Mission Statement: The Association for Women in Science, Inc. (AWIS) is a non-profit organization dedicated to the achievement of equity and full participation of women in all areas of science and technology.

NEWS

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Letter from AWIS-SD President Janet White

Following our recent chapter elections, I am delighted to announce the 2006 AWIS-San Diego Board! Our incoming President is Karin Zeh, and the other Board members are as follows:

Jenny Chaplin – Secretary
Holly Haslet Soutter
Hima Joshi
Susan Myers Fitch
Kathy Ogilvie – Treasurer
Sheela Talwalker
Janet White – Past President
Elizabeth Yoder

This will be my last letter, as I am turning over the presidency to Karin Zeh. I have enjoyed leading AWIS-San Diego enormously. Over the last few years, I have come to know many chapter members much better, developed new infrastructure, helped create policies that I hope will serve us well going forward, and I have learned a great deal about how to mentor others.

Our chapter recently held a Strategy Session on Mentoring, which featured speaker Jennifer Chou-Green of www.MentorNet.net, a nationwide e-mentoring program. AWIS members are encouraged to sign up as mentors. The Board is seeking ways for AWIS-SD to join MentorNet so that we can offer our student members the opportunity to use the program to find a mentor. Watch this space!

Our annual Open House, held on October 13, attracted over 180 people, and we hope to welcome new AWIS members and volunteers as a result. Remember, becoming active in AWIS can also be a great way to find a mentor. We also welcomed to our Open House National AWIS Board Secretary Phoebe Leboy, who chairs the National Chapters Committee. Phoebe is leading AWIS National’s efforts to reach out to local AWIS chapters and ensure that their needs are met.

Warm regards,

Janet White

Upcoming AWIS Events

Compiled by Janice Payne


December 15, 2005: Annual Holiday Social. Pretend you’re in Vegas, and gamble the night away at our casino tables. Show off your skills at Roulette, Craps, Blackjack and Texas Holdem! Location: Burnham Institute. Small fee. Open to members and non-members.

January 2006: Tour a local brewery, and get a close look at the science of beer making. Details TBA.


March 2006: Stem Cell Panel Discussion. Education is the key to resolving this controversial issue. Come learn about the latest therapies and debates behind the use of stem cells. Details TBA. Open to members and non-members.


May 2006: Ethics of Biotechnology. Co-sponsored event with the UCSD Business School “Rady Ladies.” Are advances in technology forcing us to decide between right and wrong? Bring your opinions! Details TBA. Open to members and non-members.
AWIS National Councilor, Sonya Clemmons, then introduced Phoebe Leboy, AWIS National Secretary, who had flown to San Diego to attend the Open House. Leboy, the fifth woman in the country to become a professor of biochemistry and the first to be awarded a tenured, feels that “our job is not over” in promoting women scientists in the workplace.

Phoebe Leboy, AWIS National Secretary, who had flown to San Diego to attend the Open House. Leboy, the fifth woman in the country to become a professor of biochemistry and the first to be awarded a tenured, feels that “our job is not over” in promoting women scientists in the workplace.

AWIS members were then honored with awards for their service and contribution to the organization. Awards were given in the following categories:

- **Rookie of the Year**
  Awarded to a new Chapter member who has jumped into the organization with both feet
  Recipient: **Jenifaer Evans**

- **Achievement in Outreach or Community Service**
  Awarded to the Chapter member who, while acting on behalf of AWIS, has made a contribution to the San Diego community
  Recipient: **Annika Montag**

- **Outstanding Volunteer**
  Awarded to a Chapter member who actively and enthusiastically participates in an AWIS committee
  Recipient: **Janice Payne**

- **Achievement in Innovation**
  Awarded to the Chapter member or committee who has initiated the best new idea to advance and enhance Chapter events

AWIS-San Diego Hosts Annual Open House
By Janice Payne

Equal numbers of AWIS members and non-members filled the conference center at Avanir Pharmaceuticals for the annual AWIS-San Diego Open House held on October 13. Incoming AWIS-San Diego president, Karin Zeh, greeted the standing-room-only crowd with a summary of what AWIS is all about and the benefits of membership. She encouraged attendees to take advantage of information available at committee and sponsor tables around the room.

AWIS National Councilor, Sonya Clemmons, then introduced Phoebe Leboy, AWIS National Secretary, who had flown to San Diego to attend the Open House. Leboy, the fifth woman in the country to become a professor of biochemistry and the first to be tenured, feels that “our job is not over” in promoting women scientists in the workplace.

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**Focus Sessions Make Debut**
By Fran Putkey

On August 16, AWIS-San Diego members gathered for the debut “Focus Session,” an event developed to provide a forum for in-depth discussion of a topic of interest. At the first Focus Session, “Ask the Expert: How to Start a Consulting Business,” participants enjoyed a presentation from Melissa Stolow, Ph.D., co-founder of Marketing Frontiers, Inc., a company that offers out-sourcing services in marketing and business development to companies who sell to life-science researchers. Stolow’s enthusiasm and expertise surrounding the topic of consulting made for a fantastic debut Focus Session.

Questions related to starting a consulting business were submitted by participants in advance of the event and assisted Stolow in tailoring her presentation to the specific interests of the audience. She began by describing the pros and cons of a consulting business, all of which should be carefully considered when making the switch from employee to self-employed. A consulting business owner is her own boss, has professional freedom and has a flexible schedule. On the other hand, a consultant has no steady source of

Our Open House speaker for the evening was Peggy Wallace of Making Conversation, LLC. Wallace led attendees in the “DiSC Demystified” workshop that described four different communication styles based on personality type. Understanding these styles may improve communication in the workplace or home environment.

- **Dominance:** This individual is a driver and is results and action-oriented. He/she can be identified by a confident and fast-paced tone of voice.
- **Influencing:** This person is expressive and reaction-oriented. He/she is friendly and very animated.
- **Steadiness:** This individual is amiable and process-oriented and often speaks at a slower, methodical pace.
- **Compliance:** This individual can be identified by his/her slow, precise tone and is analytical and rules-oriented.

Everyone is made up of a combination of these styles, but one style is usually prominent. The goal of the workshop was to identify our own styles and to try to improve communication with those around us.

Many thanks to the Membership Committee and our five generous sponsors:

- **Nanogen**
- **Friedmann Communications**
- **UCSD Rady School of Management**
- **UCSD Extension**
- **Southern CA Biotechnology Center at Miramar College**
income and must work many hours, with the work including tasks such as invoicing, accounting, and purchasing office supplies. A successful consulting business requires a thoughtful business plan that includes a realistic expectation of income.

A consultant has no business without clients, thus it is no surprise that prospecting for potential clients occupies much of a consultant’s time. The search for clients begins with networking or cold calling. Stolow emphasized that networking means talking to businesses, friends, colleagues, and neighbors, since a prospective client could be found through any of these contacts. As is the case for any kind of networking, a follow-up telephone call or e-mail within 24 hours of the first contact is essential.

Introduce yourself to a prospective client with a “30-Second Commercial,” which includes the identification of the consultant and business, the benefits of the services, and a description of the target customer. Meetings with potential clients should be approached as if the consultant were the missing piece in the client’s puzzle. Through researching the client’s business, a consultant can identify the business needs in advance of the meeting and use this awareness to tailor the sales pitch to the client’s needs. However, not every meeting will end with interest from the prospective client, so a consultant must also prepare to gracefully exit a meeting without a business contract. With a well-maintained network, another contact is just around the corner.

The next Focus Session, “Ask the Expert: The Science of Trademarks and Copyrights,” will be held Wednesday, November 2, 2005. Lisa Martens, a principal attorney with the law firm of Fish & Richardson, will offer practical information on trademarks and copyrights. To attend this event, RSVP to FocusSessions@hotmail.com. Include your name and e-mail address, along with a specific question you have regarding trademarks and copyrights. Focus Sessions are currently organized by the Strategy Sessions Committee.

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**AWIS Volunteer Mixer**

By Siobhan Malany

Co-chairs, Board members and committee volunteers gathered at the Salk Institute on August 24 for the AWIS Volunteer Mixer, an event that recognized AWIS-SD committee volunteers. Barbara Coleman, Swanie Schmidt and Jenafer Evans spearheaded the event.

During a highlight of the evening, the question was put forth to the group, “how do you most like to be rewarded?” Participants divided into subgroups based on their responses. Do you like someone to scream from the rooftops when you have accomplished something or do you prefer private praise and a pat on the back? Do you yearn for more independence and responsibility upon proving yourself or does money and compensatory time-off speak the loudest? “I know I like to be rewarded. But is a pay raise enough of a reward?” remarked Hima Joshi, new Board member and co-chair of the Newsletter Committee. As scientists we tend to be more driven by solving a problem in order to gain recognition and success rather than being driven by monetary rewards. But, money speaks to all of us at some level. Is it enough? What makes you work for a team, lead a team or work hard at your job day to day?

If you are a non-member and you are looking for volunteering opportunities, we encourage you to join AWIS-San Diego and become an active committee member. As existing members, we need to be aware of what we want from AWIS, what we want from our committees and how will we continue to motivate individuals on our committees.

*The AWIS-SD Committees are: Membership, Newsletter, Public Relations, Strategy Sessions, Website, Outreach, Events, Corporate Sponsorship, Scholarship and Book & Movie Club.*

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**Newsletter Writing Workshop for AWIS Members**

By Sama Tamrakar

On September 8, Lynne Friedmann, a nationally known science writer/editor and bioscience communications consultant, facilitated a three-hour writing workshop that was planned by the Newsletter Committee. The aim was to provide better tools for the members who contribute or are planning to contribute articles to the bimonthly AWIS-SD Newsletter. The workshop centered on event reporting, profile writing, and interviews that are relevant for the AWIS Newsletter format. Within these topics, writing styles, techniques, grammar, and ethical issues were addressed in detail. Friedmann also added a historical perspective and addressed the use of technology in writing.

Friedmann, who also teaches a UCSD Extension course on science writing, compared this workshop to an intense and condensed version of a regular class. It had all the elements of a writing class. The workshop began with an interactive lecture addressing all the topics. The participants had submitted writing samples in advance, and Friedmann had prepared critiques on them and also utilized the examples for hands-on exercises. She provided a list of references that expand on the topics from the workshop.

The majority of the 12 attendees were experienced writers, but this workshop was designed to help them identify areas to refine their skills, become familiar with different writing techniques and story ideas, and ultimately boost the AWIS Newsletter’s quality and readership. As one of the founding members of AWIS-San Diego, Friedmann was impressed by the growth of the Newsletter over the years. We hope this growth continues in both the coverage and the readership.

*AWIS-San Diego thanks Lynne Friedmann for her generous contribution of time and expertise.*

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**September AWIS Event**

**Keys to Financial Success**

**Speaker: Ray Lucia, Certified Financial Planner**

By Janice Payne

“What do you hope to learn about financial planning tonight?” was Ray Lucia’s opening statement at our September AWIS event. Lucia, a certified financial planner and president and founder of Raymond J. Lucia Companies, fielded individual questions from attendees on many topics including retirement, real estate, and 401K rollovers.

“Plan your strategy, and make sure it’s the correct strategy,” was his advice to a couple just starting to plan for retirement. Lucia, author of “Buckets of Money®: How to Retire in Comfort and Safety,” leads seminars on this topic in cities around the U.S. and enthusiastically shares his knowledge. He is also the host of his own nationally-syndicated radio talk show, “The Ray Lucia Show,” which is broadcast live from a studio in his office. Lucia’s
“Buckets of Money®” strategy involves allocating assets into three “buckets” of fixed-income investments, real estate and stock to ensure that your income lasts the full length of your retirement.

When asked about investing in real estate, Lucia’s advice was “no negative cash flow.” Don’t invest in rental properties without knowing the market. Will you be able to charge enough rent to make your investment worthwhile? Rents have not increased at the same rate as housing costs.

In the event that you change jobs and need to roll over your 401K, you can avoid a 20% tax penalty by making a direct rollover into another 401K plan. Don’t take possession of the money yourself.

To hear more of Ray Lucia’s investment tips, tune in to AM 1000 KCEO weekdays from 10:00 a.m. to noon or AM 600 KOGO on Sundays from 3:00 to 4:00 p.m. Visit his website at raylucia.com.

Thanks to Ray Lucia and the Events Committee for a great event.

Strategy Session Encourages Participants to Seek “mentors”
By Laura Fernau

On Monday, October 3, Swanie Schmidt led a dynamic Strategy Session on the topic “Mentorship: Where to Find It.” Dr. Jennifer Chou-Green of an electronic mentoring network called Mentornet outlined the goals and methodology of the Mentornet system as well as the requirements for participation as either mentor or protégé. She encouraged non-students to participate as mentors, regardless of their experience in the workforce.

After the presentation, attendees participated in an independent exercise led by Schmidt. The group was asked to write about their experiences as mentors or “mentees” by summarizing them in one descriptive word or brief phrase. In this exercise, Schmidt encouraged everyone to think of a mentor as having a “little m.” This type of mentor does not have to be a person who is officially defined as one’s mentor or a person who has a clear teaching or leadership goal in one’s life. This instruction was given to allow participants to open their minds to finding mentors everywhere. The group’s list of sources for finding mentors included AWIS, work colleagues, inter-departmental management, and even cold calls to those who have expertise in a desired skill or field.

The session closed with a question-and-answer period with Kristine Kuus-Reichel and Pam Wagaman, two local participants in the Mentornet network. Their experiences as on-line and traditional mentors were very positive. Both women encouraged session attendees to mentor as much as possible to create an invaluable experience for both mentor and protégé.

Reward Yourself and Become a Mentor
By Barbara Kirstein

Have you ever noticed that we become more observant with time? The most recent AWIS-SD Strategy Session about mentoring informed members that we are capable of being mentors at any age in different facets of our lives.

How can we help one another? Know your strengths, and share your expertise while allowing others to share their “words of wisdom” with you. I joined AWIS to learn more about women and their accomplishments and challenges in the scientific community.

Public perception of scientific issues such as drug costs and stem-cell research is important, and mentoring is just one way to help others understand the risks, rewards and costs of research. As women, we definitely have the power to enlighten young girls about scientific careers. We can share past pitfalls and successes to help the next scientific generation.

As an active volunteer in the community, I have spoken with Holly Heaslet from the AWIS-SD Outreach Committee and published an article in “Diamond Gateway Signature” entitled, “Bringing science to the front row for high school students.” If you are interested in being a mentor or helping with special projects, please contact the Outreach Committee or me (barbara@barbarakirstein.com). There will be personal rewards, and science teachers will love your support and expertise!

Save the Date for Expanding Your Horizons
May 6, 2006
By Jodi Connolly

Mark your calendars for the fourth annual Expanding Your Horizons Conference to be held Saturday, May 6, 2006 at the University of California, San Diego. Expanding Your Horizons (EYH)-San Diego is returning next spring for another day of fun-filled, hands-on adventures in science and technology for sixth- through tenth-grade girls. Parents are also invited to attend to learn more about local science resources, college admissions, and financial aid information.

For the last three years, the EYH conference has drawn approximately 500 girls and 150 parents from around San Diego County. Throughout the day, the girls attend three different hands-on/minds-on workshops from a variety of different scientific areas, including astronomy, biology, chemistry, computer science, earth science, engineering, forensic science, marine biology, mathematics, medicine, physics, telecommunications, and veterinary medicine.

Much of the success of EYH has been a result of the many volunteers who have led or assisted in presenting hands-on workshops. The AWIS-SD chapter has consistently and enthusiastically participated in presenting workshops each year, a tradition everyone involved with EYH hopes will continue.

If you have an interest in volunteering to present a workshop, or in assisting with Conference planning, please contact Jodi Connolly at jodiconn10@yahoo.com or 760-603-2777. More information on past EYH Conferences, including schedules and photos, can be found at www.sdsa.org/eyh. Registration for students, parents and workshop presenters will be found online as the Conference approaches.

AWIS-SD member Barbara Kirstein is a financial representative at Del Mar Financial Partners and a business partner for Mira Mesa High School. Her article on teaching high school students about career opportunities in science was in the September 2005 issue of “Diamond Gateway Signature,” a publication that serves Carmel Mountain Ranch, Sabre Springs, Rancho Penasquitos, Scripps Ranch and Mira Mesa East.

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November/December 2005

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Jenny Chaplin
By Hima Joshi

Jenny Chaplin cannot remember when she decided to become a scientist. “I can’t pinpoint it…I guess I’ve just always known,” she says. As a project manager at Vical, she has almost found her niche in life. “I think I’m pretty close—closer than I’ve ever been,” she says. Chaplin’s ability to see the big picture and her organizational skills are essential for her job. She supervises a team of scientists and non-scientists. “The focus is on getting a project to work,” she says. Chaplin is also responsible for writing reports about her projects for external agencies. “I guess just the way of thinking is different,” she says. “You have to continually be thinking, how will the FDA think of this?”

Chaplin grew up, received her education, and worked for her first chemical company in South Africa. She has noticed that in the last few years, there have been a greater “celebration of diversity” and many changes in the workplace there. While she was growing up in South Africa, she had what “seemed like a pretty normal upbringing.” However, when she began reading books on apartheid as an adult, she was appalled. “Oh my God. Was it really like that?” she often asks herself. There was so much she didn’t know about the political system while she was there. “As a white person, you lived in oblivion—in a completely different world,” she says.

The promise of new job opportunities brought Chaplin to the US. “We were all starting to think alike,” she observes about the people at her company in South Africa. Chaplin lived in Iowa City when she first came to America, and she moved to San Diego in 2000. While Chaplin was actively looking for an organization to help her develop a professional network, she received an e-mail announcement about the 2003 Women in BioScience Conference. After she attended WIB 2003, she joined AWIS, got involved in planning the AWIS Gala and began attending Strategy Sessions. “It was a nice environment. People were really friendly,” she says.

Chaplin served on the Speakers Committee and organized the Alternative Careers Workshop for WIB 2005. “The thing that surprised me the most was that people were so willing to give up their time… I thought we would battle,” she says.

Chaplin has been on the Corporate Sponsorship Committee for a year. “It’s not an easy committee,” she says. The difficult part is “basically phoning people up and asking for money.” “I thought that this is something I wanted to learn,” says Chaplin. It was a “barrier to overcome.” The task became less scary as she practiced. “It’s only a person at the other end of the phone, not a monster,” she says. She feels that asking people for donations “gets rid of some of your inhibitions,” and “it’s quite a thrill when someone says yes.”

Getting her colleagues interested in AWIS is a challenge for Chaplin. “I struggle with how to get them involved,” she says. She tries to mention AWIS events once in a while without being overbearing. Part of the difficulty is that many people are already involved in other groups. “Sometimes I wonder if there are too many organizations out there,” she says. “At the end of the day, we’re all doing the same thing.” There may be a benefit to having fewer organizations, but “when an organization becomes too big, it becomes impersonal,” Chaplin says. She feels that an annual meeting between Athena, AWIS, and the Women Chemists Committee of the American Chemical Society could provide opportunities for fruitful collaborations.

Chaplin was recently elected to serve on the 2006-2007 AWIS-San Diego Executive Board. She looks forward to devising more ways to get small groups of AWIS members together to meet and network.

By Siobhan Malany

I spoke to my father by phone after he returned from a three-week volunteer shift for the Red Cross in the Louisiana River Center in Baton Rouge. I quickly grabbed my writing tablet as he told his personal account.

A registered disaster relief volunteer, Lee Malany was on a plane from Illinois to Louisiana within 48 hours after the catastrophe. He joined 25 other registered Red Cross volunteers to assist the 600 evacuees who had arrived at the Convention Center. The next day, 6000 refugees filled the center, creating a mini-city.

“We became runners,” said Malany. “There were no phones, no radios, and we were deluged with people asking questions.” The Red Cross team rolled through five managers in the first week. To help with logistics, the center was divided into separate shelters. People were housed in the ballroom, on the mezzanine level, in the conference rooms, on the balcony and in the gymnasium. Each level had its own feeding line.

Semi-truck loads of food arrived daily to supply the 25,000 plus meals per day served at the center and shipped to nearby shelters. “Jesse Jackson sent a truck and Oprah sent a truck,” said Malany. Wal-Mart and Kmart stores sent supplies. “Diapers,” remarked Malany, “we needed lots of diapers.” “Taking out the trash” had a whole new meaning in this mini-city center. The day after phones were set up, about 1500 people left the center to join friends or relatives. Still thousands remained. Volunteers, about 500 a day, walked in from the streets to help.

One of the greatest experiences, Malany recalls, was when locals started bringing in games, toys, and movies for the kids and set up a playroom. “We organized a hospital, a triage, a school, a movie theater, a post office. We had our own zip code.” Teachers from
the area helped to register school children or teach on-site. A nurse and professor from Louisiana State University brought in her entire class to hold a practicum at the center. “The day started around six, and I returned to my cot around midnight, never sitting down in between. It was fascinating,” says Malany. I could hear the exhaustion in his voice.

DEPARTMENTS

Your Two Cents
Compiled by Hima Joshi

Question from last time:
What’s your favorite movie and why?

Responses:
I liked the “Motorcycle Diaries.” It’s about traveling and finding yourself.” – Siobhan Malany

“The Shawshank Redemption” because it has one of the greatest surprise endings and it’s about one of the greatest things – hope. – Alicia Bradbury

Question for next time:
What was your favorite course/subject in elementary school?

We would like to publish your responses to this question in the next Newsletter. Please reply to Hima Joshi (hjoshi@sandiego.edu). Note: Unless you indicate that you would like to remain anonymous, your name will be included with your response.

Member News

Sharon Wampler has joined the UCSD Rady School of Management as a Program Director for Executive Education.

About the AWIS Newsletter

The AWIS Newsletter is published six times per year and provides AWIS members and supporters with information on Chapter activities, career development, and issues related to women in science.

November/December Newsletter staff:
Alicia Bradbury  Hima Joshi  Julie Kinyoun
Joanne Mullen  Janice Payne  Siobhan Malany
Sama Tamrakar

If you are an AWIS-SD member, we encourage you to contribute articles to the Newsletter. Please send articles as MS Word attachments to Hima Joshi (hjoshi@sandiego.edu) or Janice Payne (janice_payne@hotmail.com). News articles should not exceed 250 words, and event summaries may not be longer than 500 words. Feature articles (special-interest stories and profiles) should not exceed 1000 words. The submission deadline for the next issue is December 2, 2005.

IMPORTANT INFORMATION ABOUT

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Website: http://awis.npaci.edu
E-mail: AWISSD@hotmail.com
Mail: AWIS, San Diego Chapter
PO Box 178096
San Diego, CA 92177-8096

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Telephone: (202) 326-8940
Website: http://awis.org
E-mail: awis@awis.org
Mail: AWIS National
1200 New York Avenue, NW, Suite 650
Washington, DC 20005

IMPORTANT CONTACTS

AWIS Board
President  Janet White
Vice President  Karin Lucas
Past President  Anna-Maria Hays
Treasurer  Kathy Ogilvie
Secretary  Karin Zeh
Member at Large  Sheela Talwalker
Interim Members  Hima Joshi  Fran Putkey

To contact the Board, visit the following website:
http://awis.npaci.edu/officers/biographies.htm

AWIS National Councilor (San Diego Chapter)
Sonya Summerour Clemmons

To contact Sonya, visit the following website:
http://www.awis.org/network/board.html

Committee
Chair(s)
Book and Movie Club  Amy Cullinan
Corporate Sponsorship  Susan Myers Fitch Sheela Talwalker
Events  Cindy Atwell Rosemary Cesario
Membership  Julie Kinyoun Lisa Whalen
Newsletter  Janice Payne Hima Joshi
Outreach  Alicia Bicknell Holly Heslert Susy McKay
Public Relations  Laura Waggoner
Scholarship  Jenafer Evans
Strategy Sessions  Swan Schmidt
Website  Barbara Armstrong

To contact the committee chairs, visit the following website:
http://awis.npaci.edu/officers/committeechairs.htm