What’s Inside:

Board of Directors

President’s Column

Hoteliers: Give Your Groups a Good Night’s Sleep

Government Shutdown: A Planner’s View

The Meeting is the Message

Volunteers of the Quarter

Merry New Year!

Three MPI Membership Scholarships to be Awarded Monthly

MPI Annual Fundraiser Auction 2013 Photos

Welcome New Members

Calendar

Social Media Update
COMING SPRING 2014
LAWRENCEBURG EVENT CENTER & HOTEL

★ 18,000 sf Exhibition/Concert Facility
★ 7,500 sf Ballroom
★ 12,000 sf Meeting Rooms/Board Rooms
★ 164 Room Hotel
★ 150 Seat Restaurant/Bar

BOOKING NOW!
Book your 2014 or 2015 meeting now to receive your 3 nights/4 days hotel accommodations at our sister property, the M-Resort & Spa in FUN LAS VEGAS and a basket of goodies upon arrival to include show tickets, meals and transportation vouchers. Subject to availability, Sunday thru Thursday.

HOLLYWOOD Casino
LAS VEGAS
Lawrenceburg, IN

For Group Sales please contact 1-888-274-6797.
www.hollywoodindiana.com

Gambling Problem? In Indiana call 1-800-9-WITH-IT
MEET OUR 2013-2014 MPI OHIO CHAPTER BOARD OF DIRECTORS

President
Holly Draughn
Hampton Inn & Suites
501 North High St.
Columbus, OH Downtown 43215
Phone: 614-324-9028
holly.draughn@hilton.com

Vice President of Education
Dee Wolfe
Director, National Business Development
Bartha
600 N. Cassady Ave.
Columbus, OH 43219
Phone: 1-800-363-2698
dee@bartha.com

Director of Marketing
Lanie Cuthbert
Allied Sources
4327 Claymill Court
Hilliard, OH 43026
Phone: 614-352-2487
lanel@alliedsources.com

Director of Special Projects
Jennifer Veselko CMP
Caesars Entertainment Inc.
7772 Callow Road
Leroy, OH 44077
Phone: 440-254-4314
jveselko@caesars.com

Director of Special Projects
Dee Wolfe
CMM
Mulligan Management Group, LLC
PO Box 974
Hudson, OH 44236
Phone: 330-472-7673
dede@mulliganmanagementgroup.com

Vice President of Finance
Laurie Miller CMP
Ohio School Boards Assn
8050 North High St., Suite 100
Columbus, OH 43235
Phone: 614-540-4000
lmiller@ohioschoolboards.org

Immediate Past President
Anna Ryan CMP
OCLC - Online Computer Library Center Inc.
6565 Kilgour Place
Dublin, OH 43017
Phone: 614-764-6179
ryanan@oclc.org

Director of Membership
OPEN

Director of Professional Development
Danielle Shiltz CMP
Quest Business & Conference Center
8405 Pulsar Place
Columbus, OH 43240
Phone: 614-540-5540
dshiltz@quest-centers.com

Vice President of Membership
OPEN

MPIOH Mission Statement:
To enhance the overall quality and awareness of the meetings industry by ensuring the professional development and growth of its membership through targeted educational programs and networking opportunities.

Vice President of Special Projects
Jennifer Veselko CMP
Caesars Entertainment Inc.
7772 Callow Road
Leroy, OH 44077
Phone: 440-254-4314
jveselko@caesars.com

Vice President of Strategic Partnerships
Angie Gasaway CMP
HelmsBriscoe
2838 Pheasant Field Dr.
Hilliard, OH 43026
Phone: 614-205-8998
agasaway@helmsbriscoe.com

Vice President of Communications
Jason Linscott
HPN Global
4241 Verbena Lane
Powell, OH 43065
Phone: 740-881-4204
jilinscott@hpnglobal.com

MPIOH Executive Office
Jessi Konnagan
4010 Executive Park Dr.
Suite 100
Cincinnati, OH 45241
Phone: 513-563-8674
Fax: 513-563-9743
Email: admin@mpioh.org

Helping to build your companies voice, identity and personality.

Reserve your space for the upcoming issue!

Advertising Opportunities
For information about advertising opportunities, please contact Barb Burgie at 614.273.0783 or barb@burgiamediafusion.com.
President’s Column
By: Holly Draughn, CTA
Hampton Inn & Suites, MPI Ohio Chapter President

Dear MPIOH Members,

Happy New Year to all! As we close the year and start a new, it is time to be thankful for all that is good, reflect on oneself and things we have accomplished and begin the process of what we want to do in the New Year.

I have so many things to be thankful for; I also know there are things I should have done or maybe could have done better; but don’t we all?

Do you have that never ending “to do” list that does not ever seem to get shorter and in my case tends to get longer? These are the things that can really hold us back from being our best or let us think we are not moving forward.

As I heard in a webinar recently; “Clean it up!” Finish the things that are truly important and let go of what is really not important and keep jumping list to list to list. Start the new “season” with a clean list.

So how do you stop the vicious cycle of chasing your tail or never feeling like you are caught up or let you feel great about starting the New Year because you are stuck on the “what didn’t I do”?

Here are my thoughts and I can only hope they are helpful in some fashion to put you on the right track to feeling great in 2014.

I had the pleasure of attending our December Education Day with some outstanding speakers that really sent a message that hit home. Here are just a couple of key points that I took away that I hope can help you.

• Is your WHY strong enough to keep you engaged and motivated?
• Ask yourself;

What is the worst thing that can happen if I don’t_____?
What is the best thing that can happen if I do_________?

• Do you surround yourself with positive nouns? (people, place, thing or idea)
• Do you have “meaning” in what you are doing?
• An idea was to create a “tool box” of the ten things that inspire or motivate you, keep it on you at times; look at it often.

These can be used for things at work or things at home; that’s what makes it so great.

Think of these five things;
1) A great person in my life is________________________
2) A great thing about my current job is_____________________
3) A great gift or talent that I have is_____________________
4) A great experience that I have had is_____________________
5) A great opportunity that I have been given is_____________________

Thinking about great things can instantly change your thought process and also these are the things that no-one can take away from you; they are yours!

The world can be a negative place and the one thing that we can control is our thoughts and our actions!

I know one of my top ten things that inspires me, is surrounding myself with good people and that is why I continue to be engaged with MPI and I truly enjoy being your President.

I would love to hear what inspires or motivates you; or what we can do as MPI to help you be great in 2014.

I hope to see you all at the Mid America Conference this March in Columbus, Ohio; you really don’t want to miss it!

I wish you all a year filled with great!

Be good to yourself, be in the moment and be engaged!
This summer I stayed in a name-brand hotel in mid-town Manhattan for business. It was a relatively new venue and I wanted to give it a try. Plus it had great online customer reviews. Everything went well and I was prepared to give this hotel a big thumbs up until my last night of stay. This is how easily the tide can turn at your hotel if you are not prepared to deal with it.

On the last night, someone was smoking in their room (a big no-no) and when I called the front desk to complain at 11:30pm, they sent someone up to my room who stated they simply could not pinpoint where the smoke was coming from and they were unwilling to knock on people’s doors to see if they were violating the hotel policy. Then at 3am, a very intoxicated young woman was bellowing in the hallway, “I can’t open my door!” over and over again. The hotel people and the guy next door tried to help and got her into her room only to have her enter the hallway once again 15 minutes later bellowing the same statement.

Needless to say, I received little to no sleep that night and I was totally worthless to the client and my team the next day. And guess who got hammered by my online review? You betcha… that hotel.

So here is the moral to the story: Hotels may not want to take responsibility for a business traveler’s restful night’s sleep, but in the end, if the guest does not awake restful, chances are you lost them for good. I can say with great certainty given the number of hotels in Manhattan, I will never stay at that hotel again.

Some hotels and resorts are getting this message loud and clear and even making it their number one priority to provide their guests with a restful night’s sleep.

TripAdvisor recently asked the following question, “Do you take sleep quality into consideration when choosing a hotel?”
- 55% said yes
- 27% said no
- 18% said maybe and
- 18% said they look for hotels that offer sleep amenities

Here is a listing of what some hotels are doing in the interest of promoting a restful night when marketing toward business travel:
- Provide an after-dinner sleep elixir of chamomile tea and apple cider
- Offer banana oatmeal cookies
- Provide slumber kits which include an eye mask, ear plugs and a CD of ambient music
- Have a sound sleep channel set with a timer that plays music
- Enforce quiet time between 10 pm and 7 am by posting signs in the hallway
- Provide quality mattresses
- Take out the bedside clock
- Get rid of wall-mounted Plasma TVs that can seep noise into the next room
- Have the room attendant dim the lights, adjust the temperature, turn on soothing music and draw the curtains.
- Provide a pillow menu
- Call the room with a “work down call” to remind guests to turn off all their computers and mobile devices.
- Put shades up that block out lighting

“People carry their sleep issues to the hotels they stay in. You can get the best bed in the world, but if you don’t provide people with additional resources, they’re not necessarily going to get good sleep,” stated Nancy H. Rothstein, The Sleep Ambassador®.

Dede Mulligan is on the Board of Directors of the Hudson Clocktower Rotary and MPI Education Chair for Northeast Ohio. De-de Mulligan, CMM has been an experienced meeting professional since 1993. She has planned, coordinated, and executed over 1,500 meetings for groups from 10 to 10,000 individuals. She has been an active writer, blogger and social media strategist in the meetings industry since 2009. She lives and works in Hudson, Ohio. You can reach her at dede@mulliganmangementgroup.com.
GO BEYOND THE STAGE

Build a lasting message.
Shape an attitude.
Gain a trusted partner.

www.bartha.com
1.800.363.2698
GOVERNMENT SHUTDOWN: A PLANNER’S VIEW

By: Blair Potter

Dara Hall, CMP, CMM, executive vice president of Event Source Professionals (ESP) Inc. and a member of the MPI Dallas/Fort Worth Chapter, discusses government meetings in the wake of the recent U.S. government shutdown and the possibility of further disruptions in the near future.

ESP is a certified woman-owned small business that has produced meetings for various government agencies—including the IRS and Homeland Security—over the years, and created a government meeting initiative in 2008. ESP was awarded an Advertising & Integrated Marketing Solutions (AIMS) General Services Administration (GSA) Schedule in 2010, and won a five-year, multimillion-dollar contract with the National Institutes of Health six months later. The government now makes up nearly half of the company’s business.

What effect have you experienced or witnessed in the industry during the recent shutdown? The shutdown, in addition to causing angst for our government contacts, resulted in delays across the board: proposal deadline delays, delays in the publication of answers to questions asked in advance of proposal preparation, delays in awarding of contracts and delays in payment for work done. This resulted in reduced lead times in an arena already experiencing incredibly short lead times.

ESP is somewhat unique in that we act as the end-user for our programs by signing the contracts and taking responsibility for payment of supplier invoices. The government shutdown delayed program payments, which meant we had to choose between being perceived as being slow to pay our suppliers or incurring interest charges for drawing on our line of credit. The incredibly tight profit margins that already exist in the world of government meetings make that a tough decision. So, as was the case with 9/11, solid working relationships with your suppliers is key.

What clearly separates government-related work from other business that’s conducted in the meeting and event industry? The delineation between a government-related RFP and those that come from other business is becoming more and more blurred. Especially with publicly traded corporations that are required to report expenditures with minorities (i.e., service-disabled, 8A, WOSB, etc.), transparency is key. Valid meeting objectives are scrutinized, and the approval process can take longer and require many levels of authority. Typically, suppliers need to waive cancellation and attrition clauses for government meetings and will need to observe shorter requirements for guarantees.

What is the long-term effect of this and possible future shutdowns? Uncertainty on all sides of the equation for sure. I would imagine that our hotel partners especially might be hesitant in the future to accept contracts for government business. We could certainly see higher prices in the future for accepting the risk of booking government business.

What have you learned from the most recent government shutdown that you can apply going forward? We knew this before, but it is more important than ever: diversify, diversify, diversify—and forge strong relationships with your suppliers.

Permission to reprint this article was granted by Meeting Professionals International (MPI). The article was previously published on MPIWeb.org.
The award-winning industry blog, DesignDawgs.net gives readers
the information they need to succeed!

Join the pack! Logon to get:

Event industry information from guest bloggers around the
country and world
- Inspiration for your business, events and meetings
- Exciting new event resources
- The latest trends and design ideas

Started by David Merrell, Creative Director of AOE Events, DesignDawgs.net
is THE place where industry professionals turn when they
need fresh, new ideas for event and meeting design.

www.designdawgs.net

Lake Erie
Shores & Islands
A picturesque destination
with 8,000 guest rooms and
615,000 sq. ft. of meeting space

You’ll find everything you need for a remarkable meeting at
The Lodge & Conference Center at Geneva-on-the-Lake.

We offer 8,500 square feet of flexible meeting space, full-
service catering, professional audiovisual support, and a
dedicated staff ready to make your event a success on the
shores of Lake Erie.

COMPLETE MEETING PACKAGE
$159* per person
- Guest room
- Breakfast
- Morning and after noon breaks
- Meeting room
- Basic audiovisual support

Ask about our many eco-friendly meeting options to make
your event good for you and the environment.

For more information on to book your meeting,
call 866.387.9907 or visit TheLodgeAtGeneva.com.

*Offer valid Sunday–Thursday, January–April 2014, and
Subject to availability. Tax and gratuity included. Not valid on
previously confirmed meetings. Rate based on single occupancy.

Hospitality by Delaware North Companies Parks & Resorts, Inc.
©2014 DMC Parks at Geneva State Park, LLC.
4688 NORTH BROADWAY • GENEVA ON THE LAKE • OH 44041

SHORESandISLANDS.com/group • 800-255-3743
Have you ever heard the phrase the “the medium is the message”? I have always enjoyed the phrase’s pithy pseudo-intellectual tone, but to be honest, I often forget what it really means. Ironically, I heard the phrase again, while watching a rerun of AMC’s hit series Mad Men. And once again, the writers of Mad Men brilliantly demonstrated a culturally established truism, while at the same time making me relearn how the phrase applies to live events and meetings.

First a little background. The phrase “the medium is the message” was coined in the Sixties, by the famous media scholar Marshall McLuhan. At the time a maverick media critic, McLuhan used the phrase to explain the inextricable connection to the type of “medium” used and the audience’s perception of the message. In other words - it is not what you say, but the medium you choose to say it with.

So, how does this phrase apply to meeting and event planners? Well, just replace the word “medium” with the word “meeting,” and you quickly realize what you already know — the “Meeting is the Message.” The mediums used during your meetings and your live events are the message. Everything you present during your meetings and events is an opportunity to influence your audience or lose your audience. A live event medium includes various elements ranging from the lighting design, staging, table setting, sound quality, to the written invitation. If one of the medium’s components lacks quality — then your message is compromised and an opportunity to persuade is lost.

I personally see meetings and live events compromised, when a client forgoes producing quality video, in place of the “guy-in-the-office-who-just-got-the-new-iPhone-with-the-$1.99-video-editing-app” video. The minute you compromise a component of your live event medium — your message is diminished. And it does not end there, because there are even more dangers still lurking, such as the quality of the sound, the ambiance of the lighting and the clarity of the IMAG that combine to influence, the perception of meeting’s message.

Now, I would be remiss to only point out a problem and not present a possible solution, but first, let me also qualify that my advice only applies to live event production because, hotel and food service are not my expertise. With that said, here it goes. First, I would suggest that when dealing with live event production companies that you let them know that you are interested in a “bundled” live event production package, and I don’t mean combining your internet with your home phone. I mean combining the pre-produced media used for your live event, into a bundle of production services in a live event package. Although more expensive, a live event production bundle includes discounted pre-produced videos, motion graphics, PowerPoint/Keynote branding and stage, lighting and set design. Second, do not be afraid to say no to bad video or bad graphics. After all, it is not about content — it’s about the medium.
Obviously, budgeting influences production values, but don’t let that stop you from remembering that a live event medium has many components and the more control you have — the more successful the meeting’s message will be. And if I haven’t already made this point perfectly clear already — a medium will affect the audience, not by its content, but by the characteristics of the medium itself. In other words — THE MEETING IS THE MESSAGE.

Writer bio: Currently, Quinn is the Creative Services producer for MAC Productions, where he specializes in creating content that is visually and emotionally rich and adaptable to television, interactive media and the web.

After receiving his M.A. in Film and Video Production from The American University, Mr. McMurtry worked for eight years in Washington DC in the independent film and video industry. During this time, Quinn traveled to post Gulf War Iraq for Time Life Television documentary series “Lost Civilizations”.

In 2004, Quinn was selected by AV Multimedia Producer Magazine as one of the nation’s Top 30 content producers for his work on the National Submarine Science Discovery Center’s interactive marketing media. Quinn has produced marketing videos, training videos and event media for a variety of clients including CINTAS, TOYOTA, RE/MAXX, Standard Textile and Southbank Partners and his media efforts have helped raise millions of dollars for non-profit organizations.

Volunteers of the Quarter

Liz Green

Liz started working at Equine Affaire, Inc. in 2003 planning national horse expositions in California, Kentucky, Massachusetts and Ohio. She joined the staff at the American Ceramic Society (ACerS), a 100-year old non-profit organization, in 2006 where she was responsible for planning international and national conferences, seminars, and expositions for scientists and engineers working with ceramic materials. In 2011, she began her role as the Director of Education and Member Services for the Ohio Veterinary Medical Association (OVMA) where she planned their annual continuing education conference and educational seminars for veterinarians. She sites her “biggest” year as 2011 when she not only got the job with the OVMA, but also ran her first half marathon, earned a Certified Meeting Professional (CMP) designation, and got married! She joined the Arnold Sports Festival/Classic Productions, Inc. team in April 2013 as their Community Relations Director after returning from maternity leave after having her first baby, a son.

Liz heard about MPIOH from a friend who was a CEO of an association in Cleveland in 2007. She was new to her meeting planning position at that time and knew she wanted to get involved with MPIOH, because she knew that MPIOH would be a great resource for furthering her knowledge and skill sets as a planner, which would surely assist in executing more successful meetings. She also joined to meet and network with fellow peers in the hospitality industry. Liz also learned that MPIOH conducted very strong CMP Study Group and Bootcamp, which she knew would be a great asset. As a member, she hoped to gain continuing education in the hospitality/meeting planning industry, network with like minded individuals, and earn her CMP. Liz said an unexpected, wonderful benefit was the number of friendships she made through the organization.

Liz first decided to serve on the Annual Fundraising/Silent Auction Committee, because, at the time, the CMP application requested that applicants prove commitment to an organization, like MPI, through service on a committee. Her friend was chairing the committee at the time (several years ago), so she chose to join to help her friend. Liz loves the Auction Committee and its goals to raise funds for educational purposes for MPIOH. She states that it is a friendly and fun committee, and she enjoys seeing the auction come together and be successful. She has continued the tradition of volunteering on the Annual Fundraising Committee every year since! Liz’s role is to solicit for silent auction items, and she also assists with setup. She believes she is so successful in her volunteering position because of the numerous items she receives for the auction. Liz credits all her contacts in a wide variety of industries. She really prides herself in working to build and maintain personable relationships. Liz also notes that she believes that her contacts in the hospitality industry donate because they understand and appreciate MPIOH’s great commitment to offering continuing education for its members, and they want to support that mission.

Liz would definitely encourage others to become engaged in MPIOH to enhance their membership experience. She believes it is a perfect way to become more engaged and says its a fantastic way to meet new people in the industry, as well as, build and maintain relationships. Liz has found that working with a committee allowed her to immediately get to know 6 or 7 individuals on a more personal level every year.
Outside of MPIOH, Liz is a Board Member of After School All Stars, volunteers for Columbus Community Care Day and Kids N Kamp as a Holiday Party Volunteer through Columbus Rotary. During the holidays, she and her family also volunteer to reach out to people in need. Speaking of the holidays, Liz and her family are very excited to share her son’s first Thanksgiving and Christmas. She shares that there is nothing like seeing the holidays through a child’s eyes. Liz loves spending time with her extended family, watching Christmas movies, shopping and wrapping, and playing games. Liz is a shining example of the best of how volunteering benefits MPIOH members and the organization as a whole!

Megan Clearkin

Originally from Philadelphia, Megan moved to Atlantic City to work for Harrah’s. Continuing in casino sales positions and working with VIP players, she relocated to Las Vegas and Planet Hollywood. This position took her to Caesars in Las Vegas. In November 2012, she became a “rover” traveling as a corporate sales person where needed in the organization. Her job took her all over the country, traveling Sunday – Thursday, gaining experience and enjoying a fast paced, mobile life until she was asked to consider a permanent position at the new Horseshoe Casino in Cincinnati. Megan took the position in February 2013 and opened the casino with her team in March 2013. Megan has seen many major cities, but she really loves Cincinnati and its “small town” feel. Serving one property and the local corporate business clients allows her to get to know everyone better.

Megan was introduced to MPIOH through her boss, Shelly Williams and Jennifer Veselko. She just joined in October 2013! She joined first on the suggestion of her boss, but she states that she had a great interest in meeting people in the industry and learning new best practices, as well as, following the latest trends. She said the value of the networking is also really important. Since she is considering pursuing her CMP, and has spoken with other MPIOH members who confirmed its value, she knows that MPIOH will be a great asset in her success with gaining the necessary support and CEUs.

Megan said she was motivated to volunteer with the Annual Fundraising Planning Committee, lead by Jennifer Veselko, because she loves planning special events and believed she could help the committee with her connections in Cincinnati. She also knew that, as a new member, it would help her to become more involved and meet other members. She was tasked with seeking out donations for the silent and live auctions. She was very successful in her role, providing many auction items through reaching out to her many contacts. Though Megan is aware that some people might be hesitant to volunteer because of a busy schedule, she wants to assure others that though her schedule is definitely busy, she was easily able to make time to help with the fundraising event planning, only needing to commit an hour or so a week. She said the key was that Jennifer organized the committee many months ahead of time and kept up a regular communication with the committee, inviting the members to share best practices and to help each other. Megan is eager to assist as a volunteer with more MPIOH special events. She would encourage others to volunteer too, because it provides an opportunity to get to know your fellow members more personally and cement new connections.

Megan is just getting started reaching out beyond her new hometown and job, so MPIOH is lucky she chose to spend time volunteering with us! She plans on joining NACE and pursuing some local volunteer opportunities. Megan emphatically states she would encourage others to join MPIOH. The networking, education and personal growth she’s experienced already have proven to be an important part of her professional and personal life. When asked about how she will spend Thanksgiving, she shared she will return to Philadelphia for Thanksgiving Day and will spend the weekend with her boyfriend’s family in Michigan. Megan’s story provides an excellent example of the benefits of volunteering, as well as, highlighting what a benefit every volunteer is to the MPIOH organization.
YOUR HOLIDAY PARTY IS AT THE TOP OF OUR LIST

Booking the perfect holiday party at Belterra couldn’t be easier. Our superior service and expert planners make every event merry and bright. Good food, great entertainment – we take care of all the details. The only thing you have to do is call.

CONTACT OUR SALES MANAGERS TODAY
Debbie Tewanger - 614.282.2867 | Debra.Tewanger@belterracasino.com
Brian Kahn - 513.442.9617 | Brian.Kahn@belterracasino.com

Belterra CASINO RESORT | YOUR EVERY DAY ESCAPE.
belterracasino.com | 1.888.440.4498
Merry New Year!
By: Jason Linscott

As I was writing this I had to stop and do a little math, and yes, I used a calculator. To say I was surprised at the result is an understatement; 25 years ago I started my first job in this industry. What a great ride, right? Good times, bad times and hundreds of friends accumulated along the way. There is no math for the number of times I have stumbled and gotten up or been helped back onto my feet. Someone has always been there to give me advice and point me back towards the goal. What is the goal? Personally or professionally it differs for everyone and that is part of what makes this country great. Only you can figure out your goals.

I read a study last year that says less than 10% of those who make resolutions follow through. How many news items are you going to read this month that offer you tips on what to do for the New Year? Same old, same old, right? Then you are going to make a few resolutions in your head and that’s it? Why can’t this be the year you actually achieve or exceed those “resolutions”?

SAY WHAT YOU ARE GOING TO DO AND DO IT

A few years ago I made the biggest resolution of my life, change everything at once: Life, Work and Family. Swing for the fence. I was overweight, grumpier than normal and tired of someone else telling me what my goals were. I dwelled on it for a year until I finally found a way to change it all. So I pulled the ejection handle and started over, January 7, 2007. First day of the rest of my life I was closing in on 40 years old. By the way, it’s the best thing that I ever did and would do it again. I just read about a guy who was overweight, grumpier than normal and tired of someone else telling me what my goals were. He can be reached at JLinscott@HPNGlobal.com.

What is the goal? Personally or professionally it differs for everyone and that is part of what makes this country great. Only you can figure out your goals. If the same old thing is not working then it is up to you to fix it. Again, it is up to you to fix it. What are your goals? You have the power to take control of them.

TOMORROW IS ALWAYS A NEW DAY

I hope you spent your holiday season surrounded by friends and loved ones. December is stressful but generally is filled with parties, eating, drinking, gift giving and more eating. Now it’s back to reality. Before you waste any more time, take a step back, look in the mirror, and decide what you want to change in your life. What’s important to remember is that you won’t be 100% successful at everything you do every day. That’s impossible, just ask Coke. So we all have to figure out a way to deal with little disappointments and failures. It took me a long time to figure this out, but now I preach it at my meetings. Since then I try something new once a year or so. Last fall I had shoulder surgery, Oscar Blues came to Ohio and Raising Canes opened in Powell, Triple Whammy. So to combat that, I signed up for a full Marathon.

Go the public shame route. Make your goals public through a blog or other means. One of my favorites examples is FatCyclist.com. Cyclist, husband and father Eldon Nelson writes it. He started it to publicly shame himself to loose weight by posting his weight on the internet every day. Over the years it has also gotten him through family sickness and helped him raise many thousands of dollars for charity. All these great things happened because he wanted a new way to meet a goal.

Find a Mentor. What are you career goals, really? Don’t complain about them around the water cooler. Find someone successful you respect and confide in them. Some large companies have mentoring programs, but it does not have to be that complicated. Could be your boss or another leader in the company, maybe a former coworker you can talk to. Take them out for coffee and pick their brain. Successful family members are also a good resource. Books work too. My most helpful mentors have been people that I have directly reported to. Be open and tell them what you career goals are, they have goals as well.

IF IT WAS EASY EVERYONE WOULD BE DOING IT

Change the way you think about your goal setting. In the past maybe you said, “I’m going to quit smoking.” That lasted until you got bored during halftime of the Orange Bowl. This year go about it another way. Here are a couple of ideas to get your creative juices flowing.

Want to loose weight and get healthy? Sign up for a fitness event you never thought you could do. Tough Mudders and Half Marathons are pretty popular right now. Sign up for something that interests you in May or June of this year, pay the money and tell everyone about it. Maybe even get a friend to do it with you. Go to a local running or bike store and join their running or riding group. Not into that, then find a training program online and follow it. Your pride will kick in and take it from there. My first attempt at this method of motivation was Wendy triathlon in June of 2008; I lost 30 pounds in those 5 months and found a new sport to love (no, it’s not triathlon or swimming). Since then I try something new once a year or so. Last fall I had shoulder surgery, Oscar Blues came to Ohio and Raising Canes opened in Powell, Triple Whammy. So to combat that, I signed up for a full Marathon.

Find a Mentor. What are you career goals, really? Don’t complain about them around the water cooler. Find someone successful you respect and confide in them. Some large companies have mentoring programs, but it does not have to be that complicated. Could be your boss or another leader in the company, maybe a former coworker you can talk to. Take them out for coffee and pick their brain. Successful family members are also a good resource. Books work too. My most helpful mentors have been people that I have directly reported to. Be open and tell them what you career goals are, they have goals as well.

SAY WHAT YOU ARE GOING TO DO AND DO IT

A few years ago I made the biggest resolution of my life, change everything at once: Life, Work and Family. Swing for the fence. I was overweight, grumpier than normal and tired of someone else telling me what my goals were. I dwelled on it for a year until I finally found a way to change it all. So I pulled the ejection handle and started over, January 7, 2007. First day of the rest of my life I was closing in on 40 years old. By the way, it’s the best thing that I ever did and would do it again. I just read about a guy who was overweight, grumpier than normal and tired of someone else telling me what my goals were. He can be reached at JLinscott@HPNGlobal.com.
WHERE IN THE WORLD WILL YOU GET YOUR NEXT REFERRAL?

Passports ready? All-aboard to Connex Nation - the community that will “connect you to your next referral.”

Be prepared to be ushered through concepts and tools that will help you to be even more successful in the coming year. Classes forming now.

Steve Kapuscinski
President
steve@allegracinci.com
P: 513.554.1797
F: 513.554.0343

www.allegracinci.com

YOUR SINGLE RESOURCE FOR...

Targeted Lead Generation
Promotional Products
Event Signage – Design + Execution
Print + Online Communications
Graphic Design

www.allegracinci.com
Three Meeting Professional International Membership Scholarships to be Awarded Monthly

By: Margaret Manchik

Disney Destinations, in support of the MPI Foundation, has made it possible for MPI to sponsor memberships for a select number of meeting professionals. Through its generous donation to the Foundation, Disney Destinations is committed to elevating the stature and successful future of the meetings industry.

Award recipients will gain full membership privileges to MPI, as well as the opportunity to join their local chapters. They will have access to national events and local chapter monthly meetings, leadership and committee involvement, industry tools, and peer-to-peer networking with professional colleagues who share similar challenges.

This one year sponsorship through Disney Destinations will open doors and experiences that will undoubtedly enrich meetings professionals’ careers and help recipients deliver strategic value and quantifiable impact to their organizations. To apply for the Disney Destinations scholarship, you must be a meetings professional joining MPI for the first time. Applications are available now and can be found on the MPI website:

http://www.mpiweb.org/Foundation/About/Scholarships/DisneyDestinationsScholarshipProgram

Margaret Manchik
National Sales Assistant Director
Disney Destinations
Jessika Phillips is president and founder of NOW Marketing Group. Her spirit-filled enthusiasm, innovative ideas, and superb strategies are forging new paths in the world of marketing. Jessika takes pride in developing effective marketing methods that significantly impact her clients’ business growth. She is a hands-on leader, directly involved with every customer. That’s what she calls relationship building and what makes her so successful. Jessika has her Masters’ degree in Internet Marketing and she is now a certified Hubspot partner. Her presentation on 7 Steps to Creating a Social Media Strategy that Works, provides education on how to use relationship marketing to reach your ideal buyer persona. Jessika understands the importance of delighting customers and building long-term relationships. To learn more about Jessika Phillips and NOW Marketing Group visit them online at www.NOW-Marketing-Group.com.
MPI ANNUAL FUNDRAISER AUCTION 2013

We had our most successful auction year ever, hosted by our sponsors at Franklin Park Conservatory on November 13, 2013, accompanied by DJ Toad as our sponsor emcee. The MPI Ohio Board and I would like to personally thank everyone who participated at the live event and others who joined online. We were able to raise $1,624.89 that was donated to Nationwide Children’s Hospital, as a portion of the total income from the event. As a hybrid event, guests were able to enjoy networking, online and Chinese auction bidding as well as some amazing live auction grand prize items offered that evening only. One of the fun additional items this year was the “mystery” Tiffany box which contained a gorgeous crystal Tiffany vase -- unveiled at the end of the evening.

Finally, I would like to thank the entire Auction Committee and our Chapter Administrator for all of their hard work and diligence to make an incredible event for our members and guests this year!

We look forward to having everyone together next year and appreciate all feedback and suggestions for the following year, as we strive to continue to improve this important Annual Chapter Fundraiser.
Welcome to Our New Members!

Gabrielle Blocher  
SmartCrowdz  
Phone: 646-351-7592  
Email: gabrielle.blocher@smartcrowdz.com

Barbara Byerly  
Hyatt Place Columbus/Dublin  
Phone: 614-799-1913  
Email: barbara.byerly@hyatt.com

Megan Clearkin  
Caesars Entertainment  
Email: mclearkin@caesars.com

Amy Graham  
Northern Kentucky Convention Center  
Phone: 859-261-1500  
Email: agraham@nkycc.com

Mark Hecquet  
Butler County Convention & Visitors Bureau  
Phone: 513-602-4443  
Email: mhecquet@hotmail.com

Melanie Hickey CTA  
Phone: 614-222-6121  
Email: mhickey@experiencecolumbus.com

Quinn McMurtry  
MAC Productions  
Phone: 859-655-3080  
Email: qmcmurtry@mac-av.com

Elizabeth Murphy  
Jones Day  
Email: emurphy@jonesday.com

Megan Ruetsch  
Ohio Housing Finance Agency  
Phone: 614-387-2857  
Email: mruetsch@ohiohome.org

Paula Sheets-Paul  
Ohio State University  
Comprehensive Cancer Center  
Phone: 614-685-5934  
Email: paula.sheets-paul@osumc.edu

Kerby Shupp  
The Inn at Honey Run  
Phone: 330-674-0011 ext. 237  
Email: kshupp@innathoneyrun.com

Brittany Wigman  
Akron/Summit Convention & Visitors Bureau  
Phone: 330-374-8908  
Email: bwigman@visitakron-summit.org

Happy New Year!  
from the  
MPIOH Board of Directors
Mark Your Calendar!

JANUARY 15, 2014
January 15, 2014
Chapter Meeting
Horseshoe Casino Cincinnati
Cincinnati, Ohio

JANUARY 22, 2014
REACH Meeting
Hilton Columbus at Easton
Columbus, Ohio

JANUARY 29, 2014
REACH Meeting
Doubletree by Hilton Beachwood
Cleveland, Ohio

FEBRUARY 12, 2014
REACH Meeting
Cincinnati/Dayton, Ohio

FEBRUARY 12, 2014
REACH Meeting
Toledo/Lima, Ohio

FEBRUARY 19, 2014
Chapter Meeting
Cleveland, Ohio

MARCH 2-4, 2014
MidAmerica Conference
Hyatt Regency Columbus
Columbus, Ohio

Host the Next MPIOH Chapter Meeting!
Spotlight your hotel, property or meeting space by sponsoring an MPIOH Chapter luncheon! In addition to gaining immediate exposure to meeting professionals attending the event, your hotel will receive exposure to MPIOH Chapter members and non-members throughout Ohio, Michigan, Kentucky and Indiana with over $1,600 of sponsorship advertising.

Call or email Angie Gasaway, Director of Strategic Partnerships, to secure your date at agasaway@helmsbriscoe.com, 614-205-8998.

Social Media Update

If you have not “liked” our Facebook Page at “MPI Ohio Chapter,” then you are missing some great information. To stay in the loop, be sure to “LIKE” “MPI Ohio Chapter.”

Like 140 characters or less? We do too! Be sure to follow @MPIOH

They say learn something new everyday. There’s no easier way than participating in our MPIOH group on Linked In. You may even teach your peers a thing or two!
Meeting
success in any season

At Grand Traverse Resort and Spa, your meeting or event comes to life with a backdrop of 900 acres of rolling greens, woodlands, and beach, surrounded by orchards, vineyards, and the beautiful blue waters of Lake Michigan. It’s the surprising destination that has it all: expansive meeting space, exceptional golf, exciting group activities, delicious food and drink - and a staff that excels at successful meetings.

800-748-0303 | grandtraverseresort.com

Owned & Operated by the Grand Traverse Band of Ottawa & Chippewa Indians