

The Rotary Club of Seattle is pleased to bring you this weekly Totem Newsletter.  
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**This Week's Meeting**  
February 9, 2005

*Standing Tall...Reaching Back*  
**PAULETTE TURNER**  
IBM

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Red Lion Hotel on 5th Avenue  
1415 5th Avenue

#### **Standing Tall...Reaching Back**

The Business Mentors Committee, chaired by **Steve Boyer**, welcomes very special guests this week: business owners from the Central District. As reported in the February 2 Totem, this committee has 23 Rotarian mentors working with 15 businesses. Business Mentors Committee was launched by **Bill Bradford** in 1997 to help guide University of Washington Business School students through their consulting process with small, inner-city businesses. Mentors spend up to six hours a month providing professional expertise and industry specific knowledge to student teams and to minority business owners.



Paulette Turner

Paulette Turner, a 30-year employee of IBM, has been specially chosen to address our guests, and will share her perspectives from growing up in segregated Alabama to her current role as a businesswoman and mentor/champion for others.

Paulette Turner is director, Americas Sales Learning Transformation, in the IBM Learning organization. Her responsibilities include the deployment of all sales force learning initiatives and programs that enable high performance sales transformation. She has previously held IBM sales, sales training and sales management positions.

Throughout her tenure with IBM, Ms. Turner has received numerous IBM awards including the coveted Golden Circle Award for her sales success. She currently represents IBM as the senior location executive for Tarrant County. She is an advisor for the Transcenders of Diversity, the DFW chapter of the National Black Network of IBM employees. Paulette serves the D/FW community through her involvement as board member on the Texas Christian University - M.J. Neeley School of Business International Board of Visitors, Fort Worth ISD School and Community Partnerships Advisory Committee, and Housing Opportunities of Fort Worth. She is secretary of the

Dallas Black Dance Theatre board.

Ms. Turner was honored in 1997 at the YWCA Tribute to Women in Business and was featured in the Minority Business News DFW article "Women Who Mean Business" in March 1999. In November 2003 she was recognized as an "Influential Woman of Texas" by the Fort Worth Business Press for her business success and community involvement. She was also featured in the Nov/Dec 2003 issue of Women's Enterprise Texas as a successful Woman In Marketing.

Born in Miami, Florida, Paulette Turner grew up in Huntsville, Alabama. She has an undergraduate degree in Biology from Rockford College in Rockford, Illinois and an MBA from Southern Methodist University.