



**NAWBO**  
INDIANAPOLIS  
National Association of Women Business Owners

## **MEMBERSHIP BENEFITS PACKET**



# WELCOME!

Dear Prospective Member:

What do you look for in a membership organization? Networking opportunities? Helpful training sessions? Relevant program topics? Members with an important common interest?

As a female business owner, you will find all of this with the Indianapolis chapter of the National Association for Women Business Owners (NAWBO®). Becoming a member of this dynamic group of local businesswomen is easy and the benefits are numerous.

The monthly luncheon meetings provide powerful networking opportunities with your peers as well as top-notch educational programs. Our chapter is proud to announce that we have grown from a modest 30 members just a few years ago to over 200 today. The enclosed information details the numerous benefits available through NAWBO, both on the national level as well as the local level.

We would like to personally invite you to join us at our next monthly luncheon meeting. Our luncheon meetings are currently being held at the Conrad Indianapolis in downtown Indy. The non-member rate for the luncheon is \$40; the member rate is \$30.

We look forward to meeting you and discussing this opportunity to join your peers in this dynamic group.

Regards,

Stacy Shew

Executive Director

NAWBO-Indianapolis



## WHY NAWBO-INDIANAPOLIS?

The goal of NAWBO-Indianapolis is to motivate, inspire, and inform its members and to assist them in introducing their products and services to the public and private business sector.

Members realize the benefits of networking with local and national members, educational opportunities, public policy representation and local, national and international affiliations.

After joining NAWBO, your name and business information is posted not only on the Indianapolis website — [www.NAWBOindy.org](http://www.NAWBOindy.org) — but on the national NAWBO site — [www.NAWBO.org](http://www.NAWBO.org) — for people to search for various products and services.

The benefits are endless!



# NATIONAL'S HISTORY

In 1975, a group of a dozen like-minded businesswomen in the Washington, D.C. area gathered to share information and create an atmosphere of professional community to further and strengthen their entrepreneurial interests.

That group quickly grew to become what is now known as the National Association of Women Business Owners® (NAWBO®).

Since then, NAWBO has risen to become the strong and unified voice of more than 10 million women-owned businesses across the country.

Over the past 30-plus years, NAWBO has expanded across the United States, boasting a chapter in nearly every major metropolitan area. Through its affiliation with [Les Femmes Chefs d'Enterprises Mondiales](#) (World Association of Women Entrepreneurs), NAWBO's global reach extends to 60 countries on five continents worldwide.



## NAWBO'S VISION AND MISSION

We propel women entrepreneurs into economic, social and political spheres of power worldwide.

As an organization with a “customer first” philosophy, we:

- **Strengthen** the wealth-creating capacity of our members and promoting economic development within the entrepreneurial community
- **Create** innovative and effective changes in the business culture
- **Build** strategic alliances, coalitions and affiliations
- **Transform** public policy and influence opinion makers



## **NAWBO'S DIVERSITY STATEMENT**

In principle and in practice, NAWBO values and seeks a diverse and inclusive membership.

NAWBO seeks full participation in the organization by all business owners who support our mission to empower women entrepreneurs, regardless of race, religion, age, sexual orientation, national origin or disability.

NAWBO's goal is to effectively represent the full diversity of the women business owner community and to expand access to leadership opportunities across the full spectrum of our membership.



## **NAWBO-INDIANAPOLIS HISTORY**

The Indianapolis chapter of the National Association of Women Business Owners (NAWBO-Indianapolis) received its charter in 1997.

With over 240 members, the Indianapolis chapter is the third largest chapter in the country.



# NAWBO-INDIANAPOLIS VISION

NAWBO-Indy impacts, influences and propels Indiana to be a leading state for women-owned businesses through its:

Advocacy Efforts

Economic Impact

Diversity

Influence

Membership Size

Power



# OUR DEFINITION OF A BUSINESS OWNER

A business owner must be a sole proprietor, commissioned agent, broker, independent contractor, shareholder in a corporation or consultant that:

1. is established as either a sole proprietor or self-employed, or is a partner in a Partnership, LLC or is an officer of a 'C' Corporation or 'S' Corporation AND
2. files a schedule C or F, received IRA Tax form 1099 form clients or files corporate or partnership tax returns.
3. In addition, the business owner must maintain an office (including home offices) or a business facility and must be involved in the policy-making process and overall day-to-day management of the business.

If the statements above do not apply to you then consider membership under the "Supporting Member" category. NAWBO membership is recorded in the individual's name, not their organization.



# CHAPTER LEADERSHIP

## 2011-2012 BOARD OF DIRECTORS

### EXECUTIVE COMMITTEE

#### PRESIDENT

Sally Stephens  
*Spectrum Health Systems*

#### PRESIDENT-ELECT

Diana Maxam  
*ProMed Medical Management*

#### VICE PRESIDENT

Deborah Oatts  
*Nubian Transport Management*

#### TREASURER

Penny Lutocka  
*Lutocka & Associates, LLC*

#### SECRETARY

Jeryl Mitsch  
*Mitsch Design*

#### IMMEDIATE PAST PRESIDENT

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*VTI Contracting;  
VTI, Inc.*

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*Brenner Design;  
B&B Barricades and Supply LLC*

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*Relocation Strategies, Inc.*

#### Kathy Cabello

*Cabello Associates*

#### Ann Fisher

*HR Alternative Consulting, Inc.*

#### Janet Harris

*CruiseOne MJHarris*

#### Denise Herd

*Herd Strategies*

#### Lisa Jeff

*L'Acquis Consulting  
Engineers*

#### Tammy Robinson

*Engaging Solutions, LLC*

#### Erin Smith

*Spotlight Strategies*

#### Laura Sniadecki

*A.G. Maas Company*

#### Janet South

*DECO Group*

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Kay Fleming  
*Fleming Stage, LLC*

Catherine Herr  
*Eli Lilly and Company*

Terri McCoy  
*PNC Bank*

Ronalda Minnis  
*Duke Realty*

### EMERITUS ADVISOR

Billie Drago  
*RepuCare, Inc.  
RepuStaff LLC*

### STAFF

Stacy Shew  
*Executive Director*

Sheena Lee  
*Chapter Administrator*



# CORPORATE PARTNERS

THROUGH JANUARY 27, 2012

## PLATINUM

choreo  
United Water

## GOLD

Ameriprise Financial | Gary Krings  
Barnes & Thornburg LLP  
Bingham Greenebaum Doll LLP  
Duke Realty  
Eli Lilly and Company  
Faegre Baker Daniels LLP  
Fleming Stage, LLC  
Harrison College  
Ice Miller LLP  
Indiana University Health  
KeyBank: Key4Women  
RJE Business Interiors  
WellPoint, Inc.

## SILVER

American Family Insurance  
Brown & Brown Insurance  
CliftonLarsonAllen LLP  
Finance Center  
Federal Credit Union  
Monarch Beverage  
PNC Bank  
Stewart & Irwin P.C.

## BRONZE

Ameriana  
Aon  
Apex Benefits Group  
Applied Engineering Services  
BELFOR Property Restoration  
Benesch  
BGBC Partners  
BMO Harris Bank  
Butler Auto Group  
Cabello Associates  
Casino Aztar  
Chernoff and Associates  
Cosmetic Surgeons  
Citizens Energy Group  
Covenant Wealth  
Management Group  
CSCI Consulting  
Cummins, Inc.  
Develop Indy  
Drewry Simmons Vornehm, LLP  
Federal Home Loan  
Bank of Indianapolis  
Fifth Third Bank  
George Feliciano M.D.  
Greenwalt CPAs, Inc.  
Gregory & Appel Insurance  
Grossman Wealth Advisors  
Indianapolis Power & Light  
Katz, Sapper & Miller, LLP  
L'Acquis Consulting Engineers  
Nelson & Frankenberger, P.C.  
netlogx  
Relocation Strategies  
Salin Bank  
Smoot Construction LLC  
Somerset CPAs, P.C.  
Sponsel CPA Group, LLC  
Tastings - A Wine Experience  
Tilson  
Tom Wood Lexus  
Wells Fargo  
Wilds Restoration Services  
Xerox



# NAWBO-INDIANAPOLIS EVENTS

NAWBO-Indianapolis hosts many events throughout the year, some exclusive to members and Partners and some open to the public. Partners have the first right of refusal in sponsoring any NAWBO-Indy event, thus increasing their chance of exposure to many prominent leaders in the community. Listed below are NAWBO-Indy's key events:

## CELEBRATING WOMEN (AWARDS LUNCHEON)

This premier event of NAWBO-Indy has grown from 30 attendees to over 900 in just five years! This extremely successful event includes the announcement of the recipients of the NAWBO-Indy Visionary Awards. These awards included: Avatar of the Year, Indianapolis Choice (Advocate), NAWBO-Indy Member of the Year and Woman Business Owner of the Year. In addition, NAWBO-Indy Corporate Partners are recognized for their support throughout the past year.

A portion of the event's proceeds benefit the *NAWBO-Indianapolis Entrepreneur Scholarship* fund.

## CONNECTIONS (CORPORATE MIXER)

This evening event is open only to NAWBO-Indianapolis members, Corporate Partners and to specially-invited key legislative, diversity and procurement leaders. This event provides an opportunity to connect with business leaders to create alliances for business growth.

## MONTHLY LUNCHEON MEETINGS

Between 90 and 130 members, Partners and guests attend our Monthly Luncheon Meetings. Typically held on the fourth Thursday of the month, attendees have the opportunity to network with some of Indianapolis' most powerful women while enjoying a wonderful lunch and presentations by an active member, a Corporate Partner (platinum- through silver-level) representative and a keynote speaker, who is chosen based on that month's luncheon topic.

NOTE: No monthly luncheon is held in July.

## TRAILBLAZERS: EMPOWER, INSPIRE, EDUCATE

Our second largest event, this luncheon involves a panel of prominent business women discussing key topics and how they blazed their trail of success, including lessons they have learned, their strategies for success, their business philosophies and best practices. Past panelists include: Alpha Blackburn, Barbara Boyd, Susan Brooks, Tina McIntosh, Ann Murtlow, Pamela Parker, Sallie Rowland, Mary Weiss, Jean Wojtowicz and Barbara Wynne.

A portion of the event's proceeds benefit the *NAWBO-Indianapolis Entrepreneur Scholarship* fund.



# MEMBER BENEFITS

As members of NAWBO, women business owners receive a unique combination of benefits that provide a unique membership experience. With regular networking and educational events at the local level, members have the opportunity to develop close relationships and discuss business issues as their needs evolve.

Being a part of a national organization connects women business owners to an even larger community, allowing members to network with peers from across the country. NAWBO provides a broad perspective on trends and problems facing women entrepreneurs and members can apply this extended knowledge to their businesses and harness it for growth.

## **STRENGTHEN: *Helping Indiana women business owners grow their business***

- Opportunity to learn from other women business owners secrets to success
- Access to benefits, discounts and special offers from local and national [Corporate Partners](#) and [Affiliate Partners](#)
- Connect with decision-making women business owners at our [Monthly Luncheon Meetings and other events](#)
- Promote your business through speaking opportunities at Monthly Luncheon Meetings, as well as [Member Spotlight features on the local](#) and national websites
- Inclusion in the local and national [online Member Directories](#)
- Easy access to [procurement opportunities](#) from city, state and federal agencies, universities and corporate partners
- Recognition of personal and business achievement by your peers through [local and national business leadership awards](#)
- Subscriptions to informative engaging local and national publications like [NAWBO SmartBrief](#)
- Access to [online local and national business resources](#), as well as [articles and educational materials](#)
- Opportunity to learn from other women business owners' secrets to success
- Access to benefits, discounts and special offers from local and national [Corporate Partners](#) and [Affiliate Partners](#)



# MEMBER BENEFITS, CONT.

## **CREATE:** *Igniting change that helps our members succeed*

- Be a part of 70 chapters and over 8,000 members across the country
- Develop leadership skills through involvement on [chapter committees](#)
- Access to exceptional programming that gathers members from across the country at national's [annual Women's Business Conference](#)
- Promote diversity in our membership
- Benefit from advocacy for business issues



# MEMBER BENEFITS, CONT.

## **BUILD:** *Increasing partnerships for women entrepreneurs*

- Gain business exposure within the community through your membership and participation
- Affiliations with other groups within the community, including:
  - [Business Ownership of Indiana](#) (BOI)
  - [Indiana Hispanic Chamber of Commerce](#)
  - [Center for Business Research](#)
  - [National Women Business Owners Corporation](#)
  - [Indiana Economic Development Corporation](#) (IEDC)
  - [Small Business Administration](#) (SBA)
  - [Indiana Commission for Women](#)
  - [Indiana Small Business Development Center](#)
- Special member registration rates at all NAWBO-supported events
- Opportunity to form alliances with other women-owned businesses
- Forge alliances with Indiana corporations to increase procurement opportunities for Women Business Enterprises
- Access to global business contacts network through NAWBO's [International Partnerships](#) with organizations such as the:
  - [Asociacion Mexicana de Mujeres Empresarias](#) (AMMJE)
  - [Network of Entrepreneurial Women WorldWide](#) (NEWWW)
  - [CARE](#)
  - [The International Alliance for Women](#) (TIAW)
  - [Center for Women's Business Research](#)
  - [The World Association for Women Entrepreneurs](#) (FCEM)
  - [Global Summit of Women](#)
  - [Women Entrepreneurs of Canada](#) (WEC)
- Access to many online communities via the national website designed to connect members with common interests to help build an extended national network to work together on topics that make a difference in the women's business community



# MEMBER BENEFITS, CONT.

## **TRANSFORM: *Be a part of a united voice impacting Public Policy***

- Opportunity to connect with Indiana Legislators at the NAWBO-Indy annual legislative event
- Opportunity to help shape policy on the local, state and federal levels by becoming involved in:
  - [NAWBO-Indianapolis Government Affairs Committee](#)
  - [IWBO PAC](#) (Indiana Women Business Owners Political Action Committee)
  - [NAWBO PAC](#) (Federal Political Action Committee)
- Take action through NAWBO's national [Legislative Action Center](#)

## MEMBERSHIP INFORMATION

- The Board of the National Association of Women Business Owners establishes member classes.
- NAWBO Membership is open to individual business owners who own an equity interest and actively participate as a sole proprietor; an active partner of a partnership or active member of a limited liability company; and independent contractor; or individual owners of 5 percent or more of the stock of a corporation and who are involved in policy-making and day-to-day management of the corporation.
- Members must join both the national organization and a local chapter. If there is a chapter within 45 miles of your home or business location, you must become a member of that chapter. If there is not a chapter in your area, you can join NAWBO as an At-Large member.
- A NAWBO membership is recorded in the name of the individual, not the organization. There is currently no category available for company/organizations. If you are interested in benefits that will apply to all associates in your company, please consider becoming a [corporate partner](#).
- A new member's join date is the first day of the month NAWBO National receives payment.
- Membership dues are nonrefundable and subject to change. A member may submit a written resignation to rescind her membership, but no portion of dues will be refunded.



NOTE: ALL DUES LISTED INCLUDE A \$25 NATIONAL PROCESSING FEE. THIS FEE IS WAIVED UPON RENEWAL.

# MEMBERSHIP CATEGORIES

## AT-LARGE

- An individual whose business and residence are located outside of a Chapter's organization territory (45-mile radius).
- Individual, partner or stockholder who exercises the power to make policy decisions and is actively involved in the day-to-day management of the firm
- Files a schedule C or F, receives IRS Tax Form 1099 from client(s), or files corporate or partnership tax returns.
- Maintains an office (including home offices) or a business facility.

**ANNUAL DUES: \$195 National + \$100 Local = \$295**

## EMERGING BUSINESS OWNER

- A first time business owner with a new business less than two (2) years old.

**ANNUAL DUES: \$150 National + \$100 Local = \$250**

## ESTABLISHED BUSINESS OWNER

- An individual who owns an equity interest and actively participates in a business as a sole proprietor, an active partner of a partnership or active member of a LLC, an independent contractor, or a 5% or greater shareholder in a corporation.
- Has been a business owner for more than two (2) years.
- Is involved in the policy-making process and overall day-to-day management of the business.
- Files a schedule C or F, receives IRS Tax Form 1099 from client(s), or files corporate or partnership tax returns.
- Maintains an office (including home offices) or a business facility.

**ANNUAL DUES: \$200 National + \$100 Local = \$300**

THESE CATEGORIES ARE **NOT** AVAILABLE THROUGH ONLINE APPLICATION. ONLY PAPER APPLICATIONS ACCEPTED AND REQUIRE NAWBO-INDY APPROVAL PRIOR TO SUBMISSION TO NATIONAL.

## RETIRED

- An individual who was a Chapter or At-Large member of NAWBO for at least five (5) years.
- Has sold, divested their interest or is no longer operating their business.

**ANNUAL DUES: \$150 National + \$100 Local = \$250**

## STUDENT

- An individual registered full time at a school or university.
- Subscribes to the objectives of NAWBO.
- Intends to start a business.
- Proof of full-time student status is required.

**ANNUAL DUES: \$150 National + \$100 Local = \$250**

## SUPPORTING

- An individual, who is a non-business owner.
- Subscribes to the objectives of NAWBO.
- Wishes to lend support to NAWBO through membership.
- Members in this classification shall not constitute more than 10% of the voting membership of a chapter.

**ANNUAL DUES: \$200 National;+ \$125 Local = \$325**

*In addition to these categories, there is a "Sustaining Member" option. This option is for a business owner, as defined in the NAWBO Policies and Procedures, who is a Chapter or At-Large member and wishes to support the organization in a larger monetary way and gain additional benefits. The annual dues for this category is \$450.*



# APPLYING FOR MEMBERSHIP

You can easily join NAWBO-Indianapolis by downloading and completing [the NAWBO Membership Application Form](#) and return it to the Indianapolis chapter via:

## E-MAIL

[info@nawboindy.org](mailto:info@nawboindy.org)

## U.S. MAIL

NAWBO-Indianapolis  
Attn: Member Services  
310 N. Alabama Street, Suite 330  
Indianapolis, IN 46204

## FAX

(317) 245-9343

## \*CHECK PAYMENTS\*

Checks must be made payable to **NAWBO** (not NAWBO-Indianapolis). Check payments take a minimum of two weeks to process.

*All applications must be approved by the local chapter prior to processing. You will be contacted by a member of the NAWBO-Indianapolis chapter once your application is approved. NAWBO-Indianapolis will then forward your application on to NAWBO for processing.*