

# San Diego Statement

Newsletter of the National Association of Professional Organizers - San Diego Chapter



## Shop 'Til You Stop: How to Treat Compulsive Spending

by **Melinda Beck**

### January is:

- National Hobby Month
- Financial Wellness Month
- National Mentoring Month
- International Quality of Life Month
- Customer Service Day - January 17
- National Get Organized Month

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Daily door-buster deals ... friends and family discounts ... free shipping if you spend over \$150!

For an estimated 6% of Americans with compulsive buying tendencies, this is a tough time of the year.

"The whole culture conspires against us in the holiday season," says April Lane Benson, a Manhattan psychologist who has treated compulsive shoppers for 15 years. Besides tempting sales, pressure to top last year's gifts and the urge to shop for oneself, she says, "the holidays bring up a lot of unfulfilled longing for some people—and that's one reason why they shop, as a salve for disappointment."

While the stereotypical compulsive shopper is traditionally a woman in her 30s, experts say the ease and speed of Internet shopping is luring more men and more young people. Over Black Friday weekend, men outspent women \$484 to \$317, on average, according to the National Retail Federation. Men also spent an average

of \$200 online—twice as much as the average woman.

In a 2005 survey of 195 U.K. teenagers, who grew up with the Internet, 44% showed signs of compulsive shopping habits, according to research published in the British Journal of Psychology. "The Internet is dangerous for compulsive buyers in two ways," says psychiatrist Elias Aboujaoude, director of the Impulse Control Disorders Clinic at Stanford University School of Medicine. Transactions move so quickly, it is hard to pause to reassess the buying urge, he says. The Internet also lets people dissociate from reality and assume a grandiose alter-ego fueled by virtual cash. "Online, money is no longer anchored to reality, so what do we do? We spend more," Dr. Aboujaoude says.

When does "retail therapy" cross the line into compulsive shopping? Experts say purchasing turns pathological when people continue to do it even though it causes financial problems, disrupts work, family or social life or



involves deceit, such as hiding bills and packages.

Feeling out of control is another tipoff. "It's like that old saying—if you think you have a problem, you probably do," says Terrence Shulman, director of the Shulman Center for Compulsive Theft, Spending and Hoarding in Franklin, Mich.

Understanding the neurobiology of compulsive buying disorder, as it's officially known, is still in its infancy. It's generally considered an impulse-control problem, like gambling or sex addiction. Some sufferers describe feeling their hearts race, cheeks flush and abandoning all sense of caution when they're stalking favorite items.

"Usually, the idea is, 'I see it, I like it, I want it, I'll buy it—and damn the consequences,'" says Donald W. Black, a professor of psychiatry at

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**NAPO-San Diego Leadership**

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Slayen, and Elaine Worman

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## New Member

We are very excited to announce the addition of one new Associate member to the NAPO-San Diego Chapter:



**Dave Rosenberg**

**Priority Moving, Inc.**

9755 Distribution Ave., Suite A

San Diego, CA 92121

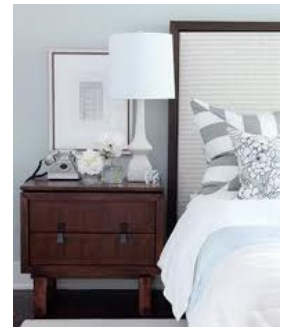
858-689-2525

napo@prioritymoving.com

[www.prioritymoving.com](http://www.prioritymoving.com)

We would like to welcome **Priority Moving, Inc.** as a new Associate member of our NAPO-San Diego Chapter. Priority Moving is a San Diego moving company that provides moving services to San Diego's communities. This includes local, long distance, international moves and secure storage. Their local San Diego movers are fast, friendly, dependable, and professional. San Diego moving customers are provided with a consistently high level of quality and satisfaction. Priority Moving offers a 10% discount to NAPO members for local moves. Please take the time to get to know them better - Welcome, Priority Moving!

**Nightstands.** The top of the nightstand should be large enough to hold a book, a light, and an alarm clock (and a glass and eyeglasses, if you require them). The nightstand should have a drawer to conceal items that would detract from your bedroom décor, such as prescription medicines, the television remote, and a small flashlight. If you have a number of medications or other items you use while in bed, consider a nightstand with multiple drawers. A shelf underneath is useful for holding magazines and books to read. If an item is not used while you are in bed, it doesn't belong anywhere on or in the nightstand.



## Did You Know...

28% of employers say they are less likely to promote someone who has a disorganized or messy work space.

Source: CareerBuilder

An average child will use between 8,000 - 10,000 disposable diapers before being potty trained.

Source: Clean Air Council

Approximately one-third of adults who receive greeting cards say they hold onto special cards "forever".

Source: Greeting Card Association

## Shop 'Til You Stop: How to Treat Compulsive Spending

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the University of Iowa. But the thrill fades fast and is often followed by remorse, and then more shopping to feel better again.

Many compulsive shoppers also suffer from depression, anxiety or eating disorders, and about half of them are also hoarders. In an as yet unpublished study, Dr. Black and colleagues found that 26 compulsive shoppers had similar executive function (the ability to plan, organize, reason and anticipate consequences) as 32 control subjects. But they were far more distractible, inattentive and fidgety—all symptoms of attention-deficit hyperactive disorder (ADHD).

Compulsive shoppers themselves often have a sense of what drives them. Some suffer from low self-esteem and think the perfect dress or accessory will help overcome it.

"Buying \$300 jeans, I felt better than everybody else," says Brian Kearney, a 20-year-old college student from Rockaway, N.J., who was also battling an eating disorder.

He says he knew he had a serious issue when he was spending over \$1,500 a month on designer clothes, shoes and sunglasses and expensive gifts for friends.

Ryan Nicodemus grew up with divorced, cash-strapped parents, so when he got a telecommunications job in Dayton, Ohio, he made up for lost time. "When the latest iPod came out, I always had to buy it, and the latest computer, the latest TV and the latest videogames," he says. "It didn't matter how much money I made, I always spent more."



Arzu Yonak says she shopped out of boredom growing up in rural Ohio. The habit got out of hand when she had an internship in New York—and her father's credit cards—at age 20. "I remember having five shopping bags in one hand and the phone in the other, saying 'Mom, I can't stop!'"

Others may subconsciously use shopping as a respite for a marriage or job they feel trapped in, or a solace for loneliness or grief. Mr. Shulman says many of his clients are nurses, doctors, teachers and caregivers who give to others all day long, neglecting their own

### Signs of a Problem

6% of Americans exhibit out-of-control spending in their lifetimes.

Most compulsive shoppers earn less than \$50,000 a year.

Compulsive shopping typically starts in late teens or early 20s.

People typically overspend for several decades before seeking help.

Many compulsive shoppers also suffer from depression, anxiety, substance-abuse or eating disorders.

About half of compulsive shoppers also hoard.

needs. Some are compulsive gift-givers, either desperate to be liked or to exert control.

"The good news is that simply identifying the causes can help ease the temptation," Mr. Shulman adds.

Cognitive-behavioral therapy that helps people do that is the most effective treatment to date. Clinical trials with antidepressants have yielded mixed results. Financial planners can also help people devise rational spending plans, starting with cutting up credit cards. Debtors Anonymous, a 12-step program with meetings in 400 cities, has also helped many change their lives.

Psychologist and hoarding expert Randy Frost has clients engage in "non-shopping trips"—first driving past a favorite store, then walking in, then holding a particularly tempting item—all without buying. "We're conditioning them to tolerate the urge," says Dr. Frost, who concedes that a few die-hards have met him in the parking lot with their arms full of purchases made before the exercise began.

Dr. Benson, the Manhattan psychologist, counsels clients to figure out what need they are really trying to fill by shopping and tend to that instead. "You can never get enough of what you don't need," she says. As for gifts, she suggests giving thoughtful acts and memorable experiences rather than material things. "Memories get better over time, whereas things end up at the Salvation Army," she says.

Mr. Kearney says he went on a "journey of self-discovery" with the help of a psychologist. "If I see a pair of \$300 jeans now, I think, 'Why did I want them so

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bad? I can feel just as good in sweat pants, and if people are going to judge me on what I'm wearing, then I don't want to know them."

Reformed shoppers offer other tips: "Find other things that take up your time," says Ms. Yonak, now 29, who runs a fashion public-relations firm, Socialite Style. She also suggests buying only clothing that is on sale, returnable and wearable to at least three places.

Some have found their new frugality so satisfying that they are helping others achieve it. Mr. Nicodemus, the gadget lover, and a friend, Joshua Millburn, quit their jobs and became "The Minimalists," writing books and a blog about living a meaningful life with less stuff. He concedes that every now and then, he sees something he wants, like an iPad—but if it doesn't add value to his life, he goes without it.

Australian Jill Chivers called a halt to her compulsive shopping in 2009 with more than 100 pairs of shoes, 16 pairs of blue jeans and 12 animal-print jackets and vowed to spend a year without buying new clothes. She succeeded and started an online program, Shop Your Wardrobe, to help other women make better use of what they have.

### RESOURCES

For more information on getting control of compulsive spending, see:

"Virtually You: The Dangerous Powers of the E-Personality," by Elias Aboujaoude

"To Buy or Not to Buy: Why We Overshop and How to Stop," by April Lane Benson

"Stuff: Compulsive Hoarding and the Meaning of Things," by Gail Steketee and Randy Frost

"Minimalism: Live a Meaningful Life" by Joshua Fields Millburn and Ryan Nicodemus

"Cluttered Lives, Empty Souls: Compulsive Stealing, Spending and Hoarding" by Terrence Shulman

**Write to** Melinda Beck at HealthJournal@wsj.com

### Corrections & Amplifications

Terrence Shulman is director of the Shulman Center for Compulsive Theft, Spending and Hoarding in Franklin, Mich. An earlier version of this article omitted "hoarding" from the title.

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**Gather as you go.** Don't wait for certain times of the year to collect unwanted clothes and other items. Hang a shopping bag or set a basket in a corner of every closet or bedroom (or the laundry room), and have family members toss things in. When the containers are full, donate the contents.

**Bathroom space very tight? Give each family member a small basket or container to bring in (and take out) personal toiletries, so that only shared items remain in the bathroom.**



### Mission Statement

NAPO-San Diego is an organization dedicated to bringing Professional Organizers together through networking, education, professional growth, industry updates, support, and public awareness. All businesses/individuals committed to the organizing field are welcome to join.

# Upcoming Program



## NAPO and Success in the Organizing Industry

Angela F. Wallace, CPO®, NAPO President

February 13, 2012

Now is an exciting time to be a professional organizer. NAPO and the organizing and productivity industry continue to expand and have a great future. We are riding a growth wave, in spite of the current economy. Learn about the next phase of our industry's development, what NAPO is doing and how NAPO is serving its members.

Discover what our future holds.

NAPO President, Angela F. Wallace, CPO® will share with the chapter the latest NAPO facts, news and happenings at the national level. Angela will be here to promote communication, increase awareness, answer your questions and encourage you to be a proud NAPO member.

What part of NAPO's success do you want to play?

*NAPO President, Angela F. Wallace, CPO®, founded Wallace Associates in 1986. Angela is committed to excellence in the organizing industry. Her special expertise in business development and organizing systems, combined with her people skills, make her a master in the field of business organizing.*

*Coming from three generations of small business owners, on both sides of her family, business is in Angela's DNA. Angela began working in her father's small business at age 11. As an eclectic generalist, she has spent the past 30 years perfecting her skills and knowledge. Angela is passionate about you being successful.*

*Wallace Associates' commitment to collaboration and creating an environment of people, systems, organization and structure to support the client's business and goals is the foundation for her client's success. Angela has the unique ability to hold the client's vision, share the knowledge of how to get there, and coach the client through the implementation steps to success. Angela's clients call her the Facilitator of Miracles and Magic.*

*Angela is dedicated to NAPO and the organizing industry and believes "together we are better".*



You will never find time for anything. If you want the time, you must make it.

~ Charles Buxton

Spend some "creative" time just thinking and reading about ideas that could improve your business. Even 15 minutes per day spent reading motivational material or doing research on the internet can result in some effective strategies.



## Tips and Strategies For Helping Our Cluttered Clients

*by Regina F. Lark, Ph.D., A Clear Path*



A friend was lamenting to her favorite organizer about the sad state of her affairs, Shelley sighed, "I used to be really organized – well, not organized but at least I used to be able to find everything in the mess I call my office. Now I just call it a mess!"

I've learned from my work as a professional organizer that professional women are generally very busy and tend to have a lot of "stuff" all over the place: gym clothes and hand weights, briefcases and legal briefs, coffee cups and lunch-time clutter. The list seems endless. Not every entrepreneur has this problem but many of us do, and hardly any among us has the time to de-clutter our work-space (or kitchen or living room or bathroom!).

The effects of clutter can be devastating. The chronically disorganized person, or someone with a hoarding disorder, the problem can span over a lifetime. Folks with habitually disorganized and cluttered lives will generally need two professionals to deal with the mess, an organizer and a therapist.

More likely most of us are plagued with "situational" clutter which generally develops as the result of a consequential (or inconsequential) event. It could be anything: the birth of a child or the death of a loved one, a move, a change in staff, a new way of doing business, or doing more business. Too many of us have experienced that planning for and taking vacations take

a toll on our somewhat organized selves!

If you have clutter, chances are pretty good that you simply have too much stuff. The good news is that your stuff does not control you. If you let go of that which no longer serves your higher good, you will still be a productive, wonderful and worthwhile person. By higher good I mean the concept of how things in our life benefit us or benefit the people we care about. It's a collective consciousness. I truly believe that "stuff" was meant to be used, if not by us then by someone else.

Books and TV shows abound with good information and how-to tips on de-cluttering, Patty Kreamer and Peter Walsh stand among these. Through these and other sources, we learn that many people have clutter problems because at the micro-level, clutter happens when we delay making decisions about what to do with our stuff. The more we put off getting things back in their place, the more clutter we create.

Assuming that you have a clutter problem, I imagine that you may have made several attempts to de-clutter and get organized. Some people can make up their minds and just do it. Others get stuck because they don't know where to start. Or they are unable to decide what to keep, what to toss. Some people do not make enough time to do the work. Others, when faced with whether or not to

donate something they haven't used for years, hesitate to add the item to the give-away box because, as many tell me, "I may need it someday!" or my favorite, "But I paid a lot of money for that!" If you need it someday, you can probably afford to buy another should the need arise. If you paid a lot of money but aren't using it, have no need for it, can't imagine looking at again, then what difference does it make what it cost at some point long ago? A professional organizer will encourage you to give it away so that the item may have its full use elsewhere.

Regardless of your justifications for maintaining clutter and mess, there is hope! You can learn to de-clutter and stay organized!

I want to share some very basic tips on how to move through this process. If you are daunted by the prospect of de-cluttering on your own, call a friend to help you! De-cluttering may be stressful if you do not prepare for doing the work.

- Make the time de-clutter and be reasonable about how much you will be able to get done. Your space didn't get cluttered overnight, and it won't get uncluttered all at once. If you don't set aside enough time, you'll get frustrated. A good rule: if you have blocked four hours to clear a path through the clutter, know that you want to de-clutter for two hours, with the remaining

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## Tips and Strategies For Helping Our Cluttered Clients

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two hours putting things right again.

- Acknowledge that clearing your workspace means throwing some things away. Ask yourself, will my life be better served with or without this item? Be as honest as you can with your response.
- While you clear, make temporary piles: things to toss, things to recycle, things to file and things to send to the office archives. This sorting process is the only way that you are going to get through the piles of “stuff.”

Congratulations! Getting through the sorting process means that you have made a lot of decisions about the disposition of your stuff! Way to go! High-Five! Have some chocolate!

Now the easy part – maintenance! Here are some tips:

- After you clear your work space, set up a workable filing system. Deal with new papers as they come to you instead of waiting until the papers become new piles.
- Open your mail (at home or in the office) in the same place every day. At this place, make sure you have a shredder, an envelope opener, and a wastebasket. Make decisions about the mail as you open it.
- For household billing statements or work-related reports for upcoming meetings, consider the very small investment of a “tickler file” which, if used daily and properly, will be a huge time-saver. The “tickler” system is a series of 43 file folders, 12 monthly and 31 daily folders. You may find these on-line at a very nominal cost. With a tickler file you’ll not only pay your bills on time, but you’ll guarantee that you have what you need for any

up-coming meeting, no matter how far in the future the meeting is scheduled.

- Take time at the end of your work day to prepare your desk for the next day. Put away files, pens, and coffee cups. Respond to the important emails, file or delete emails that you have responded to, and make a “to do” list for tomorrow.

*Regina F. Lark, Ph.D., is an LA-based professional organizer. Her company, A Clear Path, specializes in work with boomers, seniors, university faculty, and people with hoarding disorders. She is a motivational speaker and talks to groups about starting businesses, finding the passion, and clearing the emotional path of disorder and chaos to order and calm. Visit her website for additional tips, questions, or to purchase a copy of her Ebook: Must-have Tips for a De-Cluttered Year! <http://www.AClearPath.net> –or call, 818-400-9592*

**Track your charges.** Whenever you use a credit or debit card, take 30 seconds to record that transaction in the same way you record the checks you write. Enter it in red ink. Later, when your bank statement or Visa bill arrives, you’ll be able to quickly double-check the red entries.



**Canned goods.** Make preparing meals easier by organizing canned good by type (for example, fruit with fruit). The trick to keeping cans organized is maintaining visibility. If you place cans of the same size one in front of the other, you can never be sure what you have - or don't have. Try using tiered shelf platforms, a lazy Susan or pull-out shelves.

## Networking Discoveries from an Introverted Entrepreneur



by Meredith Liepelt, Rich Life Marketing

To some, the word "networking" conjures up ideas about stale meetings, a dry chicken entrée, or a room full of strangers where you feel completely out of place. Palms sweating and a head filled with negative thoughts, you enter the meeting thinking of ways to make a quick exit and get on with your "real" work.

I know these feelings because I used to be this person I described above! This may shock some of you who know me through business, but I'm really an introvert at heart. As a former amateur figure skater and theatre performance minor and with hundreds of performances under my belt, I am quite accustomed to being in front of groups of hundreds and thousands. However, entering a conference room filled with people I don't know and a stack of my business cards in my purse used to really get my knees knocking! But I kept doing it because somehow I knew it would be helpful to my business. What I didn't realize is how much it would also help me personally. I don't recall exactly when the shift happened for me, but I slowly uncovered a few things that made formal networking meetings much easier and even quite enjoyable for me. Here are few of my discoveries:

### **Discovery #1: Most everyone you meet falls into one of these categories:**

1. They need your products or services
2. They know someone who needs your products or services
3. They have information or contacts you need

Furthermore, you likely fall into one of the three categories for them as well! Several years ago, I embraced this realization and created a game for myself. I decided to meet at least three people at each networking meeting and see which of these categories they were in for me and

which I was in for them. This was not something that I told them I was doing, I just did it to make my time at the meeting extremely intentional and worthwhile. I ended up meeting a lot of people by playing this game and started connecting people together. It really became a lot of fun for me! Before I knew it, people were calling me "The Great Connector," which was really funny to me because I didn't have deep relationships with many of these people yet. I was just listening to others, understanding their businesses and their needs and pointing them in the directions they told me they needed to go!

### **Discovery #2: I needed a "networking toolkit."**

My networking toolkit consists of the following items:

1. A great 60 second commercial/elevator speech
2. Business cards
3. Calendar/schedule - to make appointments on the spot
4. Address book - to make referrals on the spot
5. Notebook and pen - to jot down notes
6. Marketing material - to promote my business

I have recently added a camera and will soon add a Flip camera as well so I can take video easily and add it to my web site and blog! Having my networking toolkit at meetings helps me be prepared to make the most of meeting prospects, connecting others and promoting my business.

### **Discovery #3: Arrive early or stay late**

To make an impact and find the movers and shakers at any event, I discovered that I needed to do one of two things: Arrive early or be one of the last to leave. By arriving just five minutes early, I found that I got to meet

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## Networking Discoveries from an Introverted Entrepreneur

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the people running the event. They are the ones who could point me in the right direction and introduce me to others that I needed to know. Also, I discovered that the people behind the registration table are usually "in the know." Let them know who you are and find out who they are too, because they can help you make the most of the meeting. Staying late is also a great networking strategy. Those who stay late are usually making appointments, doing business and connecting people!

### Discovery #4: Keeping score is for sports, not networking

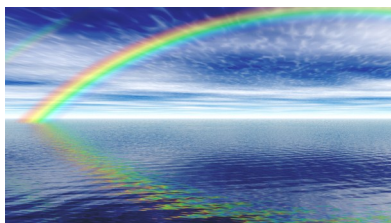
After becoming quite skilled at connecting people, someone once said to me, "Thank you for all the referrals! I hope to send as many people to you soon." While I appreciated her sentiment, I don't approach networking as a "this-for-that" kind of proposition. I don't expect anything but "thank you" from those I connect. It's not important to

me to keep score of how many referrals I make to each person. The goal in networking is to meet and get to know people and figure out which one of the three categories from above they fall into. Once I figure that out, I know how to follow up with them.

Since learning these and other important networking lessons, I now approach networking as a way to build my community of incoming and outgoing referrals. I really enjoy networking, which I actually prefer to call "connecting" because I find it to be rewarding personally and professionally to connect great people together. And that is a part of creating my Rich Life!

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Meredith Liepelt, President of Rich Life Marketing, offers a free report called "101 Ways to Attract Ideal Clients, Build Your List and Raise Your Profile," which can be downloaded immediately at <http://www.RichLifeMarketing.com>.



**What you are afraid to do is a clear indication of the next thing you need to do.**

~ Ralph Waldo Emerson

### Productivity Tip

Schedule appointments and meetings with both beginning and ending times. People are more "to-the-point" when they are up against a deadline.



#### Valet Rod.

Outside your closet, install a hook or a pullout rod for hanging dry cleaning before it goes into the closet. You can also use it to organize outfits for parties, vacations, or the next day's work.

# Member Spotlight

April Merritt joined NAPO in July, 2011 and NAPO-San Diego Chapter in September, 2011. The name of her business is Life is Now Organizing Solutions. Here are some interesting things that maybe you didn't know about April:



April and her nephew, Roman

<b>Marital Status</b> - married to Jim Merritt.	<b>Three words that describe me</b> - deliberate, quirky, analytical.
<b>Work experience</b> - resource and reference librarian work with American Council on Exercise, Preparedness work with American Red Cross, teaching CPR, fitness and wellness.	<b>Best "free" thing to do in San Diego</b> - beach. <b>One regret in life</b> - that it took so long to be okay with who I am. <b>In my spare time, I like to</b> - mess on the computer, take photos.
<b>Places I have lived</b> - Iowa, Missouri, California. <b>I collect</b> - old cameras. <b>Wish I was able to</b> - have more confidence in my skills and abilities.	<b>Last book I read</b> - <i>Gifts of Imperfection</i> by Brene Brown. <b>Travel anywhere in the world</b> - white sandy beaches. <b>To relax</b> - watch movies, go to the water.
<b>If I won the lottery</b> - pay off my student loan (finally), do some donations to Friends of Cats and Siamese Rescue and have some fun.	<b>Something no one knows about me</b> - I am currently in school working on my Master's in Library and Information Science.
<b>Favorite food</b> - pizza. <b>Worst food</b> - there are lots of vegetables on this list.	<b>Most memorable trip</b> - UK and Ireland with my best friend. <b>Favorite thing about being a PO</b> - organizing!
<b>Hobbies, talents or special interests</b> - photography (talent and hobby!). <b>Pets</b> - two best cats in the world, Murphy and Mosey, Siamese mixes. <b>Favorite store</b> - Container Store. <b>Best vacation</b> - any vacation at the Lake of the Ozarks in Missouri, traditional family vacation since I was nine.	<b>Why I became a PO</b> - Organizing has been a constant presence in my life since I was a little girl. It's how I spend my down time, what I do when I'm stressed, and what makes me happy. Being organized makes it easier to get things done, helps with maintaining a positive frame of mind and can give you more time to pursue your dreams. Ideally, I'd like to help other people achieve these things.



## Happy Birthday

**Elaine Worman - January 10**

**Kevin Hall - January 19**

**Sue Crum - January 23**

**Alarm it.** The great joy of electronic planners is that you can set alarms to automatically go off and remind you. Paper planner users can do this too by simply setting cell phone alarms. Electronic reminders are a great trick, and heavily underused!



**Transfer Basket.** Use a basket to gather everything that needs to go out the door the next day - library books, bills to mail, schoolwork. The basket is hauled into the car every morning and is brought back into the house when errands are done.

## Mark Your Calendar

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	Monday, January 9, 2012 - 5:00 pm to 6:00 pm - Prospective Organizer Meeting					
	Monday, January 9, 2012 - 6:15 pm to 8:30 pm - NAPO-San Diego Chapter Meeting					
	Monday, February 13, 2012 - 5:00 pm to 6:00 pm - New Member Orientation					
	Monday, February 13, 2012 - 6:15 pm to 8:30 pm - NAPO-San Diego Chapter Meeting					
	Monday, March 12, 2012 - 6:15 pm to 8:30 pm - NAPO-San Diego Chapter Meeting					



**Knowledge is learning something new every day.**

**Wisdom is letting go of something every day.**

~ Zen proverb

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**UPCOMING PROGRAM**

NAPO-San Diego Chapter Meeting

**January 9, 2012**

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Kevin Hall

**Topic:** Ethical Dilemmas Roundtable Forum

**Facilitators:** Kevin Hall, Ethics Chair and Members of NAPO-San Diego Golden Circle

The enormous trust our clients place in us as professional organizers demands that we take great care to consider not only the legal, but also the ethical implications of all of our actions.

Our very popular and informative Ethical Dilemmas Roundtable Forum gives all of our members a chance to participate and contribute, as we look at those situations where the “right thing to do” may not be so obvious.

*Kevin Hall, Chapter Co-Founder and Past President of NAPO-San Diego, has helped pave the way for the success of every member of our organization. After working for more than 20 years in the automotive industry, Kevin joined his wife, Lynn Hall, in her professional organizing business. In 1992 they founded Clutter No More, Inc. In addition to serving private clients, Kevin and Lynn have also presented a series of workshops for both the general public and professional organizers.*

*As Ethics Chair, Kevin’s philosophy is, first and foremost, to lead by example, in addition to generously sharing his time and expertise with other organizers who are seeking guidance.*

**NAPO-San Diego Chapter**  
P.O. Box 1824, La Jolla, CA 92038  
Info Line: 760-803-2786  
[www.naposandiego.com](http://www.naposandiego.com)

**National Association of Professional Organizers (NAPO)**  
15000 Commerce Parkway, Suite C,  
Mount Laurel, NJ 08054  
856-380-6828  
[www.napo.net](http://www.napo.net)

## Meeting Information

January 9, 2012, 5:00 pm to 6:00 pm

**Prospective Organizer Meeting** (\$30 for Visitors, includes admission to Chapter meeting following); \$10 fee for Members

January 9, 2012, 6:15 pm to 8:30 pm

**Chapter Meeting** (Visitor Fee \$20)

6:15 Networking

6:45 Introductions and Begin Meeting

7:15 Program:

**Topic:** Ethical Dilemmas Roundtable Forum

**Facilitators:** Kevin Hall, Ethics Chair and  
Members of NAPO-San Diego Golden Circle

8:30 Adjourn (optional networking until 9:00 pm)

**Location:**

Lawrence Family Jewish Community Center  
4126 Executive Drive, La Jolla, CA 92037  
Phone: 858-457-3030

## San Diego Statement Newsletter

**Submission Guidelines:** Submit text in Microsoft Word attachment and ads and pictures in JPEG file format. Send to Sandy Mathews at [helpinghandsetc@yahoo.com](mailto:helpinghandsetc@yahoo.com). Published monthly, the contents are copyrighted, with all rights reserved.

**Deadline:** All articles, ads and submissions must be received by 12 Noon on:

Jan. 15 for print on Feb. 1      July 15 for print on Aug. 1

Feb. 15 for print on March 1      Aug. 15 for print on Sept. 1

March 15 for print on April 1      Sept. 15 for print on Oct. 1

April 15 for print on May 1      Oct. 15 for print on Nov. 1

May 15 for print on June 1      Nov. 15 for print on Dec. 1

June 15 for print on July 1      Dec. 15 for print on Jan. 1

### Parking Problem?

Since there is limited parking in front of the building, drive around to the back - there is ample parking in the back of the building.

### Meeting Locations

- Chapter meetings are held in the Teen Lounge Room - 2nd Floor.
- Board meetings are held in the Executive Board Room - 2nd Floor.



**Keep or Delete?** If you use something every day, leave it in your desk; if you use something once a week, you should be able to reach it from your chair; if you use something once a month, keep it in your office or work area. If you use something less than once a month, keep it elsewhere.

## Advertise in the *San Diego Statement*

You now have the opportunity to advertise in our newsletter, *San Diego Statement*. NAPO-San Diego Chapter Members receive a 10% discount on advertising rates. The following rates are per issue:

<u>Size</u>	<u>Rate</u>
1/8 page ad (h 2¼" x w 3½")	\$10.00
1/4 page ad (h 4½" x w 3½")	\$20.00
1/2 page ad (h 4½" x w 7½")	\$40.00
full page ad (h 9½" x w 7½")	\$80.00

**Guidelines:** The *San Diego Statement* newsletter is published monthly. Ads must be received by 12 Noon on the 15th of the month to be included in the next month's issue. Link to website or email is available. Ad must be camera-ready and a JPEG file (no larger than 300 KB). Additional charge for design/layout work. All ads must be pre-paid. NAPO-San Diego Chapter makes no endorsement of products or services advertised. Advertisers assume all liability for their products or services.

Send ads and any inquiries to:  
Sandy Mathews at  
[helpinghandsetc@yahoo.com](mailto:helpinghandsetc@yahoo.com).

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Here**