minutes

From **Andrea Novakowski**, Master Certified Coach ([andrea@coachandrea.com](mailto:andrea@coachandrea.com) or 508-231-0766)

A day of back-to-back meetings is exhausting and overwhelming. Running from meeting to meeting, you leave an inbox full of unanswered e-mails and undoubtedly start to run late to your afternoon appointments. Stop the madness by insisting on 50-minute meetings. What can be done in 60 minutes can easily be done in 50 with some focus and discipline. Defy the default in your calendar and send meeting requests that end 10 minutes before the hour. This will allow you, and everyone else, to take a quick break, check e-mail, and restore some sanity to your day.

**Coaching request:** Start the New Year with the commitment to manage your work and life in a more balanced way. Take one step this month to start taking control of your work life.

*Adapted from "The 50-Minute Meeting" by David Silverman.*

Judy Pike writes:

As I mingled among my fellow members of WBN at our December meeting and silent auction, I was moved to reflect on my more than fifteen years as a member of WBN (three as chair) and the countless ways that the group has enriched both my professional success and my personal relationships. In this year alone, I have received referrals from, sent referrals to, or personally used the services of the following members: Susan Case, Beth Furman, Amy Gerber, Vivian Hsu, Ellen Klapper, Daryl Lippman, Patty McGlynn, Susan Miller, Phyllis Paster, Lucy West and Edith Woodcock. I have maintained strong connections with many former members and forged connections with many new members as well. As we celebrate the holidays and ring in the new year, I can find no better time to say thank you to all of the great women with whom I have made connections over the years, and remind everyone how I encourage everyone to reach out to other members

For the latest information and discussion on legal topics of interest, please read my blog at [www.judithpikelawblog.blogspot.com](http://www.judithpikelawblog.blogspot.com)!

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## **MEMBER OF THE MONTH**

### **Daryl Lippman**

**I am not sure when I have had so much fun over a cup of coffee! Daryl and I did not know one another, but she knew of my husband through his work as a real estate economist, so we had some initial connection. We quickly found many more common characteristics. We both married our husbands in 1969 and have just celebrated 40 years of marriage, an accomplishment we are both proud of. We both love to play tennis, hike, and spend our time out of doors whenever possible. And, both of us love our work which involves working with people, getting to know them and helping them through a process - in my case, applying to college, and in Daryl's case buying a house. We agreed that these two dissimilar professions actually require very similar skills - a positive attitude, patience, and the ability to enjoy and work with all kinds of different people. In a few months, Daryl and I will have one more trait in common - we will both be grandmothers. I am a few years ahead of her in that regard, and I am eager for her to share those joys. Daryl's son, Garth, who lives in Framingham, will be a father in March. Her daughter, Cara, who now lives in Nashville, moved there two years ago to follow her passion for Christian music. Daryl smiles with much joy when she talks about her family.**

**On the professional side, Daryl's journey is fascinating. She has had her real estate license for thirty plus years but she wasn't selling houses from 1988-1998 - she was selling pasta. Daryl and her husband owned a restaurant called Spaghetti Eddie's. If you went to the Patriots' games or to the concerts at Foxboro Stadium during those years, you probably had dinner or maybe a nightcap with Daryl or her husband. I laughed when Daryl explained that she thought that owning a restaurant that served more than 500 people on a Saturday night would be a good job for her while her children were growing up - not as demanding as real estate! What??? Finally, when Bob Kraft kept threatening to move the Patriots, Daryl sold the restaurant and began to sell houses, not pasta. Daryl swears that the job requirements are remarkably the same - both involve lots of excitement and a constant flurry of activity; the requisite skills are working with all kinds of people, a knack for marketing and management - and yes, a lot of patience.**

**Daryl loves working for Prudential Town and Country Real Estate mainly because Wellesley residents own the firm and she feels real estate is local. Daryl works in all of the greater Metro west towns with a wide range of buyers and sellers. From \$300,000 homes to multimillion-dollar estates,**

**Daryl focuses on the needs of her clients and achieving their real estate goals. I knew immediately why people trusted her and why she is so successful at her profession. If you haven't had coffee with Daryl, I suggest you make a date - even if you aren't looking to buy or sell a house!**

**Susan Case.**

**Deadline for the February newsletter is January 26<sup>th</sup>**

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