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Information

www.mpidfw.org

TEC - A Big Success!!



The TEC 2000 Trade Show and Exhibit had a record number of exhibitors.

A record number over 250+ MPI members battled the rainy weekend to attend the Texas Education Conference (TEC) held at the new Westin Stonebriar Hotel and Resort in Frisco, TX. The TEC was produced by the combined efforts of the Texas Chapter of MPI, DFW, Houston Area and Texas Hill Country. 2000 marked the fourth annual conference, which provided outstanding educational programming, networking and leadership training and a trade show that showcased a full range of vendors. Not only was a record number set at this conference, but also for the first time, there were more planners than suppliers attending.

The opening session with the keynote speaker, Amanda Gore showed the crowd about "Turning Relationships into Partnerships." A funny and innovative approach to telling people about partnerships had attendees waving first fingers with smiley faces, sending love messages, and "sparkly bits." Her catch phrase, "build a bridge and get over it!" was a huge hit. Her final message, "people don't care how much you know, but want to know how much you care."

Educational workshops, designed specifically by planners, challenged thinking, addressed special issues and career development. Friday night in Addison included a dine around with a scavenger hunt and

many danced the night away at Kempi's at the Hotel Inter-Continental.

S a t u r d a y provided a unique opening with a "Planner-Supplier Issues Forum" followed by a trade



The Executive Committee takes a moment following TEC.

show and luncheon. Entertainment provided by Rainbow Entertainment and workshops followed. Randy Penningtolosed the program with his insights on going from Manager to a Leader. Attendees donned 70's attire at closing event, "The Frisco Disco" provided by the Wes Stonebriar, Millennium Events, and Ken Rainentertainment.

Peg Wolschon, CTP, Coach USA, chairperson produced TEC with over 70 committee members from all three chapters. Education chairs, Erin Longley, CMP and Tara Judd of Imagine Events held focus groups prior to the conference with planners to determine topics for workshops. Richland College students assisted in support staff. TEC provided a unique educational and networking offering at a cost effective price. The TEC will be held in Houston next year, look for more details next year.

Continued on Page 9





Dallas/Fort Worth Chapter

CURRENT

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Meeting Professionals International is the pivotal force in positioning meetings as a primary communication vehicle and a critical component of an organization's success. Meeting Professionals International leads the meetings industry by serving the diverse needs of all people with a direct interest in the outcome of meetings, educating and preparing members for both their changing roles and validating relevant knowledge and skills, as well as demonstrating a commitment to excellence in meetings.

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MPI D/FW Calendar Information

NOVEMBER

- Board of Directors Meeting Embassy Suites Near the Galleria - 5:30 pm - 7:00 pm - Steve Kemble (steve.Kemble@airmail.net)
- Monthly Chapter Meeting Renaissance N Dallas - Joel Zeff - Luncheon - 11:30am-1:00pm (Community Service Project - Food Pantry) - Anna Squire (anna.squire@ourclub.com)

DECEMBER

- Board of Directors Meeting Embassy Suites Nearthe Galleria - 5:30 pm - 7:00 pm - Steve Kemble (steve.Kemble@airmail.net)
- Monthly Chapter Meeting Adams Mark Hotel Holiday Gala - Dinner - 6:00pm - 10:00pm -Anna Squire (anna.squire@ourclub.com)

JANUARY

- Board of Directors Meeting TBD- 5:30pm-7:00pm Steve Kemble (steve.Kemble@airmail.net)
- Monthly Chapter Meeting Plano Convention Center-Government Affairs-Luncheon 11:00am-1:30pm – Anna Squire (anna.squire@ourclub.com) (Community Service Project - GIMME GAMES!)



Scason's Greetings

Committee Meetings, other Educational Programming and Contact Information are listed on the website at www.mpidfw.org

WEB SITE NEWS

www.mpidfw.org

Ouestion of the Month:

"Where is your favorite place for a personal vacation and why?"

Go to the mpidfw.org website Guest Book, sign in and tell us your thoughts. To read member comments, go to "Read" Guest Book.



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A Message from the President



I must say that being the President of the Dallas/Fort Worth Chapter of Meeting Professionals International has been one of the



Steve Kemble Steve Kemble Event Design D/FW Chapter President

m o s t rewarding aspects of my career to date! What I like most is h e interaction with the membership. This interaction has come in many forms: face-to-face

meetings, voice mail, faxes and email. I receive lots of questions and many of them are similar, so I thought I would share with you the most asked of them and my responses. By the way, keep those questions coming; I love them!

What is the fastest way to receive up-to-date information regarding chapter activities?

We all live in a fast-paced world and need information instantly! The quickest way to get up-to-date chapter information is to go to the chapter Web site at www.mpidfw.org.

Will all of our monthly programs be in a "talk show" format?

We will use the set designed by Fun Factory Decorations and Special Events at all of our programs; however, the styling of the set and program will change. For the first three programs, we kept the programming and the set pretty much the same in order to get the audience acclimated to our new style. Based on your feedback we will scale back the "show" some and dedicate more time to our speakers. Trust me, we are happy to hear you want more education, for this is our purpose as an organization. As I told the program committee (VP of Programs, Anna Squire and her incredible committee deserve GIANT kudos

for our programming success this year), it is the membership who dictate how far we take the "talk show" concept. You have told us you love the format (we have had some of the highest ratings and attendance in our history), but you have also said that you want some variety and more dedication of time to our speakers. No problem - we can do that! We will still be able to keep our meetings universal in nature in order that they appeal to a mass audience (for in-depth please consider education. attending one of the incredible programs orchestrated by our Education Committee), while keeping what you have rated and applauded the most - the unbelievable new sense of energy found today in our chapter programming.

Our chapter is big, so how do I get involved?

Yes, indeed, with over 800 members, our chapter is big! Yet there is still lots of room for involvement in our chapter. I always suggest that a person attend our chapter orientation. Please note: this program is *chapter* orientation and NOT new member orientation. It is for everyone! This orientation is ususally held thirty (30) minutes prior to the start of registration. Becoming involved in our chapter is where you meet people and begin to build relationships. Getting to know people is the key to success in MPI. We are a relationship industry people that do business with people they know! Get involved, and your business will soar!

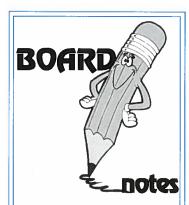
What has been the greatest personal reward you have received from your involvement in MPI?

Being president of this chapter has made me redefine my client base. Being an independent planner without a support staff to run my business while I fulfill my MPI obligations forced me to reduce the quantity of my business and focus on the quality. I have done this with much success, and I cannot tell you

how pleased I am! The redefining of my client base will probably be more evident in future years, for the fine-tuning, I have found, takes a while. Many of you ask what I am doing with the business I cannot handle. The answer is that most of it has gone to MPI members, for I believe very much in referring business to those involved in our chapter.

Again, please keep those questions coming! As stated earlier, a favorite part of being president of this chapter has been the constant interaction with the membership. I wish you all a wonderful, safe and prosperous holiday season.





The following are notes from the recent Board of Directors Meeting:

Administration reported that all Educational programming will be available for on line registration beginning Dec 1.

Membership reported a record 863 members our highest numbers to date comprised of 419 planners and 424 suppliers.



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Meeting Professionals International is the world's largest association of meetings professionals with more than 17,000 members in 64 countries and 58 chapters and six clubs. MPI serves as the pivotal force in positioning meetings as a primary communication vehicle and a critical component of an organization's success. MPI leads the meeting industry by serving the diverse needs of members and non-members alike through its commitment to quality education, continuous improvement and excellence in meetings while upholding high ethical standards.

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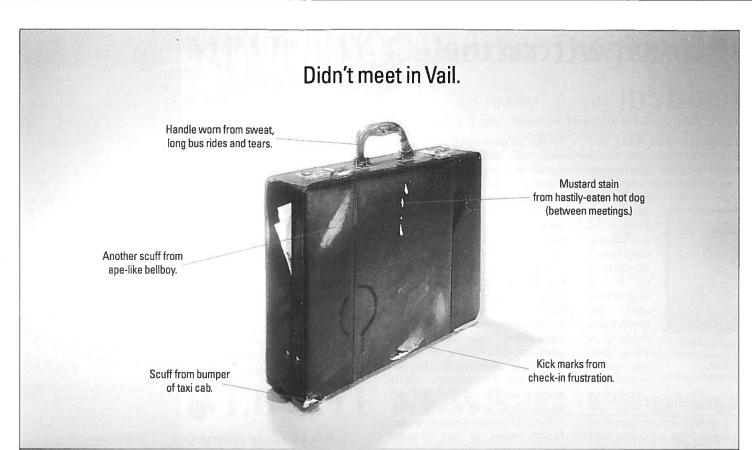
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GREATIVITY

ovember D/FW Chapter Meeting

Thursday, November 16, 2000 • 11:00am

The Strength of Fun: Energizing Your Creative Spirit with Humor



Joel Zeff

Join us to celebrate the Thanksgiving season and learn to have fun in our everyday business and personal lives with Joel Zeff, our keynote speaker who will speak on **FUN!** A special performance of the Legends of the Fathers will bring to life the Native American lifestyle to tell us a little about the upcoming Thanksgiving season.

"The Strength of Fun," one of Joel's most popular topics, focuses on reducing stress, increasing creativity and creating a renewed passion for our jobs. He highlights the importance of play in our work lives to create balance.

Joel's energetic workshops at past national MPI events have earned standing ovations and rave reviews —and always become the talk of the conference.

Since 1993, he has performed with Ad-Libs, one of the country's premier improvisational comedy troupes. Joel also works as a television actor, and was most recently seen as co-host of "The Movie Zone" on UPN 21. He has also appeared in commercials for Pizza Hut, McDonald's, Time Warner Cable, Mydiscountbroker.com, Extraco Bank and Eagle Country Markets.

In keeping with the season, the chapter will be giving the proceeds from the MPI Kids Charity Ball to the respective charities.

The November meeting is sponsored by the Galveston Island Convention and Visitors Bureau.





November Host **Facility**

Renaissance Hotel

The Renaissance Dallas North Hotel has 289 deluxe guest rooms, five deluxe suites and parlors with king-size or two double beds, in-room movies, and individual climate controls. The hotel has over 25,000 square feet of banquet and meeting facilities, 7,500 square foot ballroom and the exotic Terrace Garden features a private entrance. The Gazebo overlooks the lush Atrium.

DIRECTIONS

From West: Coming from I-35 go east on I-635 (LBJ) and exit Midway, turn left (go under LBJ) and go left on the service road. The hotel is on your right past the Wal-Mart.

From East: From I-635 West, exit Midway. Stay on the access road, passing Midway. The hotel is located on your right past the Wal-Mart.

From South: Take Dallas Tollway North and exit Galleria Road Exit onto Dallas Parkway. Turn left at the access road (prior to the Galleria). Stay on the access road. Go past Welch Road, past Midway and the hotel is located on the right past the Wal-Mart.

From North: From 1-75 (Central) to I - 635 (LBJ) West. Exit Midway Road, stay on the access road past Midway. The hotel is located on the right past the Wal-Mart.

November MPI D/FW Chapter Meeting

The Strength of Fun: **Energizing Your Creative Spirit with Humor**

Featuring Joel Zeff

Sponsored by Galveston Island CVB

Renaissance Hotel 4099 Valley View • 972-385-9000

11:00 - 11:30am — Member Orientation

(Acacia Room, Lobby Level)

11:30am - 12:00 — Reception

(Grand Ballroom North)

Noon - 1:30pm — **Program**

(Grand Ballroom)

Complimentary Self-Parking in Garage

Valet: \$ 5.00

Advance Member Price: \$27.00 Advance Guest Price: \$30.00

Walk-In / On-Site Price: \$40.00 🎏

R.S.V.P. to Randie Charnes by 2:00pm, Monday, November 13, 2000

ON-LINE REGISTRATION PREFERRED

Website Registration: www.mpidfw.org

• rcharnes@msn.com • FAX 972-506-7485 (see fax insert)



PLANNER'S

Make 'Em Laugh: Humor is Big Business

By Betty Garrett, CMP, Garrett Speakers International

Want to make that next meeting unique, fun and memorable? Hire a humorist speaker! Humorist speakers can motivate employees, retain customers, convey a strategic



Betty Garrett, CMP Garrett Speakers International

message and a c h i e v e c o n c r e t e, serious business goals. Humor provides a d i f f e r e n t perspective and offers unique i n s i g h t s. However, we get two reactions when we suggest a

speaker who brings fun or humor: either dismissive (this is NOT playtime) or fear (remember when the comedian offended everyone)!

"Laughter makes your meetings fun and memorable because it puts everyone in a good mood; it enhances learning and retention while increasing productivity in the workplace," according to Dale Irvin, humorist and keynote speaker. A study conducted by the National Education Association revealed, "Laughter does not prohibit learning, itenhances it." Sometimes when a program is fun for the audience, they do not always realize how much they retained. Laughter forces a person to breathe more rapidly, which brings more oxygen into the body, thus making the brain work more efficiently. 'It causes the brain to release endorphins which serves to make a person feel better and mentally alert," says Irvin. The right side of the brain (or the creative side) is being activated during laughter, causing the retention rate to

Due to downsizing, mergers,

acquisitions and takeovers, employee insecurity and stress are rampant organizations. Many planners look towards humor to reduce tension and motivate employees. Humor is the vehicle used to capture interest, attention and approval. It deepens the understanding of the corporate message or brings about new perspectives. Laughter establishes rapport and builds credibility by allowing more personal transparency to the audience. "It heals the body and eases painful emotions like anger and fear. It helps us cope with daily survival in a pleasant and effective way," according to Enda Junkins, laughter therapist of Dallas. Junkins believes laughter is our body's way of giving us a break from anxiety, frustration and irritation. It even creates a bond between management and employees thus causing employees to feel more connected to one another. Humor is often laughter made from pain, but it is never pain inflicted by laughter.

Over the last six years, we have seen a 25% increase in hiring humorists because of these overwhelming times. In fact more believe humorists organizations are just too serious. If organizations would loosen up, they would realize that informality and spontaneity would foster open communications and stimulate creativity. According to Scott Friedman, CSP, "Humor is a technique, which is learned, practiced, reinforced internalized just like other skills." Here are some tips offered by Friedman on how to stay loose within the organization:

- place cartoons, appropriate jokes, or postcards on the company bulletin board
- sprinkle internal communications with humor



- · inject humor into meetings
- · wear amusing buttons
- give rewards for the worst mistake of the week
- spike your environment with appropriate humor props around your office
- serve ice cream or suckers at the start of your meeting
- have a "positive" party funded by "negative" people (every time someone says a negative thought, they have to throw in a dollar in a positive pot and once a quarter the pot buys a pizza, happy hour, etc.)
- send out cartoons with your correspondence
- keep it light especially when an employee is frustrated

Incorporate humor into your sales message. A successful salesperson uses humor to sell a product, service or build customer loyalty. Since the use of humor tends to relax prospects, they are generally in a better frame of mind and will openly communicate with a salesperson. Humor uncovers hidden objections and moves the client closer to "yes". A tense or uncomfortable prospect is far less willing to have an open dialogue or reveal any real problems or concerns. If the salesperson incorporates just enough humor into his/her sales message, it will break up the monotony and keep the prospect interested while increasing

the sales advantage. According to Friedman, "Humor attracts and holds attention. It appeals to a sense of enjoyment rather than a sense of logic."

Just about any event can utilize fun and humor. Of course the usual vehicles such as incentive programs, awards presentations and

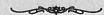
celebrations are the typical ones. However, humor also helps the learning process in those serious events, such as training programs where employees must retain product information or understand new policies. You do not have to go overboard with big-ticket items, but use humor as an effective way to get the audience's attention. Use a humorist to lead a cheer for the crowd or have props or jokes that are customized to your organization to show audience members that the speaker and the leaders are aware of their challenges. Larry Winget, CSP, humorist and keynote speaker states, "We have become a society that loves to be entertained. No matter how much content you have, you must still entertain people or they will become bored and lose the message."

Keep in mind that a humorist uses humor to convey his/her message while a comedian is strictly for laughs and entertainment. Be very careful when selecting your humorist to avoid dirty jokes, inflicting pain or embarrassment to you or your audience. Do your homework when selecting the RIGHT humorist; call your reputable speaker bureau who knows which speakers are dynamite and right for your event.

Remember, laughter is warm, bonding and contagious. Use it and use it often!







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Platinum Series Program

Get wired for the electronic economy!

"Building Better Meetings and Events with Technology" JANUARY 9, 2001

In the new millennium, technology is even more essential to build better meetings and events. Does knowing which high-tech products are right for you and your organization and which are just hype present a dilemma?

Technology for technology's sake is expensive experimentation. However, when technology is used with a purpose-to drive stronger results and improve the flow of critical information—technology can catapult meetings to higher levels of efficiency and professionalism.

The intent of this workshop is to identify technology's "Big Picture"—how meeting professionals can benefit from the presence of technology in their lives. However, with everyone in a different knowledge or skill level, no two people will agree as to what should be included or omitted! Come to the workshop, listen and learn which benefits your needs. Like a good buffet—there will be something for everyone!

This workshop will provide:

- 1. Strategic thinking activities regarding the "what and why" of technology.
- Statistics regarding current technology use among your peers in the meetings industry.
- General information on various technology tools that can impact personal and organization productivity, from virtual offices to Application Service Providers (ASPs).
- 4. General overview of types of meeting planning software used by peers.
- 5. Questions to ask potential vendors before purchasing technology.
- 6. Trends in technology.
- 7. Technology's "Big Picture" and its impact on meeting professionals.

MPI's Platinum Series Programs are designed to facilitate learning as efficiently as possible. A key to successful participation is completion of all pre-workshop materials. These materials will be mailed to you by your chapter and will also be available on www.mpiweb.org. These pre-workshop materials enable you to maximize the session time with skill-building and essential information.

Building your skills. Designing your future. MPI. The Platinum Series is sponsored by Hilton and the MPI Foundation with support by United Airlines. Join us on Tuesday, January 9, 2001 at the Hilton DFW Lakes Executive Conference Center and become part of the 21st century meeting profession.

New Educational Offering

Benchmarking Series: "Meeting and Event Themes: Where Do You Find Great Ideas?"

Series Objective: Bridging the Gap of Communication between Planners and Suppliers through Conversation. Sponsored by: Le Meridien Hotel Dallas. Date: January 12, 2000; Time: 8:00am-10:00am; Location: Le Meridien Hotel Dallas; Cost: \$20.00 Members and \$25.00 Guests

For more information on this program and to register please visit our web site at www.mpidfw.org





One of the true joys of volunteering on the CMP Committee is sharing the joy and celebration as candidates achieve their Certified Meeting Professional designation.

So let's pull out the party hats, fire off the confetti & drop the balloons! The following Dallas/Fort Worth candidates have achieved their CMP designation this year:

Carol Benevides, CMP of Helms Briscoe
Stacey Ramsey Blackwell, CMP of Real Page, Inc.
Gina L. Bollinger, CMP of the Wholesale Distributors Association
Cathy F. Chong, CMP of Helms Briscoe
Tanda Griffin, CMP of the Westin Galleria
Heather Hallford, CMP of the American Heart Association
Keri Danette Hall, CMP of Rexel, Inc.
Adam G. Keim, CMP of Andersen Consulting
Juliann E. Krumbholz, CMP of Andersen Consulting
Teri Lee Lockhard, CMP of the Hyatt Regency Dallas
Erin Elizabeth Longley, CMP of Imagine Events
Kristi Penningont, CMP of Plano CVB

Our profession is advanced by their individual achievements.

If you do not have a certification, you can advance your personal goals and show the world that you are a certified meeting professional by qualifying for and passing the CMP Examination in July, 2001. If you are interested in the process and participating in a study group this spring, contact Jim Monroe, CMP, CSEP at jcmonroe@iname.com.

This list of 2000 CMPs was taken from the Convention Industry Council web site at www.cmponline.com. If there is an error or omission please contact Jim Monroe at the e-mail address above.

CMP/CMM Recognition Breakfast 2001 Planning Committee

The Third Annual CMP/CMM Recognition Breakfast will be held in June, 2001!

The breakfast is ardently accepted by CMP's and CMM's in the North Texas area as an event that specifically recognizes and applicable their professional contributions to furthering the meetings industry.

It's that time of the year again to begin the development for the breakfast and you are invited to serve on the planning committee! If you're a newer member who wants to make new friends while working on a project or a seasoned member who wants to learn more about planning detailed small, upscale special affairs, please consider participating on this committee as a learning outlet.

The initial meeting objective is to discuss the venue and create a theme for the 2001 ChaMPion's Breakfast!

The first meeting is scheduled for November 29 at the offices of Millennium Events, Incorporated from 6:00pm-8:00 p.m. For more information please contact Patty Stern, Chair, at 214-741-3748, ext. 5.



Continued from Page 1 **TEC**

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TEC Golf Tournament

By Steven G.Foster, CMP, Circle R Ranch

The MPI D/FW "Highland Golf Outing" held Friday, Nov. 4 at The Tribute Golf Club promised to provide its players and sponsors with a real taste of Scotland - and it delivered. The Tribute, a links-style course with holes designed to

recreate the best of Scotland's golf

traditions, was blanketed with

showers but that didn't dampen the

spirits of the 95 players who

from all three Texas MPI chapters

(DFW, Hill Country and Houston)

were greeted with traditional

Die-hard players and sponsors

participated in the event.



bagpipe music played by Scottish piper Don Shannon, and after a continental breakfast and scavenger hunt through The Tribute's Guest Suites, tournament play began.

Winners:

First Place: The Wyndham Anatole team: Mark Wykes, Tom Faust, Pam Stefanak and Bren Clevenger-Ori.

Second Place: The Arlington CVB team: Mark Wisness, Scott Magness, Jeanie Renner and Tanja Nichols

Third Place: The Opryland Hotel Texas team: John Cychol, Kent Wasmuth, Steve Hames and Jack Zimmer.





For more details visit www.mpidfw.org/



Highland Golf Outing

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(Longest Putt)
South Padre Island CVB
(Sand Trap)

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Hard Rock Cafe
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Golf Tournament Committee

Steven G. Foster, CMP
(Circle R Ranch)
Don Offill
(American Golf Corporation)
Jeannie Renner
(J&S Audio Visual Inc.)

October Meeting Wrap Up

We Rocked Our Way to More Creativity in the Morning

It was a wonderful morning of creativity when we conducted our business with sunshine linens, Starbucks Coffee and Dallas Morning Newspapers! Donna Long and Al Lucia of JukeBox Learning



Al Lucia with Lisa South, CMP. Members were asked to identify their "theme song" and why to the audience.

and co-authors of the book, Rock Your Way To Happiness, shared with us four fundamentals of creativity using Rock and Roll Oldies. We joined in and learned how to Harmogenize (connect music and lessons) for increased retention and inspiration. We took a "brain break" to "Up On The Roof". We had several MPI members connect their special memory or challenge to us in song. For more innovative ways to enhance your next meeting check Donna and Al's Website: http:// www.jukeboxlearning.com.

Congratulations to our first winners of the MPI Spirit Award: Nicole Northrop with OMNI Hotels and Stephanie Schroeder of Starwood Hotels & Resorts. The



Galveston Island CVB were sponsors of the meeting. Mark Bellinger, Jenny Cramer & Lynn Jamail

were made by Steven Foster, CMP (nominated the winners) and O. D. O'Donnell (VP of Membership).

presentations

Thanks to our sponsor Galveston Island Convention & Visitor's Bureau. Each attendee received Donna's 21-song CD of original (not remakes) classic rock hits to continue the experience of anchoring music to memory. They also gave away Starbucks Table décor and 10 wonderful prizes. Congratulations to all our winners!



Donna Long, JukeBox Learning tells the crowd how important music is in meetings and the learning process.

Photos courtesy of Jim Woods, Jim Woods Photography



Tony Cummins, CMP, Wynnwood Catering identified his theme song and played an "air guitar" for the crowd!



The Westin Galleria staff, dressed in morning attire, serves orange juice to the guests.

October Hall Of Fame

Please salute the following companies and individuals for their contributions to the meeting.

Featured Speaker
Donna Long & Al Lucia,
Juke Box Learning, Inc.
Provided by Garrett Speakers
International

Facility, Reception, Luncheon Eric Hinnant, Westin Galleria

Sponsor, Centerpieces and CD Mark Bellinger, Jenny Cramer & Lynn Jamail, Galveston CVB

> AV Services and Video Production

Derek Massey, Presentation Services Bill Reeser, CMP, AVW

Stage Set - Creative Design and Production Fun Factory Decorations and Special Events

Travel Arrangements
Suzanne David,
Southwest Airlines

Hotel Arrangements Westin Galleria

Special Linens Jay Cooper, Ducky Bobs

Dallas Morning News Robin Wright

Program Committee
Elizabeth Baryshev, BTIP, Inc.
Leah Belasco,
Belasco Consulting

Ginny Paxton, Ginny's Gifts

Sandi Galloway, Canadian Tourism Commission

Elizabeth Chandler, Meadows Foundation

Spirit Award

By Pat McCain, CMP, Krisam Hotels and Resorts

In keeping with our President's theme ACTION! The Membership Committee has decided to take action and update the Star of the Month award with a newly created member recognition program. "The Spirit of MPI Award" will be awarded to MPI/DFW chapter members for their outstanding contributions to our chapters' causes on one or more committees. This individual will be a member who has displayed a "Can do



Attitude" and has been a Team Player helping us to achieve our goals. Unlike the Star of the

Month award, this new award may or may not be handed out monthly and the recipient has to be a member in good standing. Candidates will be nominated and voted on by the

V.P.'s of Education, Programs, Public Relations Membership. The award itself is a statue of an Eagle. What better way to be recognized for showing leadership qualities and soaring above and beyond than the Eagle! Our first two recipients Stephanie Schroeder of Starwood Hotels and Nicole Northrop of the Omni Mandalay Hotel.





Above: Nicole Northrop of the Omni Mandalay Hotel

Left: Stephanie Schroeder of Starwood Hotels





From The Heart

By Tamra Fairbrother, CMP

Food Drive

Thursday, November 16, 2000, Renaissance North Dallas Hotel, , 11:00am-12:15pm



Tamra Fairbrother, CMP THE Meeting Planners

Upon arrival to the monthly luncheon bring your donation of at least one canned good or non-perishable item to benefit The Wilkinson Center.

The Community Service Committee will be set up in the registration area with a box to collect your contribution.

All items are welcome however we have listed a few key items requested by The Wilkinson Center to better serve the community.

Peanut Butter
 Canned Beans
 Pasta
 Diapers
 Formula
 Soups

MPI D/FW Chapter Education Presents

International Protocol for Meeting Planners

Presented By Sharon DeGarmo, Special Events Coordinator – Coordinator for International Protocol & Cultural Affairs

City of Dallas – Office of International Affairs; Date: December 5, 2000; Time: 6pm-8pm; Location: Dallas Convention and Visitors Bureau; Address: Renaissance Tower, 1201 Elm Street, Dallas, TX 75270, 20th Floor, Suite 2000; (Parking is available in the Renaissance Tower Parking Garage); COST: \$20.00 Members and \$25.00 Guests

Protocol is a relevant topic of awareness and education for both planner and supplier members. Whether you're hosting international inbound visitors or planning an out-bound meeting abroad, global protocol must be considered and respected to ensure the success of your meeting.

Sharon DeGarmo, Special Events Coordinator with the City of Dallas - Office of International Affairs, will address International Protocol "do's and don'ts". Often it's the smallest of details in various cultures that make the difference in the International experience. In Sharon's capacity as Protocol Advisor with the Office of International Affairs, she provides guidance to City officials, corporate leaders in the community and ethnic cultural organizations. A question and answer session will follow her presentation.

Go to mpidfw.org to learn more about this topic and to register.



News from MPI International



Erin Longley, CMP (Imagine Events, Inc.) MPI D/FW International Marketing Liaison

Plan to attend PEC-NA 2001!

Plan now to attend the next Professional Education Conference – North America to be held January 21-23, 2001 in New Orleans at the Ernest Morial Convention

CNN Headline News Anchor Lynne Russell will present the Opening Session keynote address. PEC will offer a total of 43 different workshops and forums including sessions by 27 new speakers. Choose from three concurrent but very different general sessions on Tuesday, attend the EXPO on Monday with 350 exhibitors as well as several unique networking opportunities throughout the conference.

Early bird registration deadline is Friday, December 15. Look for brochures arriving in your mailbox soon!

Global Paragon Deadline Near

Proud of a meeting you held last year? Submit it for a Global Paragon Award! Sponsored by Opryland Hotel, this prestigious program recognizes distinctive and outstanding global meetings and events. All meetings held between July 1, 1999 and June 30, 2000 regardless of location are eligible. The deadline for submitting entries is Friday, November 17, 2000. Partnership efforts between planners and suppliers are both sought and encouraged. For more information and entry materials call 972-702-3050 or visit www.mpiweb.org.

Global CMM Returns to Europe

MPI is offering its Certification in Meeting Management (CMM) course on December 2-8 at the University of Warwick in Coventry, England. The first university-certified global designation for senior-level meeting professionals, the CMM consists of a self-assessment, home study, five-day residential full-immersion course and a three-part examination. The entire experience is strategic in nature as opposed to tactical.

Space is limited – call 972-702-3026 for more information.



First came *e*-Mail

Then came *e*-Commerce

Now comes *e*-Card!

Save your valuable time and money with \mathcal{E} -Card, the debit card for MPI D/FW sponsored educational opportunities.

Choose the card that's right for you — the \$150 card for CMP candidates or the \$85 card for D/FW chapter members. What could be better? Buy once and forget writing expense reports!

Shouldn't **you** have an *e*-Card?

For an application, contact:
Marti Fox, CTC, *GlobalGoals@aol.com*Ph: 972-418-9776, Fax: 972-418-9486

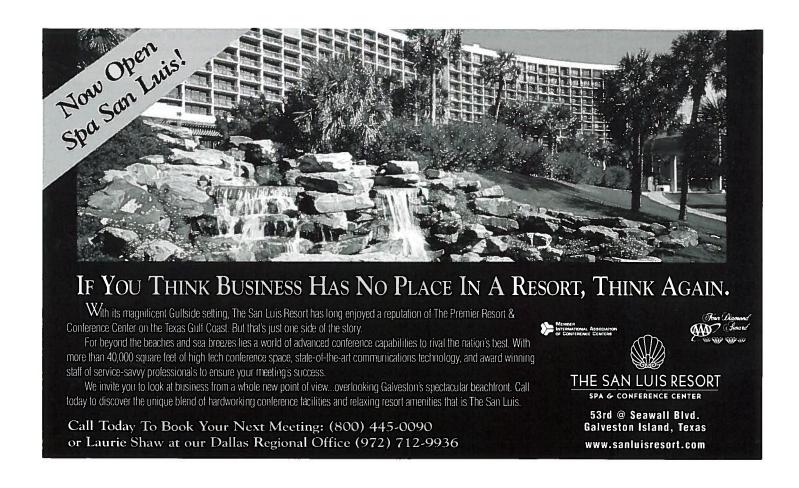
New Kids on the Block

MPI D/FW New Members for October 2000

To obtain more information about a member, please refer to the website at: www.mpidfw.org/memdir

Kerri L. Atterberry	Opryland Hotel of Texas
Jessica R. Bacak	Nokia Mobile Phones
DeAna Barnes	Alcon Laboratories Inc.
Celia Barshop	Extreme Corporate Communications
Kate J. Brightwell	Pyrotex
	Canyon Lake Ranch
Elizabeth Caille	Ace Hi Professional Casino Parties
Skot Camp	The Movie Studios at Las Colinas
Shawn Chou	Travel Solutions International
Carolyn Flinchum	Bank of America
Linda Gentzkow	Alcon Laboratories Inc.
Gary Gibson	Bank of America
Bryan D. Godbold	Plano CVB
	Texas Credit Union League

	-	-
Diane Hopson	John Deere Con	npany
Julie Matthews The Double	etree Hotel at Lincoln (Centre
Kristin E. Mompho	. Crowne Plaza North I	Dallas
Karen S. Reading	Cais In	iternet
Carrie Riney	Peak Prome	otions
Christa D. Robson-Welther	Destination Dyn	amics
Leslie J. Simmons A	Alcatel USA Wireless A	Access
Karen Slavik	. Sanford C. Bernstein	& Co.
Michael G. Tiefel Marty's Wine I	Bar/Merchants of Fine	Foods
Barbara W. Underwood	Sabr	re Inc.
Bernice J. Washington	Washington Enter	prises
Bethany Whitecare	Galactic Marl	keting





Heard it through the

Grapevine!

Alainna Palmer, GMP Excel Communications, Inc. 'Grapevine' Columnist

Jimmy Eanes, CMP is now the director of marketing for Castlerock Marketing (Adventures in Scotland). He was formerly with Parker Chiropractic College.

Congratulations to **David Grainger**, executive event designer with *Designs Behind the Scenes*, for receiving the designation of CSEP!

We wish **Jim Monroe, CMP**, of *Gale Sliger Productions* all the best as he recovers from back surgery.

Kerri Atterberry has joined *Opryland Hotel-Texas* as their national sales manager. She was formerly with the *Wyndham Anatole Hotel*.

Dana Grant-Lodge with Trail Dust Steak House, and her dog Clooney, entered the Fort Worth Kennel Club Dog Show on Saturday, September 23rd. Clooney, a springer spaniel, won best of breed. In Hot Springs, Clooney won best of breed and placed third in the sporting group. Wow!

Nancy Hernandez, formerly with the *Le Meridien Hotel*, has joined the *Adolphus Hotel*.

Below:

Betty Garrett, CMP, with Garrett Speakers International, has been selected as Meeting Professional of the Year by the National Speakers Association-North Texas.



Ana Corey is the director of group and meeting sales for Sterling Hotels & Resorts and Utell. She was formerly with Del Lago Resort & Conference Center.

Congratulations to **Bryan Davis**, with the *Hyatt Regency – Dallas*, and his wife Jane Ellen. They are expecting their first baby on April 8, 2001.

Paula Mize-Kelley, director of events at the *Apartment Association of Greater Dallas*, and her husband Tim, are expecting their first child on April 19, 2001. Congratulations!

Suzanne Van Patten, formerly a senior sales manager with the Radisson Hotel and Eagle Point Golf Club, has joined Insight for Living an international Christian ministry with Chuck Swindoll as their manager of special events.

Congratulations to Susie Ruffner, CAE, CMP, vice president of *The AMS Users Group*, who became engaged to her high school sweetheart, John Buyck. The wedding will take place in 2001.

Michelle Carter, CMP, has joined Opryland Hotel, as National Sales, she was formerly with Krisam Hotels and Resorts.

Congratulations to **Kristi Pennington, CMP**, of the Plano CVB, who is expecting their first child, a baby girl, in February.

To submit information to Heard It Through the Grapevine! Please contact: Alainna Palmer, CMP at

214-863-8926 (phone) 214-863-8576 (fax) apalmer@excel.com

Dear "Current" Meeting Professional



"Current Meeting Professional"

Dear CMP:

lam responsible for an annual conference where not only do we invite our independent sales representatives to attend, our corporate executives are extended an invitation as well to show their support to the field. The problem is getting the executives to RSVP to the many events in a timely manner. Any suggestions?

Sincerely, Last Minute Madness, Fort Worth

Dear Last Minute Madness:

Many corporate executives, as you know, have very busy schedules. Their assistants, therefore, become their "right arm." Use that arm! Executive assistants would be thrilled with the idea of helping out with their executive's participation in an event. If you're dealing with over 25 executives, form a small committee of executive assistants to help with the marketing/communications, material distribution and RSVP lists. Giving their assistants a sense of ownership and involvement in the conference will put your foot in the door, so to speak. When possible, hand deliver necessary conference communications to the assistants. Otherwise, send them interoffice mail. All e-mail should be kept to a minimum; however, make certain that assistants are copied on all correspondence. Executive assistants are your connection to linking into an executive's schedule and delivering important communications....no matter what the scenario.

Kindest regards, CMP

Dear CMP:

I am fairly new to corporate meeting planning. There are so many details to cover for a successful program, I am afraid I am going to leave out an important element along the way. What can I do to ensure that all bases are covered?

Sincerely, New Kid on the Block, Dallas

Dear New Kid on the Block:

We were all in your shoes "kid"! So, don't be discouraged. There's a simple answer for you...timelines. Create a timeline for your event, covering everything from pre-event to on-site to post-event. If you have another person, group of people or a committee that you're working with on the event, develop the timeline together. Each person could be responsible for a project, such as transportation, reception, entertainment, etc. Break each project out into its own timeline. Some tasks on your timeline will be dependent upon someone else, such as your theme. If you are relying on another person or department, put these notes in a "Status" column of your timeline. Share the timeline with your boss and update your status on a weekly basis.

Include in your timeline a start date and a completion date, the actual task, the person or persons responsible, dependencies and the status. Timelines are a valuable tool, if you use them and keep them updated.

Kindest regards, CMP



Write to the "Current Meeting Professional" by submitting your questions to: Alainna Palmer, CMP, 214-863-8576 (fax) or apalmer@excel.com

TECHKNOWcorner-

Digital Cameras – Get the Picture

Your camera, the one with film, may soon be relegated to obscurity, a victim of the digital revolution.

Before you invest in a digital camera, you must first decide how you are going to use the pictures that you take. Do you want to use them on your website, which requires a low resolution camera or do you want to print them, which requires a higher resolution?

Photo Album

In evaluating digital cameras, buyers must decide how and where they want to store the images. Cameras come with a disk, which can be upgraded to hold more images. The two most common formats are cards called CompactFlash and SmartMedia or SSFDC (Solid State Floppy Disk Card). While each have advantages,

the CompactFlash format is becoming more the standard Cannon, Kodak and Nikon all primarily use it. Both types store from 8MB or 128MB and range in price from \$30 to \$300.

Hardwired

What about connectivity? While the storage cards are all important, amateurs (most all of us) usually just transfer the pictures to our PCs, from which we e-mail them to family and friends.

That being the case, make sure your camera supports the correct cable for your PC. USB cable is the new standard on PCs and peripherals and transfers data faster than either serial or parallel cables.

A Little Pixel

One limitation in digital

cameras is the megapixels they hold. The higher the number of megapixels, the fewer pictures that can be stored, but the greater the detail (resolution) in each picture.

What is a pixel? A pixel is a digital color square that, when combined with other pixels, makes up the image on your computer screen. That's what choices like "1,280 by 1,024" refer to in your monitor settings. The display is 1,280 pixels wide by 1,024 pixels tall. To determine megapixels, multiply the height times the width— 1,280 by 1,024 would be 1,310,720 pixels or 1.3 megapixels.

Other areas to consider include optical zoom versus digital zoom (optical is better), battery life and interpolation, but, if you are like most people, the final decision will be guided by what you can afford.

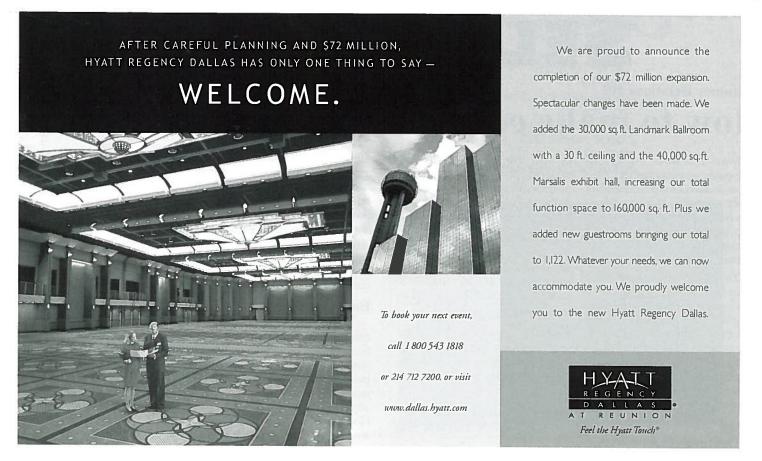
Costs

Having said that, how much should you pay for a digital camera? The inexpensive, good-quality ones with limited zoom now run between \$250 and \$400. These would include the Kodak DC215, Olympus D360L and Fuji FinePix 1400

You can easily spend \$1,500 or more. At that level, the feature set, storage capabilities, shuttle speed, zoom options and attachments will rival high-end 35mm film cameras. A new entry in this market is the Sony Mavia MCV-CD1000, which stores images on a CD that fits in your CD drive on your PC – no cables needed.

For more information visit www.dcresource.com.





Recruit a New Member and Win!

By Pat McCain, CMP, Krisam Hotels and Resorts

It's that time of year again. Do you know someone involved in the meetings industry who isn't a MPI member? Each year we enlist your help in advancing the industry by recruiting new members. By doing so you not only gain professionally through the involvement of new members, but also through a unique "thank you" gift. Our chapter rewards you for every two new members you recruit with \$10 worth of Galleria Gold. The individual who recruits the most new members wins the Suzi Fiveash Award and \$500. Guest what? Since O.D. O'Donnell is the V.P. of Membership he isn't eligible to win this year!

In addition to our Chapter's recruitment efforts, MPI International has it's Chairman's Honor Roll "Reach for the Stars" program. This program allows you to win prizes and great trips to locations like Berlin, Puerto Rico and New Orleans. Check out their web site for more details.

Please pick up Membership applications at the Chapter Meetings. Carry them with you wherever you go. Start asking people you come in contact with if they are a member. If they are interested, tell them why you are a member and the benefit of being involved in one of the largest and most successful chapters: networking, continuing education, learning through involvement, CMP accreditation and so much more. Being on the leading edge of our industry is one key to professional achievement. Membership in MPI offers the programs, training and tools to help new members get ahead! Recruitments to date:

CHAPTER MEMBER	# OF RECRUITS	CHAPTER MEMBER	# OF RECRUITS
Stephanie S Schroeder	4	Julia C O'Brien	3
Steven G Foster, CMP	3		

The following members have recruited one new member: Lisa S Allen, Cheryl L Beasley, CMP, Leah Belasco, Paige Braun, Dan J Estatico, Gary E Hammond, Keith D Harrell, Melanie J Hoover, Edward R Howard, CMP, Steven W Kemble, Peggy A LaBounty, Melissa S Logar, CMP, Cyndi Martinez, CMP, Patricia K McCain, CMP, Renee D McKenney, CMP, Lesley J Meyer, CMP, James C Monroe, CMP, CSEP, Valerie D Neeley, Dana L Nickerson, CMP, Konnie Patke, Ivy L Peterson, Carol A Rees, CMP, Lesly D Rehaut, CMP, Laura L Rosell, Becky A Steur, CMP, Dottie L Stowe, CMP, Bridget Sypolt, Deborah F Weaver, CMP, Pamela A Wilemon, CMP







Sales and Marketing

Customer Relations 101

How to make complaints work for you

Most business owners or salespeople would rather face their mother-in-law or the IRS rather than an irate customer. What you don't know is that a disgruntled customer, when satisfied, can become your and your company's biggest asset and ambassador!

The Technical Assistance Research Program states that a disgruntled customer whose complaint is resolved to their satisfaction is nine times more likely to remain a customer than the unhappy one who doesn't complain. It is smart to encourage comments from your clients and customers.

Listen

Don't interrupt and don't try to

defend the company or your position. To keep from becoming emotionally involved, focus on the problem. To best help the customer, take notes.

Understand

Empathize with the customer. When the opportunity arises, say, "I would be upset, too, if this happened to me," or, "I don't blame you for being annoyed."

Clarify

Once you have the story, go over the points of the complaint. Repeat what they've stated and ask, "Is that right?"

Be Accommodating

Stay with the customer until

the problem is resolved. Try to avoid having to make the customer wait. Don't put the customer on hold long or make them have to call you back for information. Do resolve things promptly and make sure you always have all of the information ready to impart to them. Make this one of the easiest transactions this customer has ever experienced.

Be Agreeable

Ask how they wish your company to respond to the loss/inconvenience. Most customers want far less than you would imagine: an apology, the item repaired or replaced, or a slight adjustment to their bill, for example. Give the customers what they want and even more, if applicable.

Follow Up

Handle the request personally and follow up with the customer to make sure that they are satisfied.

Empower Employees

A business functions best when all of the employees are trained to work successfully with customer complaints and are empowered to resolve their problems.

Encourage customers to give you feedback. It is invaluable and it gives you the opportunity to enhance your relationship with your customers. After all, a customer who complains is saying; in essence, please help me to remain your customer.





Corporate Meetings Dull? Take it To The Ranch!!

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Complete Meeting Package Includes:

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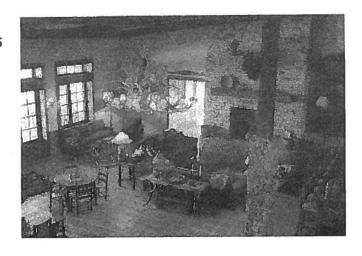
Audio Visual Equipment:

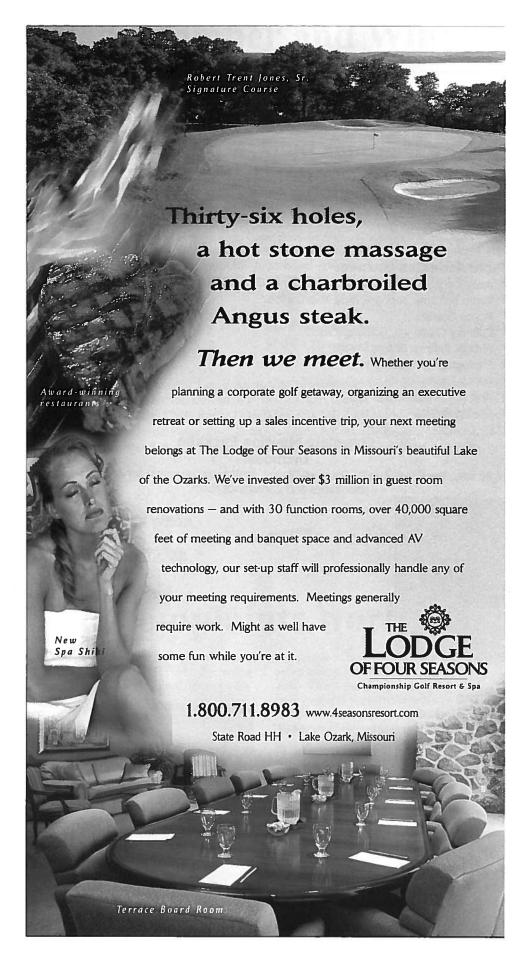
- > Sony LCD Projector.
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 - Data Ports.
 - Conference Service Coordinator.

CMP Rates

- ◆ CMP, Single Occupancy per person \$249
- CMP, Double Occupancy per person \$175
- Day Meeting, with lunch \$50

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Nominations Committee to Form

By Steven G. Foster, CMP, Circle R Ranch

One of the most important functions of the MPI D/FW Chapter begins this month with the forming of the Nominations Committee to seek qualified members for leadership positions as officers and directors for the 2001-2002 chapter

How does the process work?

Step 1: The Nominating Committee is formed with the Immediate Past President, Steven G. Foster, CMP, serving as chair. The composition of the Nominating Committee is reflected in the chapter's Policies and Procedures. The Nominating Committee will be comprised of an equal number of planners and suppliers.

No member of the committee is eligible for election to the board. Both chapter president Steve Kemble and president elect Betty Garrett, CMP, will also serve on the committee to provide insight on the coming Board year, and both will

serve in 2001-2002, as previously elected.

Step 2: The Nominations Committee is to seek the input of the membership through the use of

insert 🍙 "Request for Nominations." Referring to 2000-01 Candidate Interest Form. the insert note and the information needed by the committee in order to make an informed

decision. Any member wishing to serve must complete the enclosed form and return it as indicated by January 15, 2001.

You can nominate yourself or identify a member you feel has demonstrated, through involvement and service to the chapter a commitment to serve and lead. The Nominating Committee requests your help in developing a pool of outstanding candidates in order to

create a strong slate of officers and board recommendations for the March 2001 elections.

The Board of Directors is made up of 16 chapter members (eight

Enclosed is the

If you would like to recommend

someone or yourself for a

leadership role please fill the

form out and return it by

Jan. 15, 2001.

officers: President, President Elect, Immediate Past President, Vice Presidents of Administration/ Finance,

Education, Membership, PR/ Marketing, and Programs, and eight board members divided equally between members who are classified as planners and suppliers.). Active chapter members are eligible for 14 of the board positions, as 2000-2001 president Steve Kemble will become immediate past president, and president elect, Betty Garrett, CMP will be named 2001-2002 chapter president.

Step 3: The proposed slate and ballot will be presented to the membership in the February issue of the CURRENT along with a call for additional nominations.

Step 4: The ballot and slate will be mailed to the membership on February 26; it must be returned by March 19, 2001.

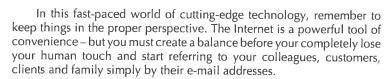
Step 5: The new Board will be presented to the membership at the March chapter meeting.

Involvement Commitment: The nominations process is so important and your participation is vital. Your active participation in the process will ensure that we can continue to secure qualified members to lead

Take the time to consider yourself and other members as potential candidates. Talk to current or past board members to ascertain their insight on the commitment needed to serve on the D/FW Board of Directors.

Questions? Contact Steven G. Foster, CMP by e-mail: stevenfoster@mindspring.com





Despite all of the technological advances in the world today, we are still a "people business" in the meeting, hospitality, travel and tourism industry. Therefore, we must not forget the original communication tool that we're all born with - the human touch.

It is imperative that we realize the value of one-on-one communication. When was the last time you received a hand written thank you note? Made a phone call just to chat with a friend? We are in a relationship business; one that relies on the "trust" the human touch provides. Technology is great, but let's face it, we don't trust it. Power outages, bad weather, viruses and the next thing you know - your fax machine goes down, your overnight delivery doesn't make it or your lose your email.

At MPI, our chapter has been able to provide a tool that uses both disciplines at meetings and educational programming - the business of ecommerce and personal relationships. Don't miss the chance to connect with the human touch and develop personal relationships.

Wishing you the happiest of holiday seasons... and stay in touch!

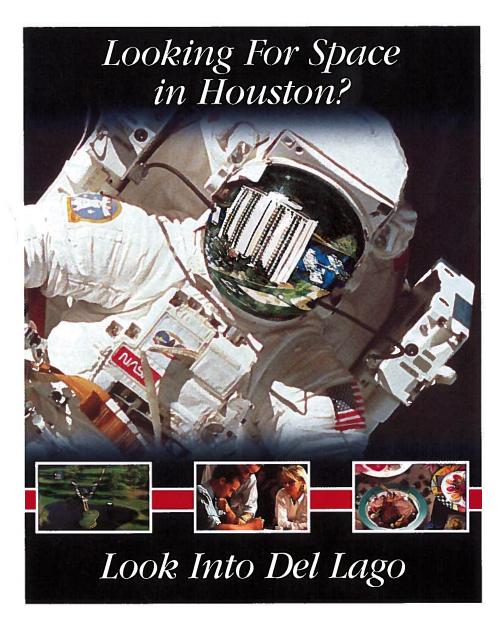






www.mpidfw.org

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FAX REGISTRATION FORM MPI D/FW Chapter Meeting

"The Strength of Fun: Energizing Your Creative Spirit with Humor"
September Chapter Meeting Renaissance North Dallas - Thursday, November 16, 2000 – 11:00 a.m.

Fax this form to chapter headquarters: 972-506-7485 or e-mail info to rcharnes@msn.com or use On-Line Registration via web site: www.mpidfw.org (preferred method of registration)

NO TELEPHONE RESERVATIONS ACCEPTED

Deadline: 2:00 p.m., Monday, November 13, 2000 (Strictly Enforced)

*** Please retain the fax confirmation sheet and bring it to the registration	n desk the day of the meeting.***
MEMBER REGISTRATION: (Please print legibly)	
I am a Planner Supplier Memb	pership #:
Member Name:	
Company:	
PhoneFax:	
E-Mail Address:	
Web Site:	
Pre-Paid Credit Card Express Registration: (Must include payme)	
Type of Card: VISA MasterCard American Ex	xpress Exp Date:
Name on Card:Card number :	
Total Amount to Charge: (Member Walk In	Price \$27 - Guest Price \$30 n/On-Site/Late \$40- no exceptions)
I agree to pay this amount according to my credit card agreement. No r	refunds for registrants who fail to attend.
Signature:	_

Guest's Company:	
My Guest is a Planner Supplier ********************************	**********
Guest's Name:	
Guest's Company:	
My Guest is a Planner Supplier	

VEGETARIAN MEAL CARDS ARE AVAILABLE AT THE REGISTRATION TABLE (SEE REVERSE SIDE FOR ON-LINE REGISTRATION INSTRUCTIONS)

REGISTRATION CLOSES AT 2:00 PM ON MONDAY, November 13, 2000 - NO EXCEPTIONS!

Member Price - \$27.00 Guest Price - \$30.00 Walk In/On Site/Late - \$40.00 - <u>STRICTLY ENFORCED</u>

This is a luncheon and starts at 11:30am

We expect a very large crowd for this event <u>and urge you to register early using the registration available</u> on this web site.

In order to ensure quick service at the check in desk on the day of the event, please pre-pay for you and your guests. Registration via the web site is secure and your credit card information is safe.

Remember, you do not receive a reply to FAX registration.

Web Site - On-Line Registration

Please read or print out these instructions.

To register for an event on-line, do the following:

- 1. When ready to register log on to the site noted in the last instruction.
- 2. From site home page, click on EVENTS
- 3. Locate the event. If you want further information about the event, click on the event; if you just want to register, click on the blue arrow.
- 4. When you click on the blue arrow, your registration form will appear. (If you want the form to be partially completed, you must sign on first.) Complete and submit the form.
- 5. Use the SPECIAL REQUIREMENTS SECTION to inform the Chapter Office of any information the office will need. You may register your guests in this section.
- 6. Be sure to indicate how you will pay for the event if paying at the door, please indicate in the SPECIAL REQUIREMENTS SECTION. If paying by credit card, please make sure your card number is entered correctly and the expiration date has been noted.
- 7. You will receive an acknowledgement of your RSVP, a description of the event and directions to the venue.
- 8. Are you ready to register? Log On To: www.mpidfw.org

ALCOHOL POLICY

MPI D/FW Chapter

MPI D/FW recognizes and supports the many legitimate uses of alcoholic beverages in the process of conducting our business and social activities. As a chapter, we also recognize that the use and consumption of alcohol at our functions carries with it the requirements to consume those beverages responsibly and in keeping with our professional code of ethics and conduct. We strongly oppose the abuse and misuse of alcohol. We further support those efforts that seek to inform our members of the issues concerning alcohol use and in offering assistance to any members seeking further information and/or assistance either personally or professionally.

2001-2002 CANDIDATE INTEREST FORM

By submitting this form, you are stating your intention to be considered as a Chapter Director or Officer of Meeting Professionals International, D/FW Chapter. Please complete this form fully as this information will be used by the Nominating Committee for consideration of the slate of candidates.

Mail or fax the completed form to the address shown by January 15, 2001.

MPI Member #	Member Since:	Planner	Supplier
Name:		Title:	
Company:			
Address:		2 0	
Phone:		Fax:	
E-Mail:			
Board Me Vice Presi VP/Memb	ident/Administration & Finandership ident/Education	ce	r: VP/PR/Marketing VP/Programs President-Elect
MPI Chapter/Internation	onal Service: (list dates and po	ositions held)	
Value			
0			
Attendance at Chapter	functions for the past two year	rs: (function titles a	and dates)
		(14114110111111111011	
	1980 1 1 2 W		

Attendance at Internation	onal functions for the past two	years: (function tit	eles and dates)

Why do you want to serve, and wh serving?	at do you personally wish to contribute to MPI D/FW by
×81	
	1900 - 2012 - 20
,	ould be considered for office or a Board position:
VP/Administration: VP/Education:	
VP/Programs:	
VP/Finance:	
VP/Membership:	
VP/PR/Marketing:	
Board Director:	
Please sign below indicating your support of your employer for your	agreement to serve if nominated, and confirming the full time commitment.
Signature	Date

Please mail or fax both sides of the completed form no later than January 15 2001 to:

Steven G. Foster, CMP Immediate Past President 5901 Cross Timbers Road Flower Mound, Texas 75022

Fax: (817) 430-8108 E-Mail: stevenfoster@mindspring.com