

OBD&EO News Alert

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Office of Business Development & Equal Opportunity Publication

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www.drpa.org/obdeo

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Claudia Monte founded CAM Consulting Group LLC, a full-service strategic consulting and training firm, in 1993 to assist organizations and their most important resource – **people** – achieve success. Since that time, their consultants have worked with a diverse base of clients in the public, private, military, legal, judicial, and education sectors. CAM, a certified small, women-owned business, has worked with the management and staff of DRPA and PATCO delivering diversity and customer service programs to positive feedback. Their firm is known for the following services they provide:

Strategic Consulting. They spend time learning an organization's objectives to provide direction regarding the best strategies that will achieve productive outcomes. Their comprehensive services include facilitating and documenting the strategic planning process, conducting organizational needs assessments, designing employee and/or customer questionnaires, conducting focus groups, facilitating retreats and meetings, and writing and updating personnel and procedure manuals.

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Targeted Training Programs. The programs they offer are developed to enhance the professional growth of individuals from executive level through those in staff positions and production operations. Each program is designed and targeted to meet the unique needs of an audience. Should individuals need personalized attention, their business coach will work them to identify their goals and implement an action plan for growth or improvement. Programs are available in the following areas:

Leadership and Management

Ethics and Values

Self-Development

Communication and Presentation

Customer Service and Teamwork

Business Writing

Their consultants bring a wealth of knowledge to every organization with whom they work. They have the expertise to listen to concerns, focus on the issues, and recommend appropriate strategies to achieve successful outcomes. They are committed to utilizing inventive and interactive techniques to make training an enjoyable and worthwhile learning experience for adult audiences.

An innovative venture for the firm is their ***Working Women's Retreat... Taking Care of You*** series. Held at a beautiful oceanfront location, the retreat concept was organized in response to requests from professional women for a way to step back from their busy lives and assess their current and future directions. Educational sessions along with time for reflection, renewal, and fun are part of the agenda. Please see the announcement in this bulletin for more details about the winter retreat coming up in February 2006.

They are excited about the launch of their new updated website and invite you to visit them at www.cam4consulting.com. To speak with them directly, please call Claudia Monte or Bob Pointon, Marketing Director, at 609-291-1937.

"WE VALUE DIVERSITY"

Stella Maris Retreat Center • 981 Ocean Avenue, Elberon, NJ 07740 • P (732) 229-0602 • F (732) 229-8960 • www.stellamarisretreatcenter.com
 CAM Consulting Group LLC • P.O. Box 469, Crosswicks, NJ 08515 • P (609) 291-1937 • F (609) 291-1149 • www.cam4consulting.com

Treat Yourself to a break at the Jersey Shore and participate in the Working Women's Winter Retreat...*Taking Care of You* February 5 - 7, 2006

Would you like to manage your career and your life with more wisdom? Would you appreciate direction and reflection to plan for "What's next?" If so, please join Diane Allen and Claudia Monte, two entrepreneurial women, who are committed to helping others realize success throughout life's journeys. Take time for yourself in a beautiful oceanfront setting to relax, reflect, learn, and share. Leave feeling more in control of your life and your dreams.

Give yourself this gift of renewal and learning by winter's sea. Participate in sessions on *Journaling for Creativity and Discovery*, *Magnetizing Your Essence*, *Turning Confrontation into Conversation*, *Creating Work Life Balance*, *The Four Fold Way*, and *SOARing With Your Strengths*. Please come and bring a friend. Let's expand the circle of remarkable women that we truly are.

Arrival: Sunday, February 5, 2006 3:00 – 3:30 pm
 Departure: Tuesday, February 7, 2006 2:00 pm

*For more information, please contact Claudia Monte or Diane Allen
 at CAM Consulting Group LLC www.cam4consulting.com 609-291-1937
 or*

Ann Marie Rimmer, OP at Stella Maris Retreat Center www.stellamarisretreatcenter.com 732-229-0602

Registration Form

Send to: Stella Maris Retreat Center, 981 Ocean Ave., Elberon, NJ 07740

Name: *(Please Print)* _____

Address: _____

Phone: (W) _____ (H) _____ Email: _____

Program: Working Women's Retreat...*Taking Care of You*

Date: February 5-7, 2006

Cost: \$350 Deposit: \$75 (non-refundable) Deposit Enclosed: _____

(Includes overnight accommodations, meals, sessions, and participant materials. Light supper and wine reception on Sunday.) Please make check payable to Stella Maris Retreat Center.

"WE VALUE DIVERSITY"

Women Progressing Slowly, Business Leadership Index Shows

For the fourth year in a row, an index measuring women's progress in the business world has climbed slowly. The modest increase is attributed to a 24% drop in the venture-capital benchmark.

However, the element measuring the number of women-owned businesses rose only by 6% and the factor measuring company size increased by 7%.

The Business Leadership Index was first developed in 1983 by the Committee of 200, a group of business leaders whose focus is to promote entrepreneurship and corporate leadership by women.

According to the Committee of 200's index, women also are making progress narrowing the salary gap. The index rose 1% to 8.03. The worst element for women is venture capital which stands at 0.81%

"What's disturbing is the pace of improvement in our leadership stature in the business world isn't picking up as the economy has heated up," says Carolee Friedlander, partner in the New York City-based Circle Financial Group and vice chair of Chicago-based C200. *"Women entrepreneurs and corporate leaders need to share their success stories and talk more openly about how rewarding and challenging fast-track business positions are."*

"We have not made enough progress," says Barbara Kasoff, co-founder and chief operating officer of Women Impacting Public Policy.

The good news is women are *"strengthening in (their) resolve to tackle this in a more specific and united way,"* adds Kasoff. She cites the existence of WIPP, which has grown to more than 500,000 members since it was founded in 2001.

"Unfortunately, many of the experiences our members across the country have shared with us reinforce the survey findings," reports Margot Dorfman, CEO of the U.S. Women's Chamber of Commerce. *"Our goal is to move women from a market influence to an influential market."*

Info: Committee of 200 - (312)255-0296; www.c200.org; www.wipp.org; www.uswcc.com.