

Why Networking Clubs Aren't Just for the Boys

By Susan Wilson Solovic *From CareerJournal.com*

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The good old boys' network controls business and politics as it has for centuries. There's no special criterion for membership in the boys' club other than gender. Becoming a member is a rite of passage for young boys as they emerge from adolescence and mature into manhood.

However, membership in the boys' club has definite advantages. As a member, you're privy to important information, and many critical business decisions are based on the club's membership roster. Club meetings are often held in such places as golf courses, men's rooms and smoke-filled cigar bars. The club conveys fraternity-like relationships among members. With its unwritten rule, "No women allowed," the informal good old boys' network continues to bar women from top management.



Historically, women have had no comparable alternative to the good old boys' club. During the first half of the 21st century, no female organizations related to business existed, and most of the professional and civic organizations, such as the Rotary Club, didn't allow women members. The brave women in the workplace, particularly those who had aspirations for advancement, found themselves isolated and alone.

"After World War II, my dad came home from the war and said these women don't have any network. He realized the network was men's way of connecting outside of the workplace, and he wanted to create that for women, so he founded the American Business Women's Association," says Carolyn Elman, executive director of the Kansas City, Mo.-based nonprofit.

Please go to: http://www.jpwn.org/Why_Networking_Clubs_article.pdf



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Check Out Our Website
www.jpwn.org

Featured Jewish Professional Woman

Dorian Denburg Chief Rights-of-Way Counsel, BellSouth Corporation

Dorian Denburg is our second JPWN featured woman. Dorian is Chief Rights-of-Way Counsel for BellSouth Corp. ("BellSouth") and has lived in Atlanta for the past seven years. She lives in Dunwoody with her husband, Alan Niederhoffer, and children, Eren, 17, and twins, Noah and Rachel, 13. JPWN spent some time getting to know Dorian better.

Q: What does Chief Rights-of-Way Counsel do? I am responsible for BellSouth's legal team that negotiates, litigates and participates in legislation related to public and private rights-of-way issues at the local, state and federal levels. The issues generally include our use of public and private property to place and maintain our facilities, related fees and taxes, and dealing with governmental entities that compete with BellSouth.

Q: Did you have a nice Rosh Hashana? Yes, I had a wonderful Rosh Hashanah. My 13 year-old daughter and I sang in the choir which was a magnificent way to experience the service and holiday. Our Rabbi, Julie Schwartz, at Temple Emanu-el leads a warm, spiritual service and spoke on making prayer meaningful and I hosted lunch for a friend who recently had surgery (rofeh holim) and her family and a friend from law school. (He's single in case anyone's interested....)

Q: How do you find balance with your professional and personal lives? I'm very focused when I'm at the office and try to give a similar focus to my family. I'm very organized, make endless lists, and depend on my husband to help.

Q: What advice would you give other professional women in finding the right balance? First, I think it's important to acknowledge that the "right balance" for one person may not be right for someone else. In addition to the "right balance" being different for different people, it may be different at different times in your life. Ideally, you find a career and work environment that suits your need. I would add that I don't think this is just a women's issue. BellSouth values its employees and recognizes that their worlds revolve not only around our workplace, but also in and around the communities in which we eat, sleep, participate and raise families.

Q: What advice would you give women to help them find a good mentor? My advice is to look in unexpected places. Traditionally, women have looked for mentoring from established, more successful men. The fact is that mentors can be supervisors and peers, colleagues in and outside your firm or company and in or outside your professional area.



Hatzaot (Advice/Suggestions)

6 Reasons Why Networking in JPWN Can Help You

1. Women can help each other in business: Women-owned businesses are growing. Women are currently starting businesses at twice the rate of men resulting in nearly 8 million women-owned businesses in America today. Also 74% of corporate women are interested in starting their own businesses.
2. It can help your organization even if you working for a small or large company, for-profit or not-for-profit. It can help an organization find support and advocacy in the form of human resources, financial resources, or material resources in addition to moral support, advice, collaborations, and partnerships.
3. By connecting with other Jewish professional women, you are connecting with your Jewish heritage and culture and fostering a Jewish community.
4. You can meet experienced business owners from whom you can discover new ideas and learn innovative techniques.
5. It can provide you with the opportunity to develop important contacts with people at various levels of society who may later support your ideas, interests, or personal concerns.
6. It can help you get a better job. A study found that 94% of successful job seekers claimed that networking had made all the difference for them. It can also help you tap into the "hidden job market" - jobs that are not advertised. Studies have also shown that 43.8% of all jobs found through networking are "newly created" for those who made the effort to place that first call.

From the Founder Ronni Solomon Abramson

JPWN has organized and hosted three events so far. Let me tell you the connections I have made to date. I have received business; I have been a referral source for JPWN women who have needed lawyers in other practice areas; I have been a referral source for JPWN women when other JPWN women and other people in the community have asked me for recommendations for public relations executives, matchmaking services, and other consultants; I have received business contacts from JPWN women that may or may not lead to business; I have received tax advice; I have had over 10 wonderful lunches with amazing women from JPWN; and I have been invited to JPWN women's homes for the Jewish holidays and for dinner.

And its not just me. There have been so many connections made already (and again we have had only three events). One of the most touching is the connection Jill Goodman, Legal Counsel at American Megatrends, Inc., and Deborah Weisshaar, Doctoral Candidate at Georgia State University's Psychology Department, made during the Power Networking portion of our first event in July. When Jill learned that Deborah worked in the Psychology Department during their 4 minutes together during Power Networking, she asked if Deborah knew anyone at the university who could take over a behavior treatment program for her 3 ½ year old son, Dean, who is autistic. Deborah initially gave Jill two of her professors' names thinking they might have private practices. Then Deborah thought about it more after she left the JPWN event and realized that one of her undergraduate students, Donald Bearden, had told her he liked to work with children and that he was thinking about going in that direction for graduate school. So Deborah connected Jill with Don. Well, the end result is that Jill is thrilled with Don and the impact he has had on her son, Dean. Here is what Jill said about Don in a reference letter she wrote on his behalf in support of his application for graduate school: "Dean has seen 4 Psychologists, a neurologist, a psychiatrist, a developmental pediatrician, 11 speech therapists, 5 occupational therapists and 2 Masters level behavioral therapists. In the face of all these advanced degrees,

Book Corner

Suggestions for books



The Tipping Point, by
Malcolm Gladwell

Forget Perfect, by Lisa
Earle McLeod

*The Successful Women's
Guide to Working Smart:
10 Strengths that Matter
Most*, by Caitlin Williams

*Enlightened Power: How
Women are Transforming
the Practice of Leadership*,
Edited by Linda Coughlin,
Ellen Wingard and Keith
Hollihan

*Networking Magic: Find
the Best - from Doctors,
Lawyers, and Accountants
to Homes, Schools, and Jobs*
by Rick Frishman, Jill
Lublin, Mark Steisel

licenses and cumulative experience, I can honestly say Donald Bearden has made the biggest impact on Dean's progress. To the extent autism can be cured and should Dean ever join the ranks of those cured, much of the credit will go to Donald. I am in awe of his natural touch with my son and so grateful he has the time to work with Dean."

This story proves that you never know what benefits – personal or professional – you will receive from networking and that the possibilities are limitless. Please join us for our first cocktail party on December 1, 2005. Our theme for the party, Jewish Geography, is sure to be fun and will hopefully lead to more amazing connections like the one Jill and Deborah made through JPWN.

Looking forward to seeing you all again in December and January.

Ronni

Save the Dates...

December 1, 2005

**JPWPN Cocktail Party, Co-Sponsored with
Jewish Federation of Greater Atlanta**

5:30 p.m. - 7:30 p.m.

Powell Goldstein LLP, One Atlantic Center
Fourteenth Floor, 1201 W. Peachtree Street

For Complete Details:

<http://www.jpwn.org/events.htm> and

For Directions: <http://www.pogolaw.com/about-locations-1.html>

January 10, 2006

Cynthia Good

CEO and Founding Editor of
Pink Magazine. Ms. Good will
speak on entrepreneurialism.

<http://www.pinkmagazine.com>



March 28, 2006

Rabbi Dr. Analia Bortz

Rabbi, Medical Doctor and
Bioethicist - Congregation Or
Hadash.

<http://www.or-hadash.org>



May 9, 2006

Barbara Babbit Kaufman

Author, motivational
speaker, business
entrepreneur, and

biathlete. <http://www.attitudeisit.com>

July 13, 2006

Dr. Jaye L. Atkinson

Associate Professor with
Tenure, Graduate Faculty,
Department of
Communication, Georgia
State University. Dr.

Atkinson will be speaking on how women can
effectively communicate at work.

http://www.jpwn.org/Atkinson_vita_Nov_2005.pdf



Events of Interest...

**The National Council of Jewish Women ("NCJW")
and The League of Women Voters** invite you to a legislative

panel discussion; the subject will be the new law passed by the Georgia
General Assembly that limits the type of identification permitted at the
polls in order to vote. The panelists will be the Honorable John Lewis,
State Representative Nan Grogan Orrock, Attorney Emmett Bondurant
and State Senator, Kasim Reed. Dennis O'Hayer will appear as the
Moderator. Come to the event and learn from the experts how laws like
these are not only violations of the federal voting rights act, but
specifically discriminate against the poor and elderly. **The panel
discussion will take place on November 15, 2005 @
7:30 p.m. at Congregation B'Nai Torah, 700 Mt.
Vernon Highway, Atlanta, GA 30346.**

**JAC! - Jewish Arts & Culture - invites you to participate
in its first annual Festival of Lights + Latkes, a
fundraiser benefiting JAC! on Sunday, November 20,
2005,** at Park Tavern in Piedmont Park. This is the most original adult

Hanukah party in town. Chefs from leading Atlanta restaurants will be
on hand to create and let you sample their original latke recipes. JAC will
also kick off an invitational artistic event for contemporary artists to
display their own spin on the traditional symbols of Hanukah, such as the
Chanukiah or menorah, with 20-30 original pieces of artwork will be
displayed at the event and available for purchase through a silent auction.
**5:30-7 pm Preview Party; 7 pm Doors open; 9 pm
Auction ends; 9pm-12 am Party continues**

**The Mikvah Project" Explores Ancient Women's
Ritual With Contemporary Photographs and
Interviews, Nov. 3, 2005—March 17, 2006 at The
Breman, The Mikvah Project** brings together a unique collection of

photographs and interviews to document the resurgence and expanded
practice of the ancient and private Jewish ritual bath. The exhibition will
be on display from Nov. 3, 2005 to March 17, 2006 at The Breman
Museum, located at 1440 Spring St. (18th & Spring) in Midtown
Atlanta. *The Mikvah Project* is about Jewish women returning to, and
reclaiming, this long-hidden Jewish ritual. The exhibition displays the
faces of this rite in America today, from Orthodox to the most secular,
from traditional to the most creative, allowing women to express both
negative and positive experiences from their *mikvah* experiences.
Photographer Janice Rubin and writer Leah Lax created *The Mikvah
Project* and will give an Artists' Talk at 3 p.m. on Sunday, Jan. 15 at The
Breman. For more information on the exhibition, group tours,
women-only viewing hours, or the Artists' Talk, call 678-222-3700, ext.
239 or e-mail haven@thebreman.org.

Person, Place Or Thing...

Announcements

Amy S. Dosik, formerly an attorney in the exempt organizations group at Sutherland Asbill & Brennan, has joined the National Exempt Organizations Tax Practice of Ernst & Young LLP as a Senior Manager. Amy will be based in Atlanta and will continue to serve the tax and business needs of hospitals, universities, public charities, private foundations and other nonprofit clients.



Alison Karl O'Kelly, an entrepreneurial thinker, has recently launched The Mom Corps. This revolutionary staffing service allows top tier and highly experienced professionals to get back into the workforce or keep a foot in their field without sacrificing balance with in their life. Partnerships with some of the nation's most prestigious firms have made it possible for Mom Corps professionals such as CPA's, attorneys, marketing and I.T. specialists, to work on a special project or contract basis. Please visit their website to learn more <http://www.momcorps.com>.

Suellen Bergman has been selected to become a member of the Buckhead Business Association Leadership Development Program Class of 2005-2006. This year's class of only twenty-five members was selected from over 300 nominations. According to the BBA Nominations Co-Chair, this year's class is more competitive than any other prior year.

Claudia Bilotto has joined GeoStats LP as a Project Manager. GeoStats is a woman-owned firm specializing in the development of Global Positioning Systems and Geographic Information Systems for use in data collection and analysis in transportation related studies. Claudia will be working on mobility and physical activity studies that examine travel patterns and behavior.

Sandi Karchmer Solow was appointed to the Board of Directors of VOX Teen Communications.

Heidi Litner has recently joined Internet Security Systems as the manager for global public relations. Heidi was previously with AirDefense, the leader in wireless security monitoring, and prior to that ran the marketing for MediZeus, an intelligence-based imaging detection company. Heidi also was recently elected the nominations chair for the BBA Leadership Development Program.

Adina Kalish Neufeld had a baby girl, Ryan Eden, on September 7, 2005. Ryan weighed 7 lbs, 7 ounces and is doing great!

Rayna Jones had a baby girl, Ashley Sage, on November 8, 2005. Ashley weighed 6 lbs, 15 ounces and is doing great!

Deborah Weisshaar, Doctoral Candidate, Georgia State University Psychology Department, became engaged to Jonathan Ringel, Managing Editor of the Fulton County Daily Report, right before Rosh HaShanah. Mazel Tov Deb and Jonathan!

Jobs, etc...

Are you a career minded woman who would like to get back into the work force or remain in your field without sacrificing precious family time? The Mom Corps is currently looking to fill **project-based positions for CPA's, attorney's, marketing and I.T. professionals**. With The Mom Corps you can have it all! Please email your resume to hr@momcorps.com or call 404-459-6935. Visit <http://www.momcorps.com> for more information.

S.J. Gorowitz Accounting & Tax Services, P.C., a well established, rapidly growing public accounting practice conveniently located on North Point Parkway in Alpharetta, Georgia is currently **seeking an experienced senior accountant**. Qualified Individual must possess 4+ years of current public practice experience including Corporate and Individual Income Tax Preparation, Tax Planning and Financial Statement preparation. Please reply with resume and salary requirements to: info@sjgorowitz.com.

Fantastic **NEW Apartment in Inman Park**, 1 Bedroom, 1 Bathroom with Tub and Shower, W/D, Central Heat & AC, Dishwasher. For rent at \$911.00 (negotiable) per month plus utilities. Walk to Inman Park, MARTA and Little 5 Points. Contact Deb 404-550-8460, deb30307@yahoo.com For more information on the community, see <http://www.altainmanpark.com/>