

PRESIDENT'S MESSAGE



Margo Faulkner
Sewell Automotive Companies

"Take the first step in faith. You don't have to see the whole staircase, just take the first step."

Martin Luther King Jr.

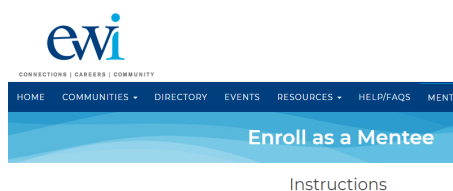
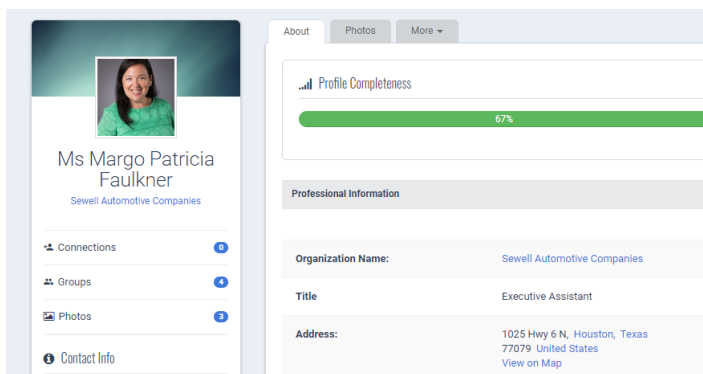
Happy New Year EWI of Houston!

As we begin a new year, we are DRIVEN to fresh starts. I don't know what it is about a fresh year, but I make some pretty lofty goals every January. A fresh, empty planner holds so much possibility for me. One of my goals this year is to take advantage of the resources I have here in EWI.

The first thing I am doing is logging into www.ewiconnect.com way more and utilizing all the aspects

of the website. I am completing my profile and encourage everyone to do the same. As you can see, I have some more work to do!

Another opportunity I am taking advantage of is the Mentoring program through EWI. On our last leadership call, we walked through how to find a mentor. There is a plethora of wisdom, advice, and experience just waiting to be discovered on this program. My favorite part is I can be mentored from across the country via email!



of our meetings, I share that with him. I like to remind him often about how much value our organization brings to us. What are some of your goals this year? Let me know how I can help you reach those goals!

My executive loves that I have access to so much professional development, and every time I learn something new from a webinar or one



2020-2021

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Sewell Automotive Companies

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Douglas Elliman Real Estate—Texas

Secretary

Sandy Gracia

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Cindy Baker
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Director-at-Large

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The Rose

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Carole Pitts
John Daugherty, Realtors

Program

Wendy Gonzales
The Plaza Group

Sergeant-at-Arms

Lily Portales
EOG Resources

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CHAPTER DATES

MONTHLY MEETINGS

THURSDAY, FEBRUARY 11, 2021 - VIA ZOOM @6PM

THURSDAY, MARCH 11, 2021 - MORTON'S THE STEAKHOUSE @ 11AM
LUNCH WITH SUSTAINERS

THURSDAY, APRIL 8, 2021 - THE CITADEL
EXECUTIVES' NIGHT

THURSDAY, MAY 13, 2021 - LOCATON - TBA

THURSDAY, JUNE 10, 2021 - LOCATION -TBA
BUSINESS MEETING & PAST PRESIDENTS' NIGHT

THURSDAY, JULY 8, 2021 - LOCATION - TBA
SCHOLARSHIP NIGHT

THURSDAY, AUGUST 12, 2021 - LOCATION - TBA

THURSDAY, SEPTEMBER 9, 2021 - LOCATION -TBA
ANNUAL BUSINESS MEETING

BOARD MEETINGS

TUESDAY, FEBRUARY 16, 2021 VIA ZOOM

TUESDAY, MARCH 23, 2021 VIA ZOOM **THIS IS THE 4TH TUESDAY OF THE MONTH

TUESDAY, APRIL 13, 2021 VIA ZOOM

TUESDAY, MAY 18, 2021 VIA ZOOM *FULL LEADERSHIP*

TUESDAY, JUNE 15, 2021 VIA ZOOM

TUESDAY, JULY 13, 2021 VIA ZOOM

TUESDAY, AUGUST 17, 2021 VIA ZOOM *FULL LEADERSHIP*

PROFESSIONAL DEVELOPMENT

BUILDING YOUR BUSINESS WITH TRUST IN A DYNAMIC ENVIRONMENT

ROSEANN FREITAS

FEBRUARY 2, 2021 @ 3PM ET

LCAM

SEPTEMBER 16-18, 2021- ALBUQUERQUE, NM



January

CenterPoint Energy	18 years
James J. Postl Interests	8 years
Amegy Bank	7 years

February

Houston First Corporation	18 years
Texas Southern University	16 years
Univserity of Houston-Downtown	2 years



Marji Zamora	January 6	Lily Portales	February 6
Mary Speltz	January 6	Michele Votano	February 15
Virginia Schneider Iloff	January 10	Ellen Ramsey	February 19
Delynn Walker	February 2	Cindy Joutraw	February 25
Wendy Gonzales	February 3	Sandy Gracia	February 28



EWI CONNECT

HOUSTON'S 2018 NOVEMBER EDITION

CHARTERED 1957

CHARM
ME

BE
MINE

TRUE
LOVE

SWEET AS CANDY GALENTINE'S DAY EWI MEETING

FEBRUARY 11, 2021, 6:00PM-7:30PM, VIA ZOOM

Door Prize tickets will
be available for
purchase

Meeting Fee is \$55
which includes all
ingredients being
delivered to you prior
to the class

YOU &
ME

KBSS
ME

LOVE
YOU

Online Cooking Class
with Crys Kitchen



Menu to include:
Pineapple Ginger Glazed Salmon
Asian Style Green Beans
Beignets

****Will serve 2-4 people****

RSVP'S (acceptances, regrets, cancellations) due by
Monday, February 8, 2021

****DUE TO THE DELIVERY OF FOOD, THIS RSVP DATE IS FIRM****

Checks payable to EWI of Houston may be mailed to:
Lily Portales, EOG Resources

1111 Bagby Street, Sky Lobby 2, Houston, TX 77002

Thank you for your generous support this year as we raised \$2,379 for Blue Santa! The officers purchased nearly \$5,000 worth of toys. Thank you for bringing smiles and comfort to our Houston children!



Margo,

Happy New Year! Thank you for supporting His Grace Foundation - your contribution helps us provide key services to our patients and their families. As a Board member, I am grateful to have this opportunity to thank you for making a difference and paying it forward.

Best regards,
Rebecca J. Jantz



In November, we donated \$350 to His Grace Foundation which supplied meals to patients and families on the 8th floor of Texas Children's Hospital Bone Marrow Transplant Unit. They were very appreciative of our donation. Thank you all for supporting EWI of Houston so we can continue to do good works around our community.

EWI CONNECT

HOUSTON'S 2018 NOVEMBER EDITION

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December 31, 2020

Margo Faulkner
EWI of Houston – BCDP
5921A Petty St.
Houston, TX 77007

Dear Margo,

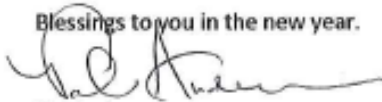
We appreciate the participation of EWI of Houston in your willingness to provide a meal for the families in the Bone Marrow Transplant Unit at Texas Children's Hospital. It was heartily welcomed during a time that one parent or caregiver lives in complete isolation while caring for their critically ill child. Nothing says "we care and you are not forgotten" than a delicious meal brought to the door of your child's room.

Since 1997 His Grace Foundation has provided physical, emotional and financial support to the families who have a child undergoing a bone marrow transplant and are facing a treatment plan that is the last hope for a cure. These families face a multiple of stressors during a most uncertainty journey with an uncertain outcome that few could imagine. It is our privilege to meet daily needs in the BMTU so that parents and caregivers can focus on the well-being of their child's physical and emotional health in conjunction with excellent medical care.

A former patient, Sophie, who has now graduated from nursing school and hopes to return to Texas Children's Hospital to serve pediatric patients like herself, told us recently she still uses the zebra-striped fleece blanket that came in her welcome basket from HGF. She loves to snuggle up with it and remember that during one of the most difficult seasons of her life, His Grace Foundation cared for her family. "Y'all didn't even know us," she said, "And y'all cared that much."

Because of EWI of Houston and many other partners, we're able to "care that much" for over 200 families each year whose hope is renewed as they receive "grace in the need of the moment". It is our privilege to service these families as we say farewell to a long year and enter the next with fortitude and hope.

Blessings to you in the new year.



Val Anderson
Executive Director

EWI CONNECT

HOUSTON'S 2018 NOVEMBER EDITION

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Member in Good Standing Self-Reflection Guide

Use these expectations from our standing rules to reflect on your current participation in EWI of Houston. EWI can only do what we do when everyone is participating.

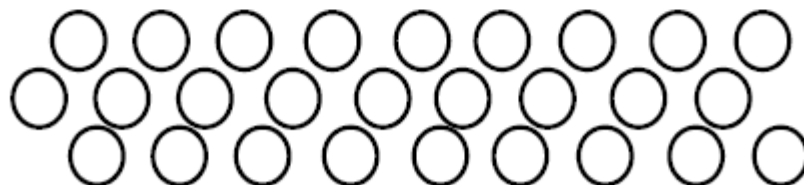
Attend 6 meetings a year

- | | |
|-----------------------------------|------------------------------------|
| <input type="checkbox"/> October | <input type="checkbox"/> April |
| <input type="checkbox"/> November | <input type="checkbox"/> May |
| <input type="checkbox"/> December | <input type="checkbox"/> June |
| <input type="checkbox"/> January | <input type="checkbox"/> July |
| <input type="checkbox"/> February | <input type="checkbox"/> August |
| <input type="checkbox"/> March | <input type="checkbox"/> September |

Participate in Committee(s)

Due to COVID, these can include online/phone meetings as well as regular email communication.

Color in the circles for each committee meeting you attend



Donate 1 door prize (\$50+)

I donated _____
in the month of _____.



⇒ Follow/ like **EWI Corporate** on Facebook:

<https://www.facebook.com/EWICorp>

⇒ Follow **EWI Corporate** on Instagram and Twitter:

@EWICorporate

⇒ Follow / Like **EWI of Houston** on Facebook:

<https://www.facebook.com/EWIHouston>

Check out the monthly meeting photos and tag yourself and your member firm

⇒ Click going to each of the monthly meetings in FB Events:

<https://www.facebook.com/events/3278772272194853>

⇒ And invite your network to join you as a guest using the Facebook invite

⇒ Follow / **Like EWI of Houston** on Instagram:

@EWIHouston



ewi How Member Firms Benefit from EWI: RESULTS

R RELATIONSHIPS

EWI is an organization that believes in long-term, highly valuable relationships. Member representatives build lasting, sustainable, and ultimately valuable business connections through trust and respect. Your employees form relationships that create associations between your organization and a diversity of other prestigious firms and executives in your city.

E EDUCATION

EWI offers professional development webinars and other resources each year on topics relevant to a member representative's professional and personal growth. Your investment provides affordable access to professionally produced training that would be difficult for many businesses to provide to their employees. To further your investment, member representatives are encouraged and expected to share their learning with other employees.

S SKILLS

EWI member representatives practice strong business ethics and build core skills such as public speaking, effective leadership, mentoring, strategic planning, and even how to effectively and efficiently run meetings with Robert's Rules of Order. There are additional opportunities for growth in EWI through Chapter and Corporate Board service such as preparing and managing a budget, managing a team, conflict resolution, and event planning.

U UNTAPPED POTENTIAL

Participation in EWI quickly raises your firm's visibility among your city's business community. This affords you the ability to promote your products and services to audiences you may not reach otherwise, both locally and throughout EWI's North American network. Your firm will also have the ability to build contacts by hosting Chapter Firm Nights or attending other Firm Nights and various business meetings throughout the year.

L LEADERSHIP

Many EWI member representatives cite leadership opportunities as a driving motivator for their participation. EWI offers a number of ways to build real-world leadership skills through Chapter leadership, Corporate Board participation, our Academy of Leadership program and other initiatives. Additionally, your membership positions your firm and your member representatives as leaders within your business community.

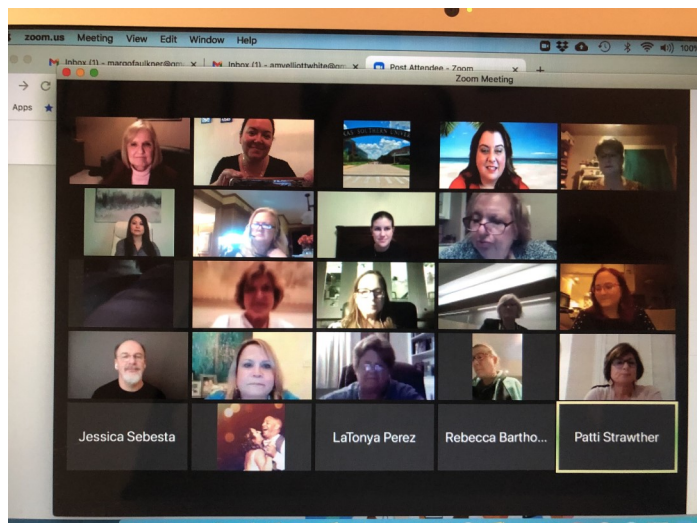
T TANGIBLE RETURNS

The EWI network is motivated to see your member representatives and your firm succeed. Representatives look to one another first when they need a specific product or service. Your firm will be listed in the EWI International Directory, which constitutes a network across the United States and Canada for the exchange of information and business matters. Member Representatives have immediate access to our online community to connect your firm with additional resources by delivering real time accessibility to all members through the EWI Mobile App.

S SUPPORT

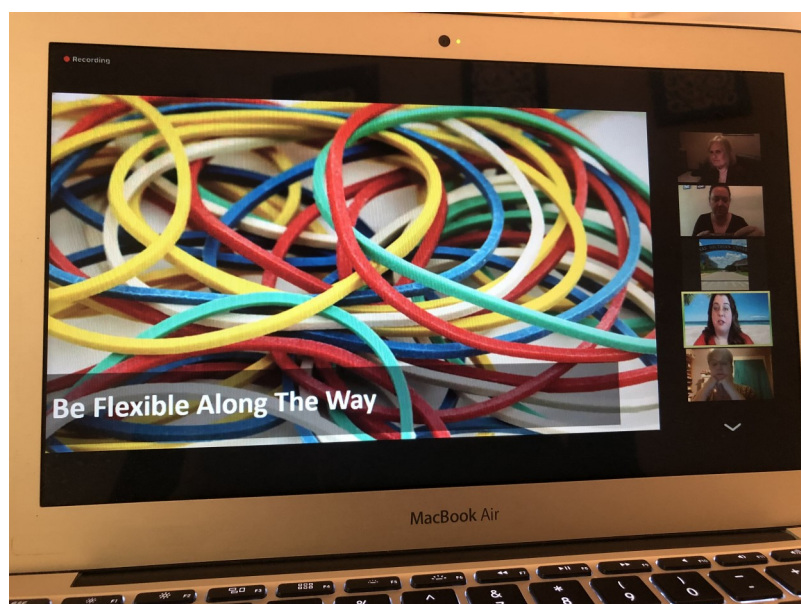
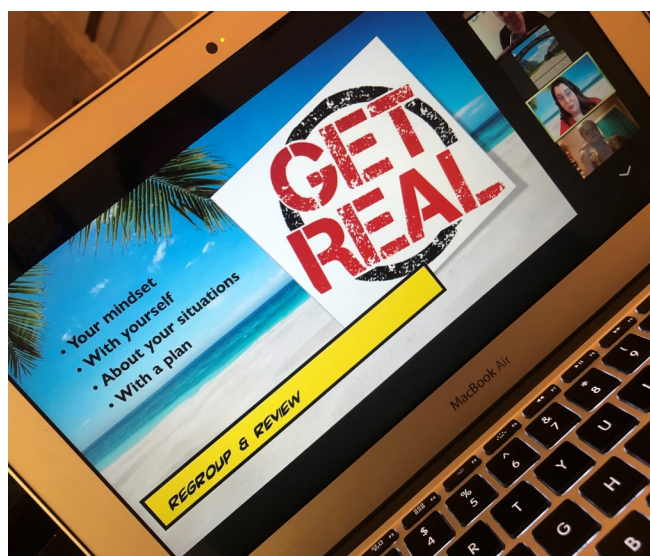
Your member representatives will have a support structure of like-minded individuals outside of the office for career advice and other needs. EWI membership also provides you with an opportunity to support and recognize a top-ranking person within your firm by appointing her/him to represent your organization. Lastly, EWI offers your firm a number of ways to support your local community through good works, scholarship programs, and other philanthropic initiatives.

JANUARY MEETING RECAP



We had the pleasure to learn and be inspired by our speaker, Christy Smallwood! Christy came to us via Zoom from Louisville, Kentucky and is a member of EWI of Kentuckiana!

Christy has a book which you can find at www.being-super.com.



Thank you to everyone who donated door prizes and everyone who bought door prize tickets! We raised \$230 for our operating budget!

PROFESSIONAL DEVELOPMENT

Submitted by Carole Pitts, representing John Daugherty, Realtors

Live your best life! How you can make the most of 2021.

Looking for ways to make this your best year yet? If you want to make the most of each day, feel more balanced and foster positivity, start with these tips.

BY [TROY PALMQUIST](#)

January 17, 2021

As we move into 2021 and round out nearly a year of pandemic-related disruption, it can be difficult to see the positive in every day. However, it's possible to make your life a little more manageable and a whole lot brighter. Follow these tips to transform yourself and your surroundings through discipline and intention.

1. Master your morning routine

Do you wake up groggy and sleepwalk your way through the morning? You don't have to be an early bird to put together a morning routine that helps you start the day happier, healthier and more energetic.

If you set the alarm clock for five minutes before you have to hit the shower, you'll create brighter mornings by giving yourself extra time to wake up. Set the alarm for at least 30 minutes before you have to do anything at all, giving your body and brain the time to wake up gradually and feel a sense of leisure throughout the morning.

If possible, step outside for a few minutes and greet the day. Get a little sun on your skin (or brace for invigorating cold air, depending on your climate), and reconnect with nature and its rhythms. Come back in, and make the bed to score your first accomplishment of the day.

Finally, give yourself a little treat to get your day started on a positive note. Maybe it's a few minutes of quiet meditation in your otherwise hectic schedule. Maybe it's a cup of coffee from your favorite shop on the way to your first appointment. Perhaps it's a few minutes at the breakfast table with your family before starting the day. Motivate yourself by caring for yourself in some way each day — big or small.

2. Take control of your time

Many of us feel stressed and overwhelmed because our calendars control us instead of the other way around. If you have not yet implemented a system for [time-blocking](#) or otherwise managing your time, that needs to become priority 1.

Many people love to brag about how overworked they are and how they are "on" 24/7. In reality, this is more about their need to feel indispensable and in-demand than their importance. People who are genuinely in-demand and important guard their time carefully to ensure that they are properly prioritizing the things that matter most.

Cal Newport, the author of [Deep Work \(Rules for Focused Success in a Distracted World\)](#), estimates that a 40-hour time-blocked workweek [can be as productive as a 60-plus-hour workweek](#) that lacks structure.

Continued.....

A time management method often relied upon is to get it all done. Time-blocking allows you to create specific times throughout the day to accomplish a particular task or tasks — and only those tasks (looking at you, lead generation.)

“Instead of keeping an open-ended to-do list of things you’ll get to as you’re able, you’ll start each day with a concrete schedule that lays out what you’ll work on and when,” writes Laura Scroggs for *todoist*.

You can take control of your time by deciding what core activities are most important to you both personally and professionally, then making those sacred in your calendar. Schedule the things that matter most first, and then build everything else around them — whether it’s family dinners or staff meetings — so that you never miss out on the essentials.

3. Create leverage in your home and business

Think about something that you hate to do. Something that you dread, put off or grouse about repeatedly. Now, imagine you never have to do it again. Feel free? That’s the power of adding leverage.

Maybe you need to bring in an administrative assistant or employ a virtual assistant once a week. Perhaps you need to outsource some aspect of your operation, like writing property descriptions or bookkeeping. Start with the thing that you feel least equipped to do, and add leverage to free up your time for the things you are good at and enjoy.

Now, apply the same practice to your home. What is the time-suck there — grocery shopping? Housecleaning? Yard work? Your time at home matters. It allows you to renew yourself and reconnect with family and friends. Implement leverage in your home so that you have more time for the things that are important to you.

4. Optimize your energy expenditure

Have you ever noticed how upset people get on social media? How angry and overwrought? I’m going to tell you a little secret — Twitter is optional. You don’t have to spend your time or energy being angry at people who disagree with you.

Think about how you are spending your energy each day. Do you ever find yourself yelling at the TV news or raging while you sit in traffic? That negative energy can carry through to your whole day.

Sometimes the day-to-day frustrations can build up, and we can actually feel their effect on our bodies. Do you ever get so ramped up that you can feel your blood pressure rising or your face getting hot? How often does that happen due to something that is entirely in your control?

We can’t do away with all of life’s frustrations, but we can do away with many of them. If you are spending energy and time on things that don’t enhance your life and don’t matter, it’s time to rethink.

Delete that app. Stop listening to that station. Stop engaging with that annoying acquaintance. Actively remove toxicity from your life. When you get the choice, choose people, places, and things that add joy to your life instead of frustration.

Continued.....

5. Implement positive rituals

We all have our rituals. Maybe it's that glass of wine in the evening. Maybe it's doing the Sunday crossword puzzle. Maybe it's saying "I love you" at the end of every phone conversation with your significant other.

Unfortunately, many of us also have harmful rituals and habits. Perhaps you start every day with a laundry list of worries and fears running through your mind as you get ready in the morning. Maybe you bring your work with you to bed, never allowing yourself any downtime and working away far into the night.

Take a look at your habits — daily, weekly, monthly and even yearly. Do you always find yourself in a dead heat trying to get your taxes filed right before the deadline? Maybe hiring a CPA would bring you peace of mind and help you transform that frustrating yearly ritual.

At the same time, add mindfulness to the things you already enjoy regularly. If you look forward to the Sunday crossword puzzle, make it a little more special by adding a cup of tea, your coziest slippers and your favorite playlist running in the background. Stop and acknowledge the moment, adding gratitude and awareness to the moments you enjoy most.

Troy Palmquist is the founder and broker of The Address in Southern California.





CONNECTIONS | CAREERS | COMMUNITY

EWI of Houston Vision Statement

EWI of Houston aspires to be the premier business organization of choice for member firms and their key individuals. Recognized by the Houston community as an avenue to achieve personal and professional excellence, every activity of the Houston Chapter will fulfill at least one of the objectives of the EWI Mission Statement.

Our Mission

EWI brings together key individuals from diverse businesses for the purpose of promoting member firms, enhancing personal and professional development, and encouraging community involvement.

Our Strategic Goals

- To strengthen, expand, and broaden membership.
- To provide member firms with meaningful benefits.
- To actively promote education for all representatives.
- To achieve a high level of community visibility through service.

Our Vision

To enhance professional growth and development within a diverse group of women while empowering them to make a difference as they inspire others.

EWI Corporate Office

1288 Summit Avenue,
Ste. 107, PMB124
Oconomowoc, WI 53066

Direct: 262-269-5625
you may also text this number as it is a cell phone!

EWI of Houston Connect Newsletter

Feature your firm in a monthly Firm Spotlight!
Have news? Share it in the Connect Newsletter!

Contact:

Margo Faulkner, President
mfaulkner@sewell.com

Submission deadline: 3rd Friday of each month.

www.ewiconnect.com
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ewiconnectut.memberzone.com



2020-2021 BOARD OF DIRECTORS



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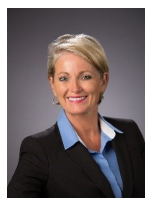


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2020-2021 LEADERSHIP TEAM



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EXECUTIVES' NIGHT
Open Position



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PROFESSIONAL
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Open Position



COURTESY
Open Position



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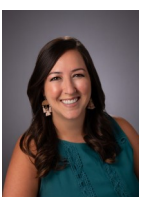
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