



PRESIDENT'S MESSAGE

by Bill Boyd



My good friend, Greg Elam, once told me unabashedly that one of his major reasons for belonging to MPI was the networking that was so predominant between fellow members. After pondering the statement for a long time and comparing it with other elements of membership, I now have a better feel for what Greg meant.

Alone Against the World

Consider two scenarios:

1. A novice meeting planner for ABC corporation joins MPI and actively participates in all educational programs available on the chapter and national levels. There is no networking because this person is too busy for involvement.
2. A novice meeting planner for ABC corporation joins MPI and marginally participates in all educational programs available on the chapter and national levels due to the time constraints of the job. However, there is considerable networking on both levels.

I submit that the person in scenario number two will be better equipped to shine as a meeting planner because of time spent networking. The person has some-

one to call and knows someone with pull. Whether the person needs air, hotel, food and beverage, trade show or exhibit experience, they now have someone to lean on, or at least they know someone who will know someone else who can help.

One of the loneliest feelings in the world is the fear of facing a task or responsibility alone. When you have friends to help out, those lonely feelings disappear. Education is an important membership goal of our chapter, but while you are waiting to become educated, isn't it nice to know you can rely on other members who have already been through the process.

I'm an expert at nothing, but I have a good many people fooled; my MPI network allows me to shine. The size of your network is directly proportional to the investment you make in developing the network through active involvement in MPI.

MPI October Meeting

"Computers: Facts of Meeting Management Life"

by Mary Jo Simmons

By popular demand, the program for October's monthly meeting will cover "Computers: Facts of Meeting Management Life". It will be presented by Judith Mathews, CMP.

Judith is an active member of our DFW-MPI Chapter. She has served as Vice President of Education, Co-Chairperson of the CMP Study Group and as a member of MPI International.

Ms. Mathews is President of Meeting Tech, an independent meeting management company which primarily provides consulting services for businesses, technical meetings and computer users' groups. She is recognized throughout the industry for her expertise in the computerization of meeting management and is highly accomplished as an author and presenter.

Ms. Mathews writes a monthly software

review column for *The Meeting Manager*, MPI's Magazine. She is the computer columnist for *Convention World Magazine*, which serves the association industry and

she writes a monthly column on general meeting management for *The Texas Woman's News*.

see **COMPUTERS** on page 2.

October Chapter Meeting

DATE: Thursday, October 27, 1988
PLACE: The Fairmont Hotel
TIME: 6:30-7:00 p.m. Registration/Reception
 7:00 p.m.-8:30 Dinner/Program "Computers: Fact of Meeting Management Life"

COST: Advance Registration \$22.00
 Late Registration and Walk-ins \$27.00
If paying by check, please fill it out before you get to the registration desk.

PARKING: Parking is complimentary when validated at Registration.
*Advance Reservations must be made by noon on Tuesday, October 25, 1988.
 For phone reservations call (214) 484-6676.*

First Executive Workshop Offered

by Michele Sanseverino



Jay Jones

Plan to take advantage of a new program for D/FW-MPI members. Thursday, October 27, the first of four "Executive Workshops" will be offered.

Some members have commented that many programs at our meetings are too short. The reason is that many of the speeches offer only "nuts and bolts". Also, we are often unable to take notes at meetings. This means we miss some benefits of the talks. To assist in solving the problems, we have made some changes. An Executive Workshop has been established. Four workshops will be held during the 1988-89 calendar year either prior to or following our monthly chapter meeting. We will hold a two hour program about a topic that

offers you a "nuts and bolts" approach to doing your business.

On October 27, a letter writing expert, Jay Jones of Arlington, TX, will present his mini-seminar entitled, "Revolutionize Your Writing Through Letters, Let Others Know How Good You Are." He will demonstrate how to write powerful letters.

He feels his original ideas will revolutionize how business writes letters. With this approach he challenges tradition, suggests better ways to do the job, and shows how letter writing can be fun. He makes three guarantees about his workshop:

1. You will hear ideas you have never before heard.
2. You will improve your performance and productivity using these original ideas.
3. You will acquire skills to use the next day.

Take advantage of the benefits you will find in the Executive Workshop. Discover ideas that can help you on the job and learn skills that can make you more persuasive. Attend the first workshop from 4-6 p.m., October 27, at the Fairmont Hotel prior to the regular chapter meeting. The cost is \$10 per person. Pre-registration forms are being mailed to each member for your convenience.

•COMPUTERS from page 1.



Judith Mathews, CMP

Ms. Mathews' background includes: Executive Director and founding member of the Xerox Ethernet Users' Group, EDGE, Project Manager for the IBM Users' Group Guide, and Executive Director of the Meetings Industry Micro-Computer Users' Group. She has produced a series of Software Showcases for Meeting Planners and is currently researching computerization for Hotel Sales Departments and Convention Services.

9 New CMPs for DFW Chapter

by Connie Sandifer Connel

Sincerest congratulations go to the new Certified Meeting Professionals in our chapter. Only 60 people nationwide met the stringent application requirements and passed the examination given in June of this year. Of these new CMPs, 9 are from the DFW Chapter. This is more than any other single chapter and brings the total number of CMPs in our chapter to 22.

Please join the 1988 CMP Study Group Committee in recognizing the following individuals for their hard work toward the attainment of the Certified Meeting Professional designation:

Bill Boyd
Nancy Kirk
Patricia Lytle
Lesley Meyer
Sheri Pizitz
Beverly Smith
Lisa South
Stephanie Stansfield
Mary Upton

Way to go, gang!

DOLLARS & CENTS

by Mary Cowart

August Financial Statement:

Previous Balance	\$ 6,471.27
Income	1,389.72
Disbursements	<1,149.22>
Certificate of Deposit	10,000.00

End of Month Balance 16,711.77

Financial statements run one month behind. September's statement will not appear in the October issue.

D/FW-MPI Chapter September Meeting

by Walt Nixon

The first D/FW-MPI meeting of the 1988-89 chapter year was held at the Hyatt Regency Hotel, Dallas/Ft. Worth International Airport.



Mary Jo Simmons with guests Paulette Pitman and Michael Horn.

With 140 planners and suppliers in attendance, Joe Charbonneau delivered an electrifying program on understanding why we do the things we do. He outlined the basic characteristics and behavior of people. He said there are four types of

behaviors: the 60% person, who is average and sets their goals in life to just get through a problem; the 27% person, who just wants to take and get something for nothing; the 10% person, who solves problems and their goal is to achieve; and the 3% person, who forgives others and themselves for mistakes, has a good self image, is confident and is willing to start over.

He focused on: power in dealing with people; winners/losers; who to hire, who to



Chris Henretta with guests Pam Seline and Teri Stover.

fire; latest findings in improving human potential; the process of staying motivated; and six proven steps to remarkable results.

Our special thanks to the many people who helped to make this luncheon meet-



Norb Dettmann with guests Deborah Martin and Tanya Raley.

ing very special, particularly the Hyatt Regency Hotel-D/FW International Airport staff, for serving a delicious and beautifully presented luncheon and the members of the D/FW Chapter Program Committee for planning the luncheon program.

Photos compliments of Sloan Photography

CMP Exam Review Course

by Connie Sandifer Connel

In preparation for the December 10, 1988, CMP Exam, an informal "crash course" is being formed. Weekly sessions will be held beginning the week of October 17 to review the major categories covered in the CMP Exam.

Anyone interested in participating or wanting more information on the review group should contact Fred Knieberg at 214/361-4316 or Connie Sandifer Connel at 214/521-4172.

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-IBM Corporation

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THE WESTIN HOTEL
Galleria Dallas

Bring a Toy for the October Meeting

by Becky Milkie & Lisa South



The Community Services Committee is hard at work putting together a few very special projects for the members of the D/FW-MPI Chapter for the 1988/89 year.

LOVE FOR KIDS is one of the projects, and we ask that each member bring an unwrapped children's toy of any price to the October meeting. They will be collected during registration. There will be prize drawings at the meeting for all of the individuals that bring a gift. These gifts will be sent to LOVE FOR KIDS to distribute for their Christmas Party. Avoid the Christmas rush and shop early for the LOVE FOR KIDS Toy Drive!

**MPI
DALLAS/FT. WORTH
CHAPTER
BOARD MEETINGS
1988**

Wednesday, Oct. 19, 1988	Anatole Hotel
Tuesday, Nov. 15, 1988	Adolphus Hotel
Tuesday, Dec. 13, 1988	Grand Kempenski Hotel



KEN & SYLVIA COHEN
Groups from 25-1000.

"PM Magazine Discovered Us"

Each month, a new member of our MPI Chapter will be profiled, giving us a chance to get acquainted with our new members.

Our first profile is of Ronald Carter, Vice President of Home Interiors and Gifts, Inc.

Ron grew up involved in meetings as part of the Home Interiors family, which was founded by his grandmother 31 years ago. Home Interiors & Gifts began in her garage with the family filling and packing orders. It took ten years to reach \$1 million in business, but now if the company does not make that in one day, everyone is upset!

One of our few native Dallasites, Ron was born and raised here and was graduated from Baylor University. The entire family is involved in the business. His sister works in merchandising and he and his brother split duties, "taking care of whatever has to be done." Currently, Ron is planning the annual seminar for 15,000 company dis-

players in Dallas next January, a cruise for 1,000 people to Hawaii or the Bahamas, a managers' convention for 1,000 people in July, a four day royalty event for 500, as well as coordinating 25 rallies around the country.

Ron is obviously a very busy man. "Everything's engulfed somewhere in the business," he said, so enjoying the job is important. His greatest satisfaction comes from seeing all his attendees go home happy and so excited that they write appreciation letters, telling him everything was wonderful!

When he does have time to relax, Ron enjoys spending it with his one and a half year old son, Lee, and attending the Mavericks basketball games!

We all look forward to meeting you.
Welcome aboard Ron!

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"NEW KIDS ON THE BLOCK"

by Susie Oliver

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CALENDAR UPDATE

October 27, Thursday
Fairmont Hotel
Dinner

November 16, Wednesday
Sheraton Park Central
Luncheon

December 15, Thursday
Grand Kempenski Hotel
Dinner

MEETING RESERVATION AND ATTENDANCE POLICY

NOTE:

Money will be collected at the door. If paying by check, please have your check filled out prior to registering at the door. Advance payments are no longer being accepted. We would appreciate your cooperation.

Advance reservations must be received by cut-off date; late reservations and walk-ins will be accepted on a SPACE AVAILABLE BASIS ONLY.

CANCELLATIONS must also be received by the cut-off date - NO SHOWS WILL BE BILLED!

Guests are limited to attending two meetings per chapter year before membership is required to attend future meetings. (Spouses not included).

In case of overflow seating, members not present 15 minutes after the meal is served will have their reserved seats sold.

Members are responsible for paying "no show" charges for their guests.

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