

The Feather Report



A Leading Lady Collective Newsletter



From the Desk of AliceAnne:



Always ambitious and with an entrepreneurial spirit, I've been a business owner for over two decades. The lessons I've learned over that time are at the foundation of support I provide women, from business strategy to community building.

Perhaps one of the biggest lessons I learned early in my career is that we all need a support system.

I remember vividly the moments I would observe other successful female business owners doing the very thing I wanted to do. I would see her thriving and think that she had it so easy. At least she made it *look* easy. When we watch other business owners, we have a tendency to see their successes and forget the challenges they overcame to get there. Or, if you're like me, you believed that she did it alone.

I believed that to ask for help was admitting I couldn't handle it. And I wanted to be able to handle it.

I don't know about you, but I *know* that I am strong. And I always thought strong meant independent. And being independent meant I did it alone.

Nothing could be further from the truth, though.

And that's where the **Leading Lady Collective** was born. Two years ago, I realized that business was better with friends. It was less lonely, AND I realized I couldn't bring my visions to life without the support of like-minded business women who could not only support me through the more frustrating and darker days of business building, but who could also provide the resources and skills I didn't have. Tasks I was trying to do alone, but would definitely be better off outsourcing to an expert in that area.

My mission is to empower you through connection and community. I firmly believe that *empowered women, empower women*, and the work that I do, both in the Collective and as a business and leadership coach, is dedicated to uplifting the women around me. We can do more together.

The Feather Report has been a dream project of mine for some time. I wanted another way to showcase the work of the women in my community, to provide another space to share your voice and the brilliant work you are doing in your own communities.

This inaugural issue brings together the themes of the first half of 2024. We explored work rhythms, leadership, visibility, values and personal wellness, and how each of those themes help (*or hinder*) how you show up for yourself, your business, and your community.

Work rhythms are the heartbeat of our entrepreneurial journey, guiding us through the ebb and flow of productivity and rest. We can embrace the wisdom of rest and space, allowing us to recognize that true productivity flourishes when we honor our natural rhythms. White space becomes sacred moments for self-reflection and rejuvenation, nurturing our creativity and fostering a sense of balance.

Visibility and values are the guiding stars that illuminate our path forward. We believe in showcasing our businesses in ways that authentically reflect our souls, rejecting the pressure to conform and embracing the unique essence of who we are. **Our values serve as the compass that guides our decisions**, ensuring that every action we take aligns with our deepest convictions and aspirations.

But true success isn't just about external achievements; it's about showing up as your best self and nurturing your well-being, including the well-being of all those in your orbit. When we reject the notion that success requires sacrificing sleep or neglecting our health, we nurture ourselves and our communities in a way that allows us to show up as authentic leaders, clear in our purpose, and embodying our values every step of the way.

It is my hope that this newsletter provides you with inspiration and allows you to learn more about our *Collective* members and *Ambassadors* and their work. Amplifying your voice and your work is at the core of the work I do, and nothing brings me more joy than to showcase our members. I encourage you to share this newsletter with your community. Let's support one another and the work we do.

This is a together kind of thing, and I'm honored to do this work with you.

xo, *AliceAnne*

"I firmly believe that empowered women, empower women."

Leading Lady Ambassador Spotlight



Julie Campbell

Julie Campbell serves as the President and CEO of the Severn Leadership Group, a non-profit organization that is transforming the

lives of others by developing and inspiring courageous leaders for our world. With over 33 years serving in the military, aviation and information industries and the non-profit sector, she connects and equips multi-generational, emotionally healthy leaders to lead change and pursue excellence with their teams and organizations.

How do you foster a sense of community and collaboration among your team members, and what strategies have you found effective in promoting a positive work culture?

I truly believe what we say at SLG: *“Leadership begins with you, but is not about you.”* As the leader, you must lead yourself first. But the end is not about you, it’s about the mission/meaningful purpose of



your work. Setting the example is key as people will watch your behavior. Essential leadership qualities and strategies that are crucial for fostering a positive and effective organizational culture are:

- Establish the vision and communicate it often.
- Set the standards and priorities and live by them.
- Make sure you’re visible.
- Be intentional about building capacity in people.
- Be available to teach/coach.
- Provide motivational feedback.
- Seek your own feedback and listen.
- Take moral action.
- Hold people accountable.

Contact Julie:

Website: www.severnleadership.org



Erin Harrigan

Erin Harrigan is a Christian wife, empty nest mom, and lover of tacos, who helps ambitious Christian women break free

from overwhelm and overachievement so they can carry out God’s assignment with clarity, serenity and fulfillment. Through her coaching, speaking and award-winning podcast, *Redefining Hustle: Pursuing Success as a Christian Woman*, Erin teaches women how to redefine hustle and pursue success as they tune out the world, tune into God’s truth and turn up focus.

What is an example of a creative or unconventional method you’ve used to increase visibility for your business while staying true to your authentic self and values?

My podcast is the central tool for increasing visibility for my business, and it’s the place I bring my values to life in audio format. People get to know me and my message by hearing it straight from my voice. I have been consistently told by listeners that when they listen, they feel like they’re sitting across from me at a comfy cafe!

Have you encountered any situations where your personal values conflicted with the values

of your business or clients, and how did you navigate these challenges while staying true to yourself and maintaining the integrity of your brand?

Being a Christian business coach, speaker and author specifically serving sisters in Christ is different in today’s business world, and I am frequently told I’m “leaving out” people of other beliefs, and my honest and gracious response is, *“while I care about all people, I am clear about, and obedient to, God’s call for me and who my audience is.”* The truth for every business is if you try to serve everyone you serve no one.

How do your business values shape your decision-making processes and interactions with both employees and clients?

My values shape the actions I take, decisions I make, down to who is the right client or not. When I’m questioning if I am to pursue an opportunity, collaboration, or engage a new client, my values and God lead the way so I can give my best yes in all I do.

Contact Erin:

Website: www.erinharrigan.com



ERIN HARRIGAN

“You cannot serve in the purpose that you have when you are constantly compromising your own values.”



Leading Lady Ambassador Spotlight



Elizabeth Harris

Elizabeth Harris is a dietitian, Intuitive Eating counselor, entrepreneur, and host of the podcast Wellness: Rebranded.

She's passionate about empowering women to find food and body peace with Intuitive Eating and body image healing.

By shifting the focus from weight to wellbeing, Elizabeth helps women stop dieting and start living. Her motto is "self-care, not self-control." Because food is meant to be enjoyed, movement should make you happy, and we've all got better things to do than count carbs!

Elizabeth holds a Master's degree in nutrition from the University of Southern California. She loves to hike, garden, read, and travel the world—hitting every available farmers market along the way.

How do you prioritize self-care and maintain a healthy lifestyle amidst the demands of running a business?

I fully believe in the notion that self-care isn't selfish. When we prioritize our basic self-care (eating, moving, resting, practicing stress management techniques), we're able to show up more effectively for the people and responsibilities we care most about. Plus, we're role modeling for our kids and other loved ones that WE matter; that our needs are worthy of



ELIZABETH HARRIS

nutrition & wellness

prioritizing. Also, our loved ones want us to be healthy, so our self-care is in everyone's best interest.

This doesn't mean my self-care is always as robust or as "ideal" as I'd like. However, I have self-care practices that are non-negotiable—such as my workouts with my personal trainer, Tara De Leon Fitness, and grocery shopping every week so there's food I feel good about eating available. I also prioritize making a couple of dishes I can eat for various meals throughout the week.

From there, flexibility is key. Some weeks I get in more or less self-care. I try to allow the ebb and flow while looking for small ways to weave in more when I can. With my non-negotiable practices in place, it helps me maintain greater harmony for juggling all the things (professional, personal, family).

It's taken me a while to get here but I'm practicing saying no to some things in business so I can say yes to more personal self-care. And of course, sometimes it happens in reverse too.

Contact Elizabeth:

Website: www.elizabethharrisnutrition.com



Jennifer Osterhouse

Jennifer Osterhouse is a graphic designer with over 25 years of experience in

direct response design, publication design and marketing material design. She helps clients uplevel their marketing materials by designing custom branded print and digital marketing assets to promote the products and services their business has to offer. She believes in quality design, clear messaging and professional standards in every project she does. Her passion is helping businesses put their best foot forward with unforgettable, eye-catching graphic designs.

Why is it important to have a variety of marketing materials for your business, and how can they impact your visibility and customer relationships?

Visibility is so important for the success of your business. One of the most effective ways to be visible

is through your marketing materials. It's a good strategy to have a variety of both print and digital marketing materials created in different

formats to reach your target audience. Research suggests that it can take up to eight touch points for your potential customer to respond to your marketing efforts. The more creative ways you can reach them, the more likely you'll be to leave a lasting impression in their minds. By visually establishing your brand presence through your marketing materials, you can build a relationship with your target audience that will ultimately result in the right customer for your business. I highly recommend a regular audit of your marketing materials to stay updated and on brand for the success and visibility of your business.

Contact Jennifer:

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“Never underestimate the power to be seen.”

—Brené Brown



Leading Lady Ambassador Spotlight



Sara Poldmae

Dr. Sara Poldmae, is a Doctor of Chinese Medicine, a licensed acupuncturist and a certified functional medicine practitioner.

Dr. Sara completed her Doctorate at Pacific College of Health and Science in San Diego, California. With over 20 years treating women with hormonal struggles, Dr. Sara is an expert in all things women's health. She has a strong interest in treating women with PCOS, women trying to conceive and women going through perimenopause. She is passionate about empowering women to create healthy, balanced and fulfilling lives. She opened Meadow Hill Wellness in Annapolis, Maryland in 2005, and opened a second location in Edgewater, Maryland in 2021.

Sara lives in Annapolis with her daughter, husband, 3 dogs, a kitty and 10 chickens. Dr. Sara enjoys spending time with friends and family, traveling, and healthy cooking.

How do you foster a sense of community and collaboration among your team members, and



what suggestions do you have for a new business owner about stepping into their leadership role and building community among their employees and/or clients?

I've found that keeping the team involved and acknowledging their contributions with words of praise goes a long way in nurturing a supportive environment. Additionally, sharing the organization's purpose and goals helps align everyone towards a common vision. For new business owners stepping into their leadership role, my suggestion would be to prioritize communication and transparency. By sharing your purpose and organizational goals, you can inspire your team to work together towards a shared vision, building a strong community among employees and clients.

Contact Sara:

Website: www.meadowhillwellness.com



Maureen Porto

Maureen Porto is an award-winning portrait photographer passionate about helping ambitious, camera shy professionals create eye-catching

headshots and elevated marketing images.

Having spent far too long feeling awkward and uncomfortable in front of the camera, Maureen made it her mission to design a relaxing and fully guided process that ensures her clients feel comfortable and confident every step of the way. Her modern business portraits and magnetic brand marketing photos are known to attract ideal audience attention and drive results. Over the last 15 years, her work has been featured in People Magazine, Elle, House Beautiful, Washingtonian, and countless other local and national publications. The portraits she creates in her Annapolis, Maryland studio and on location have earned her opportunities to photograph clients from coast to coast, including a wide variety of creatives, executives, politicians, and celebrities. Her most inspiring work is creating successful business portraits for entrepreneurs and small enterprises, where Maureen strives to foster local community development and reduce the power of dominant corporations.

On the weekend, you'll find her racing to the woods in her Sprinter Van, eager to unplug while dispersed camping, fly fishing, and hiking with her husband, Mark, and their two children.

How can a business owner overcome feelings of self-consciousness and effectively increase their brand visibility?

The truth is that the majority of women feel



self-conscious in photos and would prefer not to show up on camera in order to sell products and services. However, your potential clients and partners need to see your face because people want to do business with those they know, like, and trust.

What sets you apart from an overcrowded digital marketplace is your humanity: your voice, smile, experiences, and stories. Authentic connections are vital to your success. This is why it's crucial to show up as the face of your brand.

I've struggled with the same insecurities, and showing up online got easier when I learned these simple things:

- **Posing:** Learn the poses that accentuate your best features.
- **Wardrobe:** The right outfit can boost your confidence and complement your features.
- **Batching:** Set aside time to prepare, plan, and create as much content in one day as you can.
- **Facts:** Analytics show web pages and posts with faces see 33% more engagement.

As a Branding Photographer, I'm here to tell you it gets easier the more you do it. I believe in you, and can't wait to see more of you as I watch your business soar!

Cheers to your success! xo

Contact Maureen:

Website: www.maureenporto.com



Leading Lady Ambassador Spotlight



Chrissy Rey

Chrissy Rey's fascination with technology began in the 1980s when her parents brought home a Commodore 64. While

she enjoyed playing games on the computer and eventually learned how to code her own simple games using BASIC, she chose to pursue her love for animals instead when she went to college. She earned a BS in Zoology from the University of Maryland in 1995, but along the way, she also learned HTML so she could make websites on the burgeoning World Wide Web.

After college, Chrissy embarked on a diverse career path. She worked as a database developer, Flash developer, course creator, technical trainer, technical editor, and technical writer while continuing to create websites in most of those roles. In 2002, she took the leap into freelancing as a Flash and web developer, and in 2008, founded Pongos Interactive. With her small but mighty team of talented developers, Chrissy has been helping small businesses and nonprofits navigate the digital landscape ever since. From creating and optimizing websites to conquering SEO and crafting



compelling content, Pongos Interactive is dedicated to empowering its clients to shine online and achieve their business dreams.

Throughout her career, Chrissy has enjoyed a passion for learning and sharing knowledge. She continues to create courses and teach what she knows, helping others develop their own digital superpowers and take their businesses to new heights. Currently, Chrissy is pursuing a Master's in Learning Design and Technology, further honing her skills to create even more engaging and effective learning experiences tailored to the needs of small business owners. As part of her coursework, she created the Website Success Academy to share her courses and other resources.

When she's not immersed in the digital world or designing engaging courses, Chrissy enjoys exploring the US with her family in their RV. She started a blog, "Highways and Hops," to share their adventures.

Contact Chrissy:

Website: www.pongos.com

Website: www.websitesuccessacademy.com



“Authenticity is your greatest asset. Trust that by being yourself, you’ll attract the right people into your life.” –Marie Forleo



Leading Lady Ambassadors are women entrepreneurs who I have personally worked with and are committed to the highest standards to best support other Leading Ladies.

I'm a firm believer that when you surround yourself with great people, and you work together to make a difference, incredible things happen.

I'd love for you to come here first when you're looking to hire someone because each and every one of these ladies is a true expert in their field, and I can vouch for that personally.

–AliceAnne Loftus

[Download the 2024 Leading Lady Ambassador Magazine Today!](#)



Leading Lady Collective Member Spotlight



Valerie E. Anias

Valerie E. Anias is owner and founder of A Team Family Law, LLC.

Val brings compassion, understanding, and thoroughness to the

table when taking on a case. She is passionate about assisting underrepresented individuals and advocates for her clients irrespective of their gender, race, sexual orientation, family status, etc. Whether the issue involves a child custody dispute, divorce, adoption, or creating your Estate Plan, Val's approach provides her clients with top notch legal representation and ensures that her clients' rights and voices are represented passionately and efficiently.



**A TEAM
FAMILY LAW**

Valerie received her J.D. from the University of Baltimore School of Law after receiving her B.A. in Philosophy, Politics, and Law from Binghamton University in Binghamton, New York. Valerie is licensed to practice in Maryland, United States District Court for the District of Maryland, the United States Court of Appeals for the 4th Circuit, and the United States Court of Appeals for Veterans Claims.

Contact Val:

Website: www.ateamfamilylaw.com



Tara De Leon

Tara De Leon is a personal trainer, professor of Health, Fitness and Exercise Studies, podcaster, speaker, and author.

Tara has helped hundreds of women feel badass and confident by teaching them how to lift weights and get strong, healthy, and empowered. Tara teaches women to take up space and to stop apologizing for their bodies. Specializing in fitness for fertility, prenatal and postnatal fitness, she loves helping women feel good in their bodies again. Tara is passionate about health and fitness and strives to constantly improve herself to better help her clients.

Tara has a master's degree in Human Movement from A.T. Still University of Health Sciences, a bachelor's degree in Exercise and Sports Science from Brigham Young University-Hawaii, and maintains 14 other advanced certifications pertaining to fitness, wellness, and lifestyle. Tara has been named Personal Trainer of the Year 2024 by the National Strength and Conditioning Association. She has won "Best Personal Trainer" twice, "Best Lifestyle Coach" once, and has been



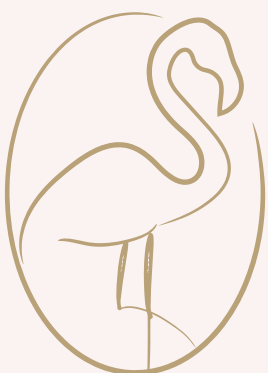
voted "Best Prenatal Fitness Coach" four years in a row by *What's Up* Annapolis Magazine.

When Tara is not working, you can find her eating sushi or tacos, going for walks, baking, and spending time on the Chesapeake Bay with her husband, Marcus, their 3-year-old son, Maverick, and their Aussie pup, Chula.

How do you navigate the challenges of balancing the demands of entrepreneurship with your personal life and self-care routines?

I struggle to achieve a good work-life balance but I find that if I schedule it, I do it. My hip hop dance class? On the schedule. My son's gym class? Scheduled. Church? Scheduled. My workouts? Scheduled. If I put it on the calendar, it happens. If not, it doesn't. I've even been known to schedule a nap or "reading a novel" time.

Contact Tara:



Flamingo Fact #101: Visibility

During mating season, flamingos perform elaborate group dances involving synchronized movements, head-flagging, and wing-saluting to attract potential mates.

Want to attract your ideal client?
Take a page from a flamingo's strategy: let yourself be seen.
(Maybe without the head-flagging and wing-saluting, though!)



Leading Lady Collective Member Spotlight



Laverne Franklin-Jones

Laverne Franklin-Jones is a Style Coach and Wardrobe Stylist

with a passion to style career women and entrepreneurs who

want to make a statement without saying a word by creating a wardrobe that reflects their authentic personality, and boosts their confidence inside and outside the workplace. Her personal styling solutions are designed to build an impactful wardrobe that elevates a woman's unique style that is strategically built around her existing wardrobe. For retail therapy, Laverne offers cabi, a boutique clothing brand, through individual and group fashion experiences.

Laverne shares her story as a two-time Breast Cancer conqueror as a co-author of "Owning Your Uniqueness: Your Voice Matters", a collaboration with twelve women who share inspiring stories of

triumph of circumstances.

Laverne is an advocate for health, wellness, nutrition, prevention and treatment; and has a desire to educate and connect others with community resources.

Laverne is married and lives in Upper Marlboro with her husband Michael and their beagle, Ginger. She serves as a minister of the Gospel at Cornerstone Peaceful Bible Baptist Church under Pastors Daniel and Sabrina Mangrum. And for fun, Laverne enjoys spending time in the kitchen baking or cooking up deliciousness for family and friends, as well as traveling and photography. Laverne's life centers around fashion, family and faith.



Contact Laverne:

Website: www.LaverneFranklinJones.com

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Sophia Hardesty

Sophia Hardesty (formerly Tobin) is the Founder and Owner of Naptown Sings and Plays! With an unwavering passion

for music education, Sophia opened the **Naptown Sings and Plays!** studio in 2013 to offer a rich and exciting musical experience to local Annapolis youth. She holds two music degrees from The University of Maryland School of Music, College Park: a Bachelor of Music in Vocal Performance and a Bachelor of Music Education in K-12 Vocal/General Music. She also holds a Master of Music Education degree from Anderson University.

Sophia is a former Vocal/General Elementary School Teacher in Prince Georges County, MD. During her tenure, Sophia conducted award winning choirs, named for excellence in both technique and expression. She also collaborated with a 3-member team to rewrite the county's elementary choral curriculum. In addition, Sophia has worked extensively in the music industry, including behind the scenes operations at DC rock shows, promotions for DC101 Radio and administration for The John F. Kennedy Center for the Performing Arts.

In her free time, Sophia loves exploring the outdoors with her two kids, August and Irene, scenic runs along the Chesapeake Bay, and meeting her rockstar husband on tour in various cities.

Sophia currently directs the **Naptown Sings and Plays!** SELECT and ELITE Glee Clubs, which perform all over the Annapolis area, including at events like Eastport A Rockin, The Chocolate Binge Festival, The Annapolis Grand Illumination Christmas Tree



Lighting, and First Sundays. Additionally, Sophia teaches and holds the vision behind the studio's early music classes for babies and toddlers and preschoolers. She works persistently to create programs that foster music education from babyhood through the school years.

Sophia is grateful for the support of her amazing staff and the Annapolis community as her dream of offering full-service music education programs has become a very large reality.

How do you approach making your business visible to consumers in a way that authentically reflects your values and feels aligned with your soul's purpose, rather than conforming to industry norms or expectations?

Every piece of content we put out on social media, in moms groups, in ads and otherwise reflects our studio vibe. We are bright and colorful and modern and fun. My soul's purpose is to inspire children to love music. It guides my hiring, the type of classes I offer, and the vibe in each class. Since our content comes directly from our classes, this naturally shows in our visibility. If parents want an amazing immersive musical experience for their children, where they can be authentically themselves, they know where to come. We aren't shy about letting people know what we are about.

Contact Sophia:

Website: www.naptownsings.com



Leading Lady Collective Member Spotlight



Courtney Parfitt

Courtney Parfitt is the owner of Thrive Gym, a children's activity center offering gymnastics, tumbling, ninja, team sports, and camps to families in our community.

Courtney has grown her business with the mission of teaching 'Life Lessons Through Sport'. She strives to provide everyone who interacts with her business—



customer, employee, and student alike—with a space where they can connect, belong and be inspired. Courtney lives in Arnold, MD and has two children. In her spare time, you can find her running, reading and hanging out with friends.

Contact Courtney:

Website: www.thrivegym.org



Laura Schaeffer

Laura Schaeffer, Owner of Quaintrelle Boutique. We are a women's apparel boutique bringing you

a variety of styles to elevate your every day look. We specialize in easy to wear pieces for a variety of occasions from casual days, to work, to date night,

and weekend plans. Visit our storefront located at 4730 Mountain Road, Suite 10, Pasadena, MD 21122 or visit us anytime online.



Contact Laura:

Website: www.quaintrellestyle.com

Leading Lady Collective Monthly Topics

Work Rhythms

Embracing natural work rhythms and white space fosters creativity, productivity, and balance by honoring the ebb and flow of our entrepreneurial journey.

Leadership

Effective leadership involves clear communication, capacity building, accountability, and aligning actions with core values to inspire and guide others authentically.

Visibility

Showcasing our businesses authentically and aligning actions with core values ensures that our path forward is guided by our unique essence and deepest convictions.

Values

Aligning decisions and actions with our core values illuminates our path forward, allowing us to lead with authenticity and purpose.



Personal Wellness

Prioritizing well-being and rejecting the notion that success requires sacrificing health enables us to show up as authentic, purposeful leaders.

LEADING  LADY



Leading Lady Collective Member Spotlight



Heidi Schmidt

How do you foster a sense of community and collaboration among your team members, and what strategies have you found

effective in promoting a positive work culture?

Having a team is new to me, however I aim to foster openness and positivity by giving feedback to my content creators and sharing gratitude. I am thankful to be at a point where I am able to have support for my clients, and I know the work it takes as a freelancer, so I always share immense gratitude to my team for their contributions.

In what ways do you prioritize communication and transparency within your business to ensure alignment between your team's values and those of your clients, ultimately building trust and fostering long-term relationships?

Transparency and communication are of the utmost importance to the success of any agency so I prioritize systems for my team to communicate openly (slack, Notion). My agency also prioritizes excellence and quality work, so we are always open to feedback from our clients; we are able to serve better when we know what our clients like and don't. Creating content for brands can be challenging, and



we don't always get it right, but we pride ourselves in getting it mostly right and always being open to feedback so we can grow and do better.

What suggestions do you have for a new business owner about stepping into their leadership role and building community among their employees and/or clients?

Be open and transparent. In the world of social media where it's mostly a highlight reel, don't be afraid to share the behind the scenes, the hard, and the tough—as an entrepreneur, it makes you much more relatable to your audience. We reap what we sow, so ensure you're seeking communication points with clients and the team when you feel that things aren't working or if something feels "off"—you'll benefit. I always stress over communicating—both with my clients and my team. Finally, be authentic. Be true to your values. Authenticity breeds growth and community. When your community relates to you, you'll see better engagement and engagement always breeds growth, both online and in person.

Contact Heidi:

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Maura Sniegowski

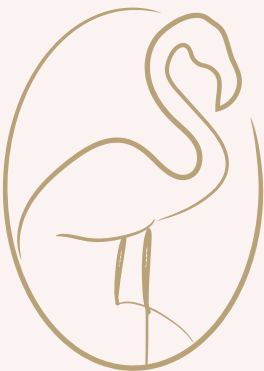
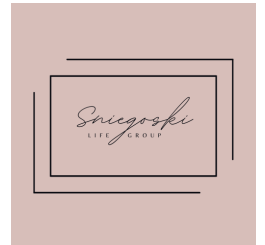
Maura Sniegowski serves as the Managing Partner of the Sniegowski Life

Group, an independent insurance brokerage serving families local and across the United States. With a wealth of expertise spanning 19 years across diverse

industries, she employs a consultative communication style and demonstrates an unwavering commitment to identifying and delivering optimal solutions for her clients. Driven by a commitment to growth, she is focused on expanding her agency to new heights.

Contact Maura:

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Flamingo Fact #102: Personal Wellness

Flamingos engage in hours of meticulous preening each day to maintain the health and waterproofing of their feathers, allowing them to thrive in their environment.

Dedicating time each day to your own self-care helps maintain your efficiency, mental health, and well-being.



Leading Lady Collective Member Spotlight



Jamie Thompson

Over the course of her career in public accounting, Jaime honed her ability to effectively prioritize tasks and manage

multiple projects amidst tight deadlines.

Subsequently, her experience working for various private companies in DC provided her with a valuable client-centered perspective on accounting. This unique blend of expertise has enabled Jaime to excel in her field and ultimately inspired her to launch her own accounting firm.

As a lifelong member and Gold Award recipient of the Girl Scouts, Jaime holds a deep-seated commitment to community involvement and volunteerism, instilled in her from an early age. She has served as Treasurer for community organizations including The Junior League of Annapolis (2021-2023) and The Rising Tide Society (2023-Present).

Originally from St. Mary's County, Maryland, Jaime is deeply rooted in her home state and now resides in Queen Anne's County. In her free time, she relishes being out on the water, exploring new destinations with her family, and socializing with friends. Currently, Jaime and her partner reside on Kent Island, where they live with their two beloved dachshunds, Coco and Sparky.

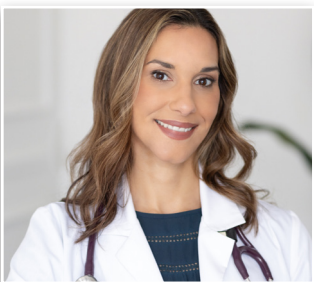


How do you approach making your business visible to consumers in a way that authentically reflects your values and feels aligned with your soul's purpose, rather than conforming to industry norms or expectations?

We believe in genuine connection with our audience. One of the ways we do this is by prioritizing education and empowerment. We offer resources, workshops, and training sessions that empower our clients to take control of their financial health and make informed decisions. We also leverage digital platforms and communication channels to engage with our audience authentically. Whether it's through social media, webinars, or personalized content, we strive to foster meaningful connections and conversations that reflect our values and purpose. One of the ways our clients find us is through our active involvement in the community. As a Lifetime Girl Scout and volunteer in multiple organizations over the years, helping people is in my nature. Our community involvement not only reflects our values but also allows us to connect with like-minded individuals who share our commitment to making a positive impact. Ultimately, our goal is to build lasting relationships based on trust, integrity and mutual respect.

Contact Jamie:

Website: www.nicholynn.com



Monique Willingham

Monique Willingham, CRNP has always had a passion for holistic wellness and beauty as

well as developing an open and honest rapport with her patients. She believes everyone deserves love and grace without guilt for wanting to feel and look their best. She helps women age gracefully through balancing hormones, restoring gut health, optimizing thyroid function and improving energy. She is native to Maryland and has over 18 years of clinical experience in oncology, surgery and wellness.

She is a certified Nurse Practitioner in Adult Health and earned her Master of Science degree from University of Maryland and earned her Bachelor of Science in Nursing from University of Delaware. She has completed continuing

professional development and education courses in functional medicine, anti-aging and advanced peptides, IV infusion and injectables, women's health and HRT as well as the science of medical cannabis. She is also certified in cosmetic injections.



Monique founded **Remedy Green** with the mission to empower patients to reclaim their health, to have the confidence to commit to change and give them the guidance and knowledge on how to make those small changes to live their best lives.

Monique lives in Severna Park with her husband and two teens. You will see her around town walking with her family, visiting the Farmer's market or socializing at local music venues, wineries, and breweries.

Contact Monique:

Website: www.remedygreenwellness.com

"The more healthy habits you have, the easier it is to create the life of your dreams. Small actions, when repeated, have the power to shift your life."



Leading Lady Collective Member Spotlight



Maria Winters

Maria Winters is a licensed clinical professional counselor (LCPC) in the state of Maryland, a National Certified Counselor (NCC),

and an approved Supervisor of clinical professional counseling by the Maryland Board of Professional Counselors and Therapists. She has over 20 years of experience providing support to adults and adolescents in a variety of settings including community clinics, foster care, juvenile detention, and private practice.

Maria is the founder and owner of **The Coaching Therapist, LLC**. She provides workshops and training on different topics related to mental and emotional health. Her passion is to provide education and to normalize conversations about mental health. She strives to make emotional wellness something that everyone appreciates and prioritizes.

Maria has been conducting emergency safety risk evaluations to patients of all ages in a hospital setting—Emergency Department. She provides group

therapy to adults and adolescents at a psychiatric day hospital, and teaches Psychology courses as Adjunct Faculty at Anne Arundel Community College.



Maria achieved her bachelor's degree in psychology at Northeastern University in Boston, Massachusetts, and subsequently completed her master's degree in counseling psychology at Argosy University in Washington, DC. Maria is an ICF trained Life Coach. She is a certified instructor with Mental Health First Aid USA, and has completed advanced Psychological First Aid training with its creator Dr. George Everly.

Maria has had several appearances as an expert guest on the TV station Telemundo 44, and radio station El Zol 107.9. Maria has also written columns for the Capital Gazette and Luminis Health newsletter.

Maria is fully bilingual in English and Spanish.

Contact Maria:

Website: www.thecoachingtherapist.com



Leading Lady Podcast Episodes

Work Rhythms:

- A Business Woman's Guide to Achieving Success and Balance
- Tips for Scheduling Time Off as a High-Achieving Business Owner

Personal Wellness:

- Corporate Wellness, Anti-Diet Culture, and Talking to Children about Food with Elizabeth Harris
- How to Break the Toxic Cycle of Comparison, Negative Self-Talk, and Perfectionism

Visibility:

- The Importance of Professional Photography and Branding with Maureen Porto
- Uplevel Your Marketing Materials with Jennifer Osterhouse

Leadership:

- Create Balanced Leadership as a High-Achieving Woman
- Great Teams and Great Leadership with Julie Campbell

Values:

- The Importance of Kindness and Its Impact on Your Life
- Tips for Redefining Hustle and Ditching Overwhelm with Erin Harrigan





Leading Lady Collective Events

Collective Member Events:

June 7, 2024

Collective Community Hours
Members co-working time
8:30 - 10:30AM

June 12, 2024

Collective Writing Group
11:00 - 1:00PM

June 14, 2024

Collective Community Hours
Members co-working time
8:30 - 10:30AM

June 21, 2024

Collective Community Hours
Members co-working time
8:30 - 10:30AM

June 28, 2024

Collective Community Hours
Members co-working time
8:30 - 10:30AM

July 5, 2024

Collective Community Hours
Members co-working time
8:30 - 10:30AM

July 10, 2024

Collective Writing Group
11:00 - 1:00PM

July 12, 2024

Collective Community Hours
Members co-working time
8:30 - 10:30AM

July 19, 2024

Collective Community Hours
Members co-working time
8:30 - 10:30AM

July 24, 2024

Quarterly Leading Lady
Networking
Mid-Year Reset!
11:00AM - 1:00PM

July 26, 2024

Collective Community Hours
Members co-working time
8:30 - 10:30AM



Upcoming Member-Hosted Events:

June 1, 2024

Naptown Sings ELITE Glee
at the Annapolis Pride Parade
Parade: 11:30-1
Festival: 2:25-2:55
Learn more [here](#)

June 4, 2024

Estudio para el Fitness
Emocional Aprende a
Cuidarte en 8 Dimensiones
con Maria Winters
6:30 - 8:00PM
Learn more and register [here](#)

June 5, 2024

Yoga in Real Life with
Julie Blamphin
9:00 - 10:00AM
Learn more [here](#)

June 8, 2024

Emotional Fitness Studio
Creating a Magnetic Vision
(Maria Winters Event)
9:30 - 10:30AM
Learn more and register [here](#)

June 8, 2024

Regenerative Breathwork
on the Farm
Honey's Harvest Farm
10:00 - 11:30AM
Learn more and register [here](#)

June 9, 2024

Usui/Holy Fire® Advance Reiki
Training (Reiki Level III)
9:00AM - 6:00PM
Learn more and register [here](#)

June 15, 2024

Studio Recitals at the Naptown
Sings and Plays Studio!
9:00 AM - 7:00 PM
For more information, email
info@naptownsings.com

June 22, 2024

Naptown Sings ELITE Glee
at Eastport a Rockin
12:10 - 1:10 PM
Learn more [here](#)

June 23, 2024

Full Moon in Capricorn
Regenerative Breathwork Circle
Annapolis Crystals
5:00 - 6:30PM
Learn more and register [here](#)

June 24 - 28, 2024

Strong Kids Run Summer Camp
9:00AM - 12:00PM
Learn more and register [here](#)

June 27, 2024

Leading Lady Ambassador
Leadership Series
The Gift of Feedback with
Julie Campbell
6:00 - 8:00PM VIRTUAL
Learn more and register [here](#)

July 2, 2024

Estudio para el Fitness
Emocional Salud Física y
Bienestar Emocional
(Marie Winters Event)
6:30 - 8:00PM
Learn more and register [here](#)

July 3, 2024

Yoga in Real Life with
Julie Blamphin
9:00 - 10:00AM
Learn more [here](#)

July 22 - 26, 2024

Strong Kids Run
Summer Camp
9:00AM - 12:00PM
Learn more and register [here](#)

July 25, 2024

Leading Lady Ambassador
Leadership Series
Four Ways to Freedom
with Julie Blamphin
6:00 - 8:00PM
Learn more and register [here](#)

July 31, 2024

Severn Leadership Group
Fellowship Program
Application Deadline
Learn more and apply [here](#)

Events current as of print. Please check for updates on [digital calendar](#).