

In the Helping Business

Dawn Abbuhl talked persistence, evolution in her Changemakers event

Dawn Abbuhl, president and cofounder of Repeat Business Systems, kicked off Women@Work's new Changemakers breakfast series.

It was the networking organization's largest breakfast crowd, 100 attendees, to date.

Jennifer MacPhee from the series' presenting sponsor, Bank of America, introduced Abbuhl at the Jan. 10 event.

Abbuhl shared how she and her husband started Repeat Business Systems, an office technology supply company that has grown. She also emphasized the culture of helping one another, something Abbuhl said happens in her business from the top down.

Other pieces of wisdom Abbuhl shared:

■ **Get it down on paper.** Write absolutely everything on your calendar one month in advance. This includes exercise, hobbies, and time with family and friends. This is how you can do it all.

■ **Never give up.** Don't be afraid to be persistent. "No" means: "Not yet." Be open to criticism. It is an opportunity to grow.

■ **Relationships are everything.** Customers buy from whom



Want to connect with Dawn Abbuhl?

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they like. The top reason people leave a job is that they don't feel valued and connected.

■ **Give as much as you can within your means.** "The most important thing I have learned is to give as much as you can within your emotional, time and physical means," Abbuhl said. "Give to your staff, you customers, spouse, partner, friends, and family. This doesn't mean only tangible items — it can be advice, assistance, or just time. Never give in order to get something back, or keep tally. Give because you are part of the world and it will connect you."

Photo: Wf. Waldron

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