



CIBS Long Island Women break through the “grass” ceiling by hosting first annual golf outing

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Smithtown, NY Three years ago, after joining CIBS (Commercial Industrial Brokers Society) and becoming a member of the CIBS W committee, Patti Kielawa of Hanover Bank, having successfully won business on the golf course, wanted to bring her passion for golf to other professional women. Always hearing reluctance, from women, when asking them to join her on the golf course, such as “I am not good enough”, “I always wanted to learn”, and “I wish I knew how”, it was time to change those answers.

Shown are Melissa Naeder and Patti Kielawa

With the support of the entire CIBS organization, Hanover Bank, golf pros - Bob Greenstein and Jim Lembo, Heartland Golf Park, Kielawa started a golf clinic. Hosted by CIBS W they extended the offer to participate in the clinic to LIBI W and LIREG W and ran it the entire summer. With the clinic being so successful, they took the next step at Stonebridge Country Club and started playing weekly on the course and learning golf etiquette.

Knowing how much business has been conducted on the course, the relationships formed, and that it was mostly a male dominated sport, CIBS W decided to host their first annual CIBS W 9 and Dine Golf Outing. The reason was to empower these women to participate in golf outings and represent their respective companies on the course.

With the help of a newly formed CIBS W golf committee Patti Kielawa, golf committee chair, Elene Bara, Kathy Pasquale, Laura McKenna, Melissa Naeder, CIBS W chair, and Michelle Dell'Orto, the outing was held on Sept. 26th. Each of these women had their own reasons for joining the committee:

"It's been absolutely incredible to see how much CIBS W -Golf has brought so much joy, confidence, empowerment, friendships and business into all of our lives since Patti Kielawa has created CIBS W Golf for the organization!" said Naeder, of Cushman & Wakefield.

Shown (from left) are: Michelle Dell'Orto, Elene Bara, Kathy Pasquale, Laura McKenna, Patti Kielawa, Melissa Naeder, Rachel Butiu, Andrea Tsoukalas-Curto Esq., Julia Lee Esq., and Kylie Springs Esq.

"Golf can be very intimidating – especially for women! It was amazing to see the transformation of these professional women on the golf course! I was truly honored to be included in such a momentous event and help with the planning and execution of the CIBS W golf outing!" said Pasquale of JRS Architect, PC.

"I wanted to support and encourage women to try a sport that has been traditionally male dominated. The lessons and first golf outing hosted by CIBS W took place in a non-threatening environment and were important first steps for so many women that had little or no golf experience. I met so many wonderful women and made business connections in the process," said McKenna of Bank of America.

"I joined because I enjoy the opportunity to empower women to get on the golf course and have the confidence to be able to conduct business while golfing," said Bara of Henricksen.

"Glad to join forces with superb professionals and help build a strong foundation for future CIBS-W outings. This is a wonderful organization where support, networking, learning and relationships has

had a positive impact on my personal development,” said Dell’Orto of Suffolk Credit Union

“Watching and listening to how happy these women are that they have learned the sport of golf, are excited to play, and have started participating in outings, is truly indescribable. Helping to give them the opportunity to expand their business relationships on the course is very rewarding and I look forward to hearing about their successes. Now, when I ask one of these ladies if they want to play a round, I always get a yes. It is the best outcome there could be,” said Kielawa.

With the support from the CIBS organization, the sponsors, local businesses, volunteers and golfers, the event was successful in all aspects. The women gained confidence and conducted business while having fun. With the help of Brillian Stars Jewelers a donation was made to Pink Cans 4 Cancer

Everyone is anxiously waiting for spring to come when they start up again. They look forward to new participants for the clinic, golf on the course, and the outing.

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