



IOTA PHI LAMBDA SORORITY, INC.

# THE BUSINESS CHRONICLE

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Greetings Sorors,

The State Fair of Texas has come to town. Hello, Fall. After witnessing the recent discord in our nation, it is URGENT that we do all that we can to participate in our democracy by making our voices heard in all levels of government. Not only is it our RIGHT, it is our RESPONSIBILITY. As women, we are fully capable of being the change we want to see. As we stand in solidarity with our sisters, we stand in support of all efforts this month to bring awareness to domestic violence and breast cancer.

Seven Gavel Taps to Sorors Robin Mack, chair, her co-chair, Nicole Walker and the Membership Committee, we are excited about growing our sisterhood and increasing our chapter membership! Seven more gavel taps to Soror Shelia C. Fisher and the FIL committee for holding the first FIL meeting of the year. Our FIL installed a new leadership team and hit the ground running with a set of planned activities. Finally, Seven gavel taps to Soror Wendy B. Jacques and Malika Walker on execution of another successful Fundraiser to assist in our efforts to host the 72<sup>nd</sup> SWR Conference. I appreciate each of you sorors who stopped by, brought your families, and made the fundraiser a success.

Our October calendar will be full of membership activities and I hope each of you make plans to attend some of those activities. I'm excited about what the future holds for ET and the work will we do. I hope you are too!

Michelle



*Michelle Peace*  
*Epsilon Tau President*

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# Southwestern Regional Conference Planning Meeting

Saturday, September 22, 2018 -- Southwestern Regional Director, Vahnita Loud hosted her 2nd Digital Planning Meeting at the Hilton Rockwall Lakefront in Rockwall, Texas. Sorors from across the Southwestern Region gathered in Rockwall, Houston, San Antonio and Shreveport, Louisiana via videoconference to discuss the 72nd Southwestern Regional Conference. As host chapter, Epsilon Tau Sorors shared details of some of the preconference activities and conference activities in store for Sorors when they visit DeSoto via Rockwall. Eight ET Sorors attended the planning meeting; we shared Sisterhood bags with all registered meeting attendees in each of the host locations. We also provided our plans for the Youth Summit and the Regional Community Service project which will be an Office Supply Drive to help establish the Heart of Courage Career Services Program. The National President and National President Elect were also on hand and disseminated information regarding our Chapter Reports; Commemorating Iota's 90th Anniversary; and the I3 Symposium focusing on Youth Leadership and Accomplishments.



# FALL FUNDRAISER ~ CHIPOLTE MEXICAN GRILL

On Saturday, September 22, 2018, Epsilon Tau had a nacho or-dinero fundraiser at Chipotle in Cedar Hill, Texas. The staff were rolling burritos and making bowls and ET was earning some cheese. Thanks to everyone who came out to support our efforts.



## SMALL BUSINESS TIP OF THE MONTH

### CONSULTING AS A BUSINESS PRACTICE by Soror Dr. Tonya Sawyer-McGee

Many individuals who desire to start a business may not opt to invest in a franchise model or start their own online or 'brick and mortar' business. If so, perhaps consulting is a business to consider. Every individual has a special expertise or talent that can be turned into a business. This is what a consultant does. As defined by Webster's dictionary, a consultant is "an expert in a particular field who works as an advisor either to a company or to another individual." The advances in technology have made it easier to be a consultant. However, when considering this business model, you need to make sure you have a wealth of knowledge of the area they desire to consult in. Below are 5 tips to ponder if wanting to become a consultant:

1. **What certifications and special licensing will I need?** Depending upon your profession, you may need special certification or a special license before you can begin operating as a consultant.
2. **Am I qualified to become a consultant?** Make sure you have the qualifications to get the job done and before acquiring clients.
3. **Do I like to network?** A big part of consulting is networking to gain clientele. Be sure you are ready to network, which is a huge component of your business model.
4. **Do I have enough organization skills?** Consultants typically need to be able to manage their own day, schedule, etc. So, having good organization skills is key.
5. **What will be my fee schedule and services I'm offering?** This is a key question to answer that must be determined before you begin marketing and networking for your business. Research common pay rates, etc. before you begin to ensure you are adequately pricing your services.

Becoming a consulting can be rewarding and lucrative business. However, individuals must recognize their talents, what they intend to offer, and how offering these services will be conducted.



## OCTOBER IS... Domestic Violence Awareness Month Breast Cancer Awareness Month



### OCTOBER 2018 CALENDAR OF EVENTS

<b>October 5, 2018</b>	Pinning Ceremony , 7 – 9PM
<b>October 7, 2018</b>	FIL Meeting, 3PM
<b>October 14, 2018</b>	Chapter Meeting, Southwest Center Mall – Community Room, 3PM
<b>October 17, 2018</b>	Domestic Violence Awareness Candlelight Vigil, 5:30PM
<b>October 19, 2018</b>	Wear Pink Day for Breast Cancer Awareness
<b>October 20, 2018</b>	Black Girls Code at Cedar Valley College (Non-Tech Volunteers Needed), 8 AM-4 PM
	FIL Community Service at Shoes for Orphan Souls, 1 – 4PM
<b>October 26, 2018</b>	I3 Youth Symposium, Chicago, IL

#### Contributors to this Issue:

- Soror Michelle Peace
- Soror Wendy Jacques
- Soror Dr. Tonya Sawyer-McGee
- Soror Robin Mack
- Soror LaToya Randle

**Newsletter Quiz: Did you find Shelly the ET turtle in this issue?**