



# CURRENT

## PRESIDENT'S MESSAGE

# The Best There Is

by Bill Boyd

Your new slate of officers and board have met and charted a path for the next year which will live up to the fine legacy left us by the previous administration. Our plans will carry us further down the road to providing our membership with quality education. Our goals, when realized, will enhance our position in the community with other industry organizations and with the national consortium of MPI chapters.

Our position is clear – to be the best there is. We do not have the largest membership in the national fabric, we do not have the greatest revenues of all the other chapters, but we do have the finest resources, you, our membership – each and every one of you, 335 in total.

There are many areas where minor contributions can make significant differences. All of us know this is a volunteer organization and we also know that your jobs are very demanding. But can you imagine what a difference it would make if each one of us gave one hour a week to further the goals of the Chapter. Let's see – 335 hours a week times 52 weeks a year, less holidays and vacations, that comes to over 16,000 hours of volunteer effort to make the D/FW Chapter the Best There Is. There would be no stopping us – and for only one hour of your time out of every 168 hours.

Involvement, that's the key to our success and with it, at every level, our chapters performance would be historic. If you did not sign up for work on a committee or subcommittee in our recent mailing, please reconsider. We need your help, your involvement, your 1 hour per week. Let us hear from you and I promise with your help the D/FW Chapter will be the Best There Is.

## MPI September Meeting

# “Career Builders, Career Busters”

by Mary Jo Simmons

This is a program not to miss. “Career Builders, Career Busters” is a fast moving, thought provoking, motivational presentation with a humorous tone, highlighting issues and solutions vital to career growth.

- Power in dealing with people.
- Winners/Losers
- Who to hire, who to fire
- Latest findings in improving human potential
- Process of staying motivated
- 6 proven steps to remarkable results

Joe Charbonneau, speaking about this most intriguing subject matter, is President of Presentations, Inc., a Dallas-based human development and professional training company. He addresses over 150 organizations annually. Mr. Charbonneau has conducted more than 2,000 seminars for some of the largest corporations in the United States and abroad – including Dow Corning-U.S., Dow Corning-Europe, GTE, Honeywell, General Electric, AT&T, Dow Chemical, Shell Oil, and Chesebrough Pond's. He has also addressed hundreds of state and national associations, including the National Society of Sales Training Executives, the National Automobile Dealers Association, the National Retail Hardware Association, and the National Society of Pharmaceutical Sales Trainers.



Joe Charbonneau, CSP, CPAE

Joe Charbonneau is a Certified Speaking Professional (CSP) and serves on the Board of Directors for the National Speakers Association. In 1988, Mr. Charbonneau received his CPAE designation, the highest award one can receive for excellence in professional speaking.

Mr. Charbonneau brings with him over 20 years of research into why people do the

•see CAREER on page 4.

## September Chapter Meeting

<b>DATE:</b>	Thursday, September 22, 1988
<b>TIME:</b>	11:30 a.m.
<b>PLACE:</b>	Hyatt Regency D/FW, East Tower, Grand Ballroom
<b>PARKING:</b>	Free parking provided at the hotel's east tower. Enter the airport through the toll gates. The hotel is not accessible by the service road. Your blue Airport Toll Ticket will be validated at the front desk of the East Tower.
<b>MEETING COST:</b>	\$19.00 in advance. \$24.00 Late Reservations and Walk-ins

*Advance Reservations must be made by noon on Tuesday, September 20, 1988.  
For phone reservations call (214) 484-6676.*

# Installation of Officers and Board

by Nancy Kirk

The elegant Adolphus Hotel was the site of the installation of our 1988-89 MPI-D/FW Chapter officers and board. Greg Elam, last year's International Planner of the Year, conducted the installation in his uniquely eloquent and humorous style. The 1987-88 officers and board were honored for their service and contributions to the chapter's many achievements and awards for the year.

Many other members received awards and recognition for their service in the past year. Among the recipients were O.D. O'Donnell for his constant and outstanding contribution on the Program Committee; Membership Contest Awards went to Norb Dettmann, Susie Oliver, Laura Yarbrough and Michele Sanseverino; Team Attendance Awards went to David Bush, Tobi Conley, and Bob Bird; and Perfect Attendance Awards went to LaTrelle Smart, Fred Knieberg, David Powdermaker and Michele Green. The first annual Suzi Fiveash Membership Award went to Norb Dettmann for his work in recruiting members to the chapter.

Our thanks to the many people who helped to make this evening very special: The Adolphus Hotel staff for a delicious and beautifully presented dinner; O.D. O'Donnell and Nightlife Talent for the entertainment by the Brantley Quartet; J & S Audiovisual for the after-dinner cordials and coffee; United Exposition Services and Events Unlimited. Also, a very special thanks to Susie Oliver and her Program Committee for all their hard work on this meeting and all the meetings throughout this past year.



Bill Boyd addresses the chapter for the first time as president.



Bubba and Deak Fiveash present Norb Dettmann with the Suzi Fiveash Membership Award.



Norb Dettmann receives the "Grand Prize" to Germany from Lufthansa Airlines for winning the Membership Contest.

## DOLLARS & CENTS

by Mary Cowart

### June Financial Statement:

Previous Balance	\$20,366.69
Income	4,156.55
Disbursements	4,809.97
End of Month Balance	19,713.27

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

## PGA Committee Begins New Fund Drive in September

Our congratulations go to recipients of the PGA scholarship award, Penny Parsons and Nancy Kirk. Both recipients received the award to help cover fees for the CMP exam in December. Penny will be taking the exam in December and Nancy passed the exam in June.

The PGA committee will begin its 1988-89 fund raising campaign at the September chapter meeting. LaTrelle Smart and Gail Lemaire will be on hand to collect contributions to the PGA scholarship fund. This fund provides scholarship money to assist chapter members in attending such important meetings as the M.P.I. Annual Conference and the Professional Education Conference. It also allows participation in continuing education programs as approved by the PGA committee. We urge you to support your chapter's own scholarship fund established to serve our members.



La Trelle Smart receives the Perfect Attendance Award from David Bagg.

Michele Green receives the Perfect Attendance Award from David Bagg.

Photos compliments of  
Sloan Photography



Michele Sanseverino presents Susie Oliver with the Membership Contest Award.

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-IBM Corporation

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## CAREER from page 1.

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## Educational Seminar October 27, 1988

by Mary Jo Simmons

The Executive Workshop Committee will be offering four Executive Workshops in the 1988-89 calendar year.

These Educational Workshops will be prior to or following our monthly chapter meeting.

The first workshop is scheduled for October 27, 1988, 4-6 p.m. at the Fairmont Hotel prior to our D/FW-MPI dinner meeting.

We have scheduled Jay Jones to present "Revolutionize your Writing". Write tomorrow's letter today. This session is designed to provide tools to make your letter writing more meaningful and powerful.

Registration applications will be available at the September monthly meeting. More information will be mailed to all members within the next few weeks.

Michele Sanseverino, of the Four Seasons Hotel & Resort is Chairwoman of the Executive Workshop Committee. If you have questions you may contact Mary Jo Simmons at the Adolphus Hotel, 742-8200 ext.209.



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## CMP Review Course

by Fred Knieberg

A crash review course for the CMP Exam, December 10, 1988, is being organized. Weekly sessions are planned to start during the week of October 17.

Anyone interested in participating—or

contributing their efforts and expertise—should contact Fred Knieberg (214) 361-4316 or Connie Sandifer-Connel (214) 669-3377 before October 1.

## National Meetings For Under \$100 Per Person!

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## MPI D/FW CHAPTER'S

P. O. Box 866428  
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## NEW ADDRESS

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

Tuesday, Sept. 20, 1988	Westin Galleria
Wednesday, Oct. 19, 1988	Anatole Hotel
Tuesday, Nov. 15, 1988	Adolphus Hotel
Tuesday, Dec. 13, 1988	Grand Kempenski

## "NEW KIDS ON THE BLOCK"

by Susie Oliver

**Ronald L. Carter**  
Vice President  
Home Interiors and Gifts  
Incorporated  
4550 Spring Valley Road  
Dallas, TX 75244-3705  
(214)386-1000

**Dirk Thomas**  
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**Sherri A. Cook**  
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2100 Grayson Drive, Suite 2028  
(817) 481-6366

**Dick C. Kinney**  
VP-Director of Training  
Park Inns International Incorporated  
4425 W. Airport Freeway  
Irving, TX 75021  
(214) 258-1919

## HEARD IT THROUGH THE GRAPEVINE

by Donna Nigohosian

Well, I am delighted to say that I will be writing the Grapevine column again this year. I want to thank everyone who helped in supplying me information last year and I hope to keep you informed again this year.

The first big news is that I have a new job. I am now the Texas Regional Sales Manager for Tamarron and Innisbrook resorts. Tamarron is in Durango, Colorado and Innisbrook is in Tarpon Springs, Florida. Anyone interested in any meetings for either resort, please give me a call at (214) 521-9304.

Now, the good stuff . . . Rob Sapp, Director of Sales at the Four Seasons in Irving, has gone to Santa Barbara to become Director of Marketing. The new Director of Sales at the Four Seasons is Ralph Aruzza, from the Hyatt!!! Congrats to you both!

Marc Fletcher from the Fairmont is gone . . . whereabouts unknown at this time. The NEW DIRECTOR OF SALES IS MONA INGRAM!!! Way to go Mona, and we wish you the best of luck!

More Four Seasons news . . . Michele Green formerly of Bauer A/V has joined the sales team at Four Seasons. Best of luck Michele . . . you did good!!

Bob Fett has moved from the Aristocrat to join Marty Evans at the Sheraton Dallas and the BIG NEWS this month is that Don DeFeo is back in Dallas as Director of Sales at the ARISTOCRAT!!! Welcome back Don and Good Luck!!!

Michele Sanseverino and her husband Ray are the proud parents of a healthy 8 lb. 4 oz. baby boy! Congrats to you both . . . Debbie Barnes it's your turn!

That's all for this month . . . please give me a call at 521-9304 if you hear anything juicy!!!!

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# DALLAS-FT. WORTH CHAPTER



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## CALENDAR UPDATE

**October 27, Thursday**  
Fairmont Hotel  
Dinner

**November 16, Wednesday**  
Sheraton Park Central  
Luncheon

**December 15, Thursday**  
Grand Kempenski  
Dinner

5213

## MEETING RESERVATION AND ATTENDANCE POLICY

### NOTE:

Money will be collected 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, member 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.

## OFFICERS

### PRESIDENT

Bill Boyd ..... (214) 401-0210

### VICE-PRESIDENT MEMBERSHIP

Susie Oliver ..... (214) 631-1278

### VICE-PRESIDENT FINANCE

Mary Cowart ..... (214) 248-4429

### VICE-PRESIDENT EDUCATION

Mary Jo Simmons ..... (214) 742-8200

### VICE-PRESIDENT OF PUBLIC RELATIONS

Nancy Kirk ..... (817) 870-9493

### VICE-PRESIDENT ADMINISTRATION

Rosemary Hall ..... (214) 630-8787

### BOARD OF DIRECTORS

Judy Love-Bradley ..... (214) 922-9806

Laura Yarbrough ..... (214) 661-6000

Susie Ruffner ..... (214) 929-8608

Charlotte Ponder ..... (214) 591-2832

Michele Sansverino ..... (214) 717-2415

Phyllis Firebaugh ..... (214) 386-6000

Bob Mitchell ..... (214) 720-5231

David Gisler ..... (214) 638-6450

Carolyn Hopper ..... (214) 699-6270

### IMMEDIATE PAST PRESIDENT

Norb Dettmann ..... (214) 747-0555

### CHAPTER SECRETARY

Sue Kelly ..... (214) 484-6676

### CURRENT EDITOR

Shelly Broekemeier ..... (214) 401-0210

Sunbelt Motivation & Travel  
909 East Las Colinas Blvd. Suite 200  
Irving, TX 75039