



NAWIC

Puget Sound - Chapter #60
Established ~ 1962

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AUGUST 2010

Mark Your Calendar

August 16th
Financial Planning & Board Meeting (new and old) - Cadman

September 13th
Open House / Installation of Officers - Aljoya

President's Message By Julie Stalzer, Stalzer Consulting

I hope you are all having a great summer and able to take time away from the day to day routines to have some fun. I know I enjoyed my vacation tremendously and am ready to go again.

While I was on vacation our chapter hosted our first MAGIC (Mentoring a Girl in Construction) Camp. Since my return, I have heard nothing but praise for the Camp. I applaud everyone involved for making it a huge success. I extend a special thanks to Nicole Martin for her superb efforts and endless hours spent coordinating the event. From the feedback I have gotten, the girls, instructors, and mentors all had a great week.

On the 17th of July, we held our annual strategic planning retreat at Gwyn's home. President-elect Sue Z. Hart, facilitated the day, starting with discovering everyone's Motivational DNA. Knowing your motiva-

tional DNA and that of those around you helps when working as a team. Those in attendance are using the newly acquired knowledge to work through problems or attain goals. After the Motivational DNA exercise, everyone put on their thinking caps to start planning the coming year. With the economy and construction still struggling to come out of the recession, the theme for the year will be "Building from the Ground Up!" Committees are being formed and there is room for everyone to get involved. More details will be coming soon. Please be thinking of ways you would like to get involved to make our NAWIC chapter the best it can be. The opportunities to get involved and make the most of your membership are endless.

August 16th is our financial planning meeting at Cadman's office in Redmond. Details will be posted on the website in the next few

days. All members are welcome to attend. We will be looking at our budget for the coming year and looking at ways to make our membership dollars go farther.

I would like to extend a warm welcome to our newest member, Lisa Grimm of Bullivant Houser Bailey, PC. Our membership has grown over the past few months but I have not had a chance to meet all of our new members. I hope to see all of you at our September potluck.

*We tend to see ourselves primarily in the light of our intentions,
which are invisible to others,
while we see others mainly in the light of their actions.*

J.G. Bennett

www.NawicPugetSound.org

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**** Article submission deadline is the 25th, monthly ****

Get Motivated!

By Tamara Lowe

Tamara Lowe is author of the book *Get Motivated!*, which is intended to empower individuals and teams to achieve their toughest goals.

The main concept of the book is that, similarly to each person having different fingerprints and a distinct combination of DNA, each individual is hardwired with a unique motivational type. The book is based on eight years of research, involving over 10,000 people.

If you choose to invest the time and money into the book, it should show you...

- How to Decode Your Motivational DNA
- What to do When You Don't Want to Do Anything
- How to Hire the Motivated and Motivate Those You've Hired
- Easy Ways to Deal with Difficult People
- The Formula for Beating Stress While Meeting Deadlines
- How to Raise Positive, Self-Motivated Children
- How to Kick Your Team's Performance and



Your Profits Into High Gear

Your new President-Elect, Sue Z. Hart, has invested the time in understanding this book and has shared a portion of it with NAWIC members during last month's Strategic Planning Session. Those who attended the session were first asked to have their DNA assessed at <http://www.getmotivatedbook.com/Test.aspx>. If you are curious, we encourage you to take the short 34-question test, and then turn to page 3 for additional follow up. Nevertheless, to get an in-

depth understanding of your Motivational DNA results, be sure to get a hold of the book.

More about the author, Tamara Lowe...

As a former drug addict and dropout, Ms. Lowe had faced many adversities but that did not stop her.

In addition to her successful book, Ms. Lowe is the co-founder and Executive Vice President of *Get Motivated Seminars, Inc.*, which is a

business training company that produces America's largest business seminars.

In addition to her business endeavors, Ms. Lowe has worked with five U.S. Presidents, numerous heads of state, and countless celebrities and athletes.

Chapter #60: www.NawicPugetSound.org

NEF: www.NawicEducation.org

National: www.Nawic.org

ABC: www.ABCWestWA.org

Ladies: www.PearlofWisdom.us

ASPE: www.ASPEPugetSound.org

AGC: www.ConstructionFoundation.org

Trades: www.SistersintheBuildingTrades.org

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Motivational DNA <http://www.getmotivatedbook.com/Test.aspx>

THESE ARE THE RESULTS OF YOUR TEST

Lily's Motivational DNA Type is: **PSI**
(Production-Stability-Internal) **The Director**

Directors are strategic thinkers who have the ability to move projects forward. They have an eye for detail and energy for execution. Directors are practical and responsible. They are bottom-line people who like to get to the point. Directors are task-oriented and great problem solvers. They are good with schedules, systems and organization. They focus on achievement and value results. Directors excel in organizations that allow them some autonomy. They know that they bring value to their companies and they need to feel genuinely appreciated for their contributions. Directors are mission-minded and want their work to make a positive contribution.

PSI Motivators: Freedom from constraints, ability to manage their own time, recognition, opportunity for personal growth, organized structure, receiving specific positive feedback.

PSI De-Motivators: Fuzzy goals, co-workers who don't pull their own weight, "group think," inability to manage their own time and find their own solutions.

QUICK-START TIPS FOR GOAL ACHIEVEMENT

- 1. Set goals that are both meaningful to you and challenging to achieve.** Weak goals don't inspire Directors.
- 2. Your motivational type is energized by challenge.** If you can, compete. Make sure you are competing for something that is important to you. For example, if you want to get in shape—train for a marathon benefiting your favorite charity.
- 3. Consistency and accountability will help you accomplish your goals.** Craft a plan that provides a consistent routine and moves you daily toward your goal, then track the plan. Using tools like spreadsheets and calendars will help you be accountable and provide an impetus for action.

Upon completion of the short test, you will receive results similar to the one above, providing you a Motivational DNA type:

Once your type is determined, use the letters of your type to look for more intentional focus questions, produced by President-Elect, Sue Z. Hart.

Connectors

- What organizations can I connect with to help me achieve my goal?
- Who has successfully accomplished the same (or a similar) goal and can help me strategize to overcome the obstacles I will encounter?
- What groups can I join to support me and fuel my motivation?
- Who can encourage me to stay on track and help make me accountable?

Producers

- How can I turn this goal into a competition?
- What obstacles and distractions will I need

to navigate in order to achieve my goal?

- How will I overcome those obstacles?
- Which people, groups, and organizations can I deploy to help me do the heavy lifting?

Stabilizers

- What existing systems and structures can I utilize to help me reach my goal?
- What can I do now to research and create a methodology that will help me succeed?
- How can I eliminate distractions and focus on doing something every day that will cause me to make progress toward accomplishing my goal?
- How will achieving my goal add balance and stability to my life?

Variables

- What can I do to add fun to the equation and at the same time advance me toward my goal?
- What are the most creative and interesting ways to accomplish my goal?

- If Plan A doesn't work, what will I do for Plans B through Z?
- How will I add variety, joy, and excitement to the process so that I don't get bored?

Internals

- Why is this goal meaningful to me?
- How will it make a positive difference to others?
- What are the things that will keep me from quitting when the going gets tough or the pace becomes tedious?
- What inner resources will I utilize to take action daily toward my goal?

Externals

- How will I personally benefit by achieving this goal?
- What incremental rewards can I build into the process to help me accomplish my goal?
- How does realizing this goal set me up for even greater success?
- What big reward will I give myself when I cross the finish line?