



Chapter of the Year
1989 ★ 1990 ★ 1994
1996 ★ 2001

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Mark Your Calendar

**Partnership
Meeting with HSMIAI**
Thurs., April 27, 2003
Doubletree Lincoln Centre

**Come be part of the
Team that Gives Kids
a Chance to Play...On
Their Field of Dreams**



The MPI Kids Charity Ball

Produced by Meeting Professionals International
Dallas/Fort Worth Chapter

April 5, 2003

Southfork Ranch

Register today at www.mpidfw.org/kidscharityball.



It's the event of the year and what a great cause! Reserve your seat now for the 2003 MPI Kids Charity Ball to be held April 5 at Southfork Ranch Event and Conference Center. Live auction, silent auction, blow-your-socks-off entertainment and great food-this event has all you could want.

With the sports theme, you'll find many sports memorabilia items in the silent auction. There's even a suite with catering to a Dallas Cowboys pre-season game. Want to fly a jet? You could have that, too, if you're the final bidder. Top it all off with a five-night trip to Cabo San Lucas by purchasing the winning raffle ticket from a Dallas Cowboys cheerleader. It's the best [dang] charity ball. Ever.

Proceeds from the event will benefit Love for Kids, Wipe Out Kids' Cancer and the MPI D/FW Education Fund. It's your chance to help local children find their field of dreams.

DALLAS/FT. WORTH
CHAPTER



DEFINING THE POWER OF MEETINGS®

Mission Statement

To be the premier organization of meeting professionals serving the Dallas/Fort Worth meetings industry by providing excellence in educational resources, communications, networking opportunities, and recognition; while operating with the highest ethical standards.

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A Message from the President



Cheryl L. Beasley, CMP, CMM
2002-2003 President

Becoming Great Leaders

Busy Months for MPI D/FW

This month's educational offering is the culmination of many hours of cooperative effort and leadership on the part of many of your colleagues.

While the Women's Leadership Initiative (WLI) has been alive and well since last year, it has taken on an even more robust form this year. The WLI Committee, under the leadership of Committee Chair, Sally Goldsberry, CMP, CMM, has developed several innovative ways to meet the diverse needs of our Chapter membership.

One recent innovation is the development of a WLI program as the educational component of our March meeting. However, as with many innovations, this program very nearly didn't make it to the final production phase. It took the cooperation of the Education Committee, under the direction of VP of Education, Patty Stern Markley, CMP; the Program Committee, with the leadership of VP of Programs, Sherry DeLaGarza, CMP; Sally and the WLI Committee and even the Chapter's Board of Directors to work through all the potential roadblocks to provide this great educational opportunity to our membership.

Dr. John Gray has taken the subject of communication between the sexes to yet another dimension with his book on workplace communications. You don't want to miss this special monthly program, being held on the special date of Thursday, March 20, 2003 at the Wyndham Anatole Hotel.


While the innovative juices were flowing, your VP of Finance/Administration, Wendy Foster, CMP, had yet another brilliant idea. She and former HSMIAI chapter president Mark D. Thompson (Southfork Ranch) have rallied

their colleagues with HSMIAI to support our March 20th program with Dr. Gray in lieu of their regular monthly meeting. And, she has arranged for us to attend their monthly program on April 27, 2002, in lieu of our regular monthly meeting. This kind of support and cooperation between our associations is just another example of the power of combining ideas and resources to the benefit of everyone involved.

We have a very busy time ahead for our Chapter. Our March 20th WLI program will be closely followed by The MPI Kids Charity Ball on April 5th at the beautiful Southfork Ranch. Our annual Chapter Golf Tournament will be held at the world famous Four Seasons Resort in Las Colinas on April 17th. We'll finish out these busy weeks by attending HSMIAI's monthly chapter meeting at the Doubletree Lincoln Center.

I am so proud of each of these Chapter leaders, and those that serve with them, for their innovation and for working together to bring these opportunities to our membership.

Education, networking and professional development are what we are all about. Please use each of these programs to grow your business, your professional and personal development and to become great leaders.

P.S. Don't forget to turn in your ballot by March 17th for the 2003-2004 Slate of Chapter Officers and Directors. 

DALLAS/FT. WORTH
CHAPTER



DEFINING THE POWER OF MEETINGS®

"CURRENT" AFFAIRS

Convention Attendance Shifting Designs

by Roger Herman and Joyce Gioia
Strategic Business Futurists
"Herman Trend Alert"

Editor's Note: Each month, this column will present an industry profile, hot topic debate or industry event review to focus reader interest and discussion on "Current" Affairs. Your participation and feedback in this effort is both vital and welcome.

Have you noticed that there are fewer people on exhibit hall floors at conventions lately? Not surprisingly, with the big numbers of mergers and acquisitions, there's a smaller base of buyers and sellers. According to Skip Cox, President of Exhibit Surveys in Red Bank, New Jersey and Wayne Jacobs of Jacobs, Jenner & Kent in Baltimore, there's been a 30% decrease in traffic density on show floors. US companies that sent employees to an average of 4.8 events in 1995 now allow an average of only 1.6.

Due to the combination of fewer attendees and higher exhibit costs, many companies believe their return on exhibition investment has evaporated. This belief moves them to "invest" in fewer trade shows. It's an unstoppable downward spiral. While people may spend less time in exhibit halls, they are participating in more educational sessions.

Top executives give two principal reasons for going to conferences: Networking and staying on the leading edge. The Cox and Jacobs study found that networking was the deciding factor in whether people would choose to attend a show. Savvy planners are responding with longer breaks between sessions for networking time.

Expect to see increased networking opportunities specifically designed for attendees to interact with each other when the exhibit hall is not open and no educational sessions are held. It is paradoxical that the way to take care of exhibitors is to offer attendees more time away from them. The secret will be to add more floor hours to benefit exhibitors as well. In fact, some associations have already taken the latter step.

Another interesting development is that attendees feel less compulsion to go to an event every time it is held. This fact has led to what is called "attendance churn," when companies send different attendees each year. This phenomenon results in greater difficulty attracting the highly prized "power buyer."

Some exhibitors have already chosen to put more of their limited sales and marketing dollars into private events, spending less on elaborate exhibits that have not yielded an appropriate ROI. We expect that trend to continue.

The labor shortage in this decade will be considerably more severe than what we saw in the late 1990s. Few employers are ready.

Learn more at
www.impendingcrisis.com or
www.hermangroup.com

BOARD CORNER

Cheryl L. Beasley, CMP, CMM
2002-2003 President

A special message from the president

The most important role of the Chapter's Board of Directors is that of communication. When anything happens that potentially impacts the membership of the Chapter, our first step is to let you know.

We use various means to communicate with you. We place a message on the homepage of our web site at www.mpidfw.org. We use a broadcast email process that is initiated by our Chapter Administrator. And, the Chapter Administrator is available to answer your questions at rcharnes@msn.com or by calling (972) 869-3836.

We apologize if you did not receive the message concerning the cancellation of February's monthly program. Please help us make certain you receive important messages in the future.

- Make certain your email address is correct with the Chapter Office
- If your email cannot accept broadcast messages, check our website for pertinent information regarding upcoming events
- Call the Chapter office if we have had any local conditions that might cause a change in an event (weather, terrorist alerts, etc.)



DEFINING THE POWER OF MEETINGS™

Founded in 1972, Meeting Professionals International, with nearly 20,000 members in 60 countries and four chapters in formation, is the leading global community committed to shaping and defining the future of the meeting and event industry. For more information, visit www.mpiweb.org.

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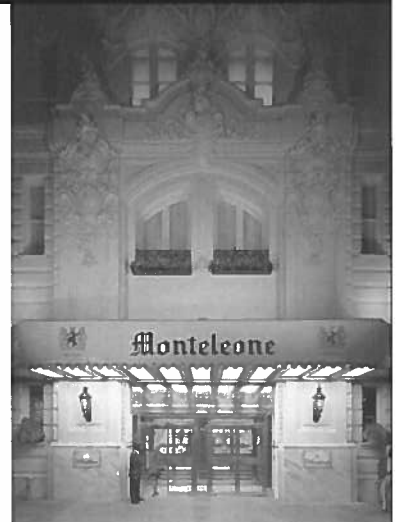
No wonder more corporate and incentive groups trust us to take care of all the details. Our luxurious suites feature classic touches amid advanced technologies. Marble baths, high-speed Internet, in room safes, mini-bars and data ports now grace every room. Guests of our distinguished address are catered to by both, an award winning culinary team and a highly decorated service staff. And best of all, we're in the heart of the French Quarter. On Royal Street. How utterly fitting.

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Chapter Meeting: Thursday, March 20, 2003 • 11:00 a.m.

“Mars and Venus in the Workplace”

Internationally recognized speaker and author of *Mars and Venus in the Workplace*, John Gray, Ph.D., headlines this month's chapter luncheon, Thursday, March 20 at the Wyndham Anatole Hotel. Gray, an expert in the fields of communication and relationships, and the author of twelve bestsellers, will explain that by understanding the differences between men and women in the workplace, anyone can identify and respond to various business approaches in a manner that earns greater respect and promotes increased cooperation.

His book, *Mars and Venus in the Workplace*, analyzes the differences in how men and women communicate, solve problems, react to stress, earn respect, promote themselves, experience emotional support, minimize conflict, score points, view sex, and ask for what they want. His practical advice helps reduce unnecessary conflict and frustration. Attend the March monthly meeting and receive a complimentary copy of Mr. Gray's newest book.

The Dallas/Fort Worth Chapter's Women's Leadership Initiative (WLI) Committee developed this month's educational program focused on gender communications. The WLI, funded by the MPI Foundation, helps women in the industry advance into leadership positions, focusing on skill development including basic business functionalities, the politics of advancement, case studies in role models of leadership and balancing the single-parent role.

Sponsors of the March Chapter meeting are Wyndham International, Wyndham Anatole Hotel, Dallas Marriott Las Colinas, Camino Real Hotels & Resorts, Houston Convention & Visitors Bureau, and Freeman Decorating and AVW-Telav Audio Visual Solutions.

March Committee members are Education Chair, Sally Goldesberry, CMP, CMM, Society of Petroleum Engineers; Program Committee Chair, Peg Wolschon, CMP, CTP, Production Transport; Laura Jordan, CMP, Wyndham International; Dana Nickerson-Rhoden, CMP, CMM, American Heart Association; Linda Sergeant, Bill Reed Decorations, Inc.; Phyllis Firebaugh, CMP, MPBid.com; Janet Johnston, CMP, Wyndham Anatole Hotel; Ely Whaley, Freeman Decorating; Mary Lynn Novelli, CMP, MPI Publications; Sherry DeLaGarza, CMP, Society of Petroleum Engineers; Leah Belasco, Independent; Jim Monroe, CMP, CSEP, James C. Monroe & Associates; Bill Reeser, CMP, AVW-Telav Audio Video Solutions; Keith Hickman, CSEP, Cityplace; and Tina Bavemark, Student.



John Gray, Ph.D



Host Facility Wyndham Anatole Hotel

The Wyndham Anatole is as grand and glorious as Texas itself. From the moment you step inside, it's clear that this is no ordinary hotel. It's a city to itself - full of many wonders to enjoy and explore.

Marvel at the sweeping spaces richly adorned with antiques and art, including one of the nation's most extensive private art collections. Escape to your own private retreat in our guest rooms with special details like pillowtop mattresses and cordless speakerphones. After a busy day, relax in the exclusive Verandah Club and Spa, enjoy an unforgettable massage or play a game of racquetball. Enjoy exceptional cuisine and views from the Nana or explore the numerous boutiques that line our spacious atriums.

The Wyndham Anatole has more than 315,000 square feet of space, including five major ballrooms, 59 meeting rooms, eight boardrooms, six theaters/lecture halls and the innovative Trinity Exhibition Center. The center boasts 128,000 square feet of exhibit and function space including a dedicated banquet kitchen.

DIRECTIONS

From the Dallas Tollway: Proceed South on the Tollway. Take the Wycliff Avenue exit and turn right. Turn right at Harry Hines and then left onto Market Center Boulevard. Proceed on Market Center Boulevard under I-35E (Stemmons Freeway) and the hotel is on the right.

From I-635 (LBJ Freeway): Proceed West on I-635 to the I-35E South exit. Follow I-35E (Stemmons Freeway) south to the Market Center Boulevard exit. Turn right onto Market Center Boulevard and hotel is on the right.

From Fort Worth: Take I-30 East to I-35E North. Follow I-35E north and exit Market Center Boulevard. Turn left on Market Center Boulevard and hotel is on the right.

“Mars and Venus in the Workplace” SPECIAL DATE Thursday, March 20, 2003

Wyndham Anatole Hotel
The Khmer Pavilion

2201 Stemmons Frwy. • Dallas, TX 75207
(214) 748-1200

11:00 am - 11:30 am	Orientation
11:00 am - 12:00 pm	Registration and Reception
12:00 pm - 1:30 pm	Luncheon and Program

Self Parking

Advanced Member Price:	\$27.00
Advanced Guest Price:	\$32.00
Onsite Price:	\$40.00

R.S.V.P. to Randie Charnes
by 2:00 p.m., Monday, March 17, 2003
email: rcharnes@msn.com • fax: 972-506-7485

ON-LINE REGISTRATION PREFERRED

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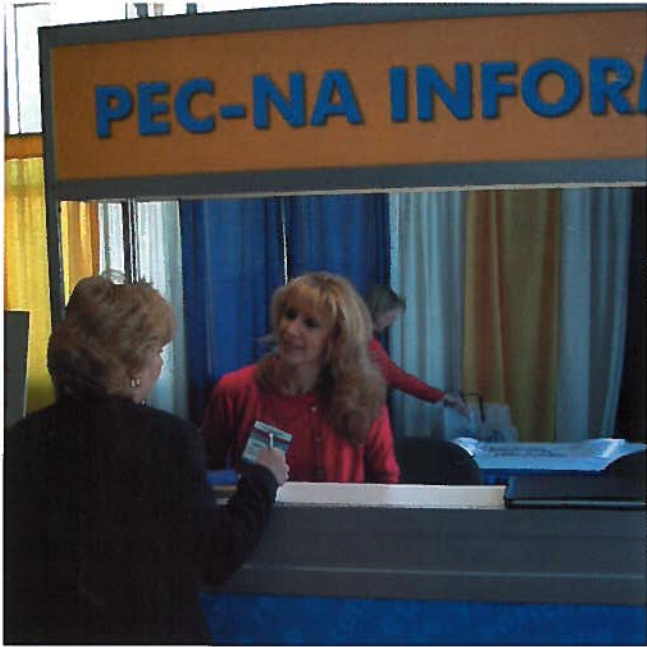
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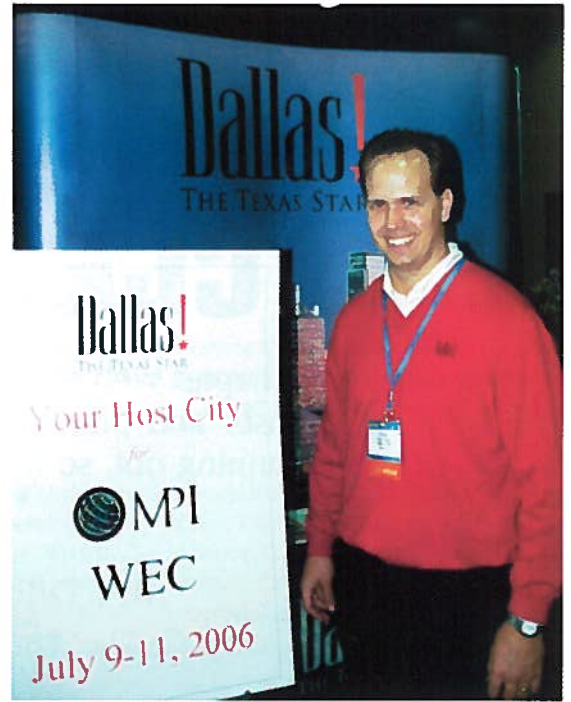


MPI D/FW Chapter Highlights from MPI PEC



*Photos by
Steven Foster
and Phil Crouse*

Working the PEC-NA Information Booth was MPI staffer and former D/FW chapter president MaryLynn Novelli, CMP.



Chad Enloe of the Dallas Convention & Visitors Bureau lets PEC Expo attendees know that Dallas has been selected to host the MPI World Education Congress in 2006. Mark your calendar now!



Irving Convention & Visitors Bureau National Corporate Sales Managers Cheryl Hopkins and Lori Fojtasek celebrated at the Closing Night Gala which featured the Pop band, The B-52s.



James Hardman (Adams' Mark Dallas Hotel) and Betty Manning Hardman (Interstate Batteries) stopped by the Grapevine Convention & Visitors Bureau booth to say hello to CVB sales manager Susan Burk.



MPI Board Member Colleen Rickenbacher, CMP, CSEP made it "Beauties and the Beast" at Disney's Opening Night Event.

Tee it Up at the MPI D/FW PRO-PLAYER GOLF CLASSIC

Log on to the chapter web site - www.mpidfw.org - for
sponsor and player opportunities
Time is running out, so mark your calendar.



MPI D/FW Pro-Player Golf Classic

Thursday, April 17, 2003

8:00 am - 2:00 pm

The TPC Course at the Four Seasons Resort & Club
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The Tribute

All participants (players and sponsors) will be entered in a
drawing to win a VIP Golf Getaway Package, including:

- ♦ Limousine transfers to and from the 2003 EDS Byron Nelson Championship
- ♦ (4) Admissions (one-day passes) to the 2003 EDS Byron Nelson Championship
- ♦ (1) VIP Irving CVB/Byron Nelson gift basket
- ♦ (4) Rounds of Golf at The Tribute



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THE NEXT GENERATION

Get Involved in the TEMM Program



Editor's Note: To learn more about the TEMM program at Richland College, contact: M.T. Hickman, CMP, CTP, Program Coordinator, Phone: (972) 238-6097.

Steven G. Foster, CMP
TEMM - Advisory Board, Chair

A few months ago I accepted a new leadership role as Chair of the Advisory Board to the Travel, Exposition and Meeting Management (TEMM) Program at Richland College. There are big shoes to fill. Past chairs of the TEMM Board include Bill Boyd, CMP, CMM (Sunbelt Motivation & Travel, Inc.), Pat Smith (P.F. Smith Enterprises), Ellen Beckert (The Freeman Companies) and Colleen Rickenbacher, CMP, CSEP, (Colleen Rickenbacher, Inc.). Theirs is a legacy of success.

Leadership Rule #1: Go to War with the Best. Representing the industry, and in addition to the past chairs named above, the 2002-2003 TEMM Advisory Board includes Peg Wolschon, CMP, CTP (Production Transport), Bruce Wolpert, CMP (Independent), Pat McCain, CMP (Krisam Hotels & Resorts), Chuck Berkheimer, CMP (Sol Melia Hotels & Resorts), Robert McPherrin (Gaylord Opryland Texas Resort), David Bruce (CMP Meeting Services), Dana Nickerson-Rhoden, CMP, CMM (American Heart Association), Sally Goldesberry, CMP, CMM (Society of Petroleum Engineers), Emily Hine (Texas Credit Union League), Bill Vastine, Ph.D (Galactic Incentives), Dvorah Evans, CMP (Dallas Black Chamber of Commerce), Greg Elam, CMP (Dallas CVB), P. J. Gonzales, CMP, CHSP (Fort Worth CVB), Penny Kent, CEM (Travel Planners, Inc.), Judy Owen (AVW-TELAV Audio Visual Solutions), David DuBois, CMP, CAE (Meeting Professionals International), Terri Pennington (International Association for Exhibition Management), Michele Lucia (ADL Associates), Hattie Hill (Hattie Hill Inc.) and Linda Swindling (Passports to Success). The Education side of the coin is represented by TEMM Program Coordinator M.T. Hickman, CMP (Richland College), Dr. Charles Magill (DISD) and Dr. Johnny Sue Reynolds (UNT).

So, what is The TEMM Program and what does the TEMM Advisory Board do? In the early 1980s the MPI D/FW chapter chose Richland College for the location for its Continuing Education courses in meeting, travel and exposition management. In 1992 a plan was created to formalize these courses into a degree plan, and the Associate of Arts degree in Travel, Exposition and Meeting Management (TEMM) was offered on the Fall 1994 schedule for the first time.


The TEMM Advisory Board represents industry segments, including airlines, hotels, DMCs, travel agencies, convention and visitor bureaus, special event venues, incentive companies, and airline reservation systems, and oversees the Degree Program. The Board not only oversees the curriculum for the program to make sure it stays current with the changing needs of our industry, but also is responsible for good industry relations and for "spreading the word" about the program.

That's our history. What about our future, and more importantly, what role can you play?

In the coming weeks, we'll be reaching out to members of MPI, HSMIAI, ISES, SITE, PCMA and other local chapters of industry associations to make a commitment to "The Next Generation." Our Student Assistance Committee, chaired by Colleen Rickenbacher, will ask associations to fund scholarships for TEMM students and provide complimentary admissions for two current TEMM students to local chapter educational programs.

Our Industry Relations Committee, chaired by Dana Nickerson Rhoden, will be contacting chapter newsletter editors and asking them to provide space for this column, "The Next Generation," which will provide regular updates on the benefits available through the TEMM Program, and to identify internships for these students.

Our Community Relations Committee, chaired by Greg Elam, will be seeking industry members to provide "shadow" opportunities with local companies for students, as well as create a "fam tour" for adults looking for a career in TEMM.

Finally, you can help by getting involved. There are many ways to help, too many to list here. For more information, contact M.T. Hickman at mthickman@dccc.edu and she'll provide everything you need to make a huge difference in the life and learning of "The Next Generation." 



TEMM students win big at the 2003 Delta Epsilon Chi Career Development Conference. Front row, l-r: Nicole Ivory, 1st Place Sales Manager Meeting, 2nd Place Texas Leading; and American Serrano, 1st Place Hospitality Management. Top row, l-r: Michele Dunavin 2nd Place Hospitality Management, 3rd Place Texas Leading; Kesha Busby, 3rd Place Retail Management, 1st Place Public Relations; Tina Bavemark, 2nd Place Travel and Tourism Marketing, 1st Place Texas Planning; and Jazel Moreno, 1st Place Travel and Tourism Marketing. Not shown, Jim Sullivan, 1st Place E-Commerce, 3rd Place Texas Organizing. Delta Epsilon Chi is an international organization that promotes careers in marketing and management to college students. Each year college students from across Texas compete in over 28 different marketing events. Seven of the 28 events are Texas State events; the remaining 21 events are National preliminary events. Students winning in the national preliminary event qualify to attend and compete at the Int'l Career Development Conference.



TECH TALK

Projector Images and Room Light Levels

When using projectors, it is important to determine the projector light level necessary to provide a suitable image. The amount of light provided by the projector is an important factor in determining its image visibility, price and size. A unit called a lumen measures light. For a projector, the number of lumens indicates the amount of light coming from the lens. As the image becomes larger, there are less lumens present in any fixed area. The lower the light in a unit area, the less bright the image becomes.

The second major factor is the background light. This causes the image to become washed out or reduces the contrast. Consequently, it is important that for an optimum image the background light be reduced down to the lowest level possible. The contrast is a measure of the brightest to the darkest area of the image. The higher the contrast level, the better the image. Using a higher lumen projector and minimizing the background light can increase the contrast levels. To improve the contrast level there are special screens and rear-projection configurations that can be utilized, although they typically mean an increase in cost.



Heard it through the Grapevine!

Alaina Palmer, CMP
'Grapevine' Columnist

Erin Longley, CMP has started her own meeting and conference planning firm, *XcelEvents*.

Dvorah Evans, CMP with the *Dallas Black Chamber of Commerce* has been making headlines! First of all, she has been appointed to a two-year term on the MPI International Awards Committee; secondly, she was featured in the "Departures" section of the January 2003 issue of The Meeting Professional magazine in an article titled "Make Your Time Count." Dvorah was also the Featured Columnist of the Month on the MPI website and Featured Guest in the MySites section of the MPI Newsbytes-Community Net News. Congratulations, Dvorah...you go girl!

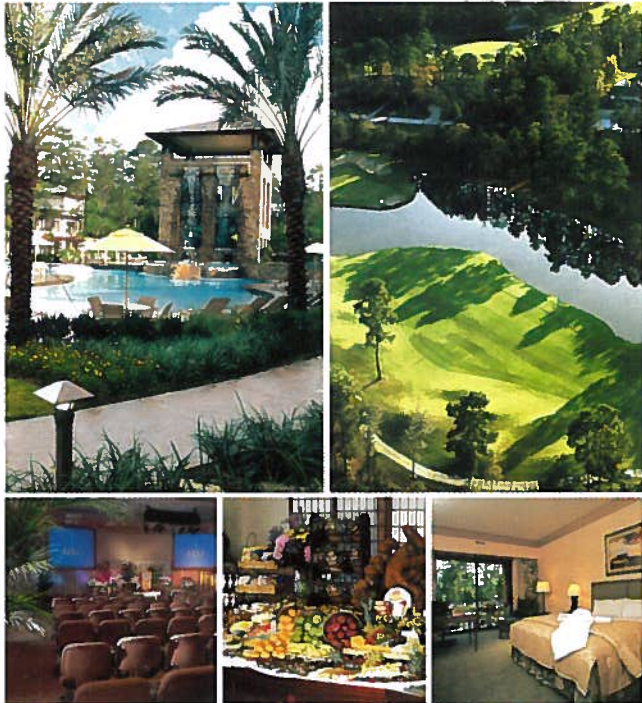
Katherine Hines has been appointed as the new sales manager for the D/FW area for *Barton Creek Resort* in Austin. Katherine was formerly with the *D/FW Hilton Lakes Conference Center* as national account manager.

Charlene Dykes, CMP has made a move within *Culinaire International*. She is director of sales at the Arlington Hall at Lee Park located at Lemmon Avenue and Turtle Creek which undertook a \$3 million renovation. The venue has 10,000 square feet of meeting/banquet space.

To submit your member information, please contact:

Alaina Palmer, CMP
alainnapalmer@attbi.com
Fax 972-377-8730

or Leah Belasco
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Membership News

Meet Your Chapter Ambassadors

The Ambassador program was formed by this year's Membership Committee to help promote attendance, committee involvement and education to all members. With varied backgrounds and tenure in MPI, our 11 Ambassadors bring a wealth of knowledge to this new program. Those interested in being connected to an Ambassador please attend this month's Orientation prior to the monthly meeting or e-mail cecilia.daddio@lennoxind.com or wingej@avwtelav.com. This month meet Lynn Lewis, CMP and Pat McCain, CMP.



Lynn E. Lewis, CMP - MPI member since 1996, Lynn served three years on the Board of Directors for the Dallas chapter. Lynn has chaired, co-chaired, and served on several committees to include, registration, COTY for 01-02, the buddy program, Kids Charity Ball, Showcase 2002, Nominating committee, and a few more. Lynn is the business owner and President of Premier Meeting and Event Management.

Lynn Lewis, CMP

Pat McCain, CMP - MPI Member since 1990, Pat is an

active member in a variety of committees because she knows the value of involvement. Pat loves being involved in MPI, because of the opportunity to learn and enjoy the people she meets in the chapter. Pat has been married for 20 years to husband, David, who has been involved with MPI committees including The MPI Kids Charity Ball. Pat and David have two beautiful children.



Pat McCain, CMP

Career Connection Meeting

Second Tuesday of each month
8:30 am - 10:30 am
Marriott Quorum Hotel
14901 North Dallas Parkway
Dallas, TX 75254



Educational topic courtesy of Challenger, Gray & Christmas, Inc.
NO CHARGE TO ATTEND - this meeting is great for those who are looking or for those looking to improve job skills in their current position.

RSVP to Nancey Hernandez, CMP ~ Director of Membership at 214/651-3622 or nhernandez@adolphus.com by the Friday before the meeting. Walk-ins also welcome.

Chairman's Challenge

Look who's earning prizes while helping our chapter grow! Pick up a detailed flier about the Chairman's Challenge and the prize opportunities from both MPI International and MPI D/FW. Visit the Membership table at the monthly meeting for more details.



Chapter members who have recruited two or more new members since July 1, 2002:

Diane Ray Bitsy Burns Aimie Greene

Members who have recruited at least one new member since July 1, 2002:

Holly Adams	David DuBois	David Johnson	Valerie Neeley
Ken Beaulieu	Wendy Foster	Christina Jones	O. D. O'Donnell
Leah Belasco	Sandi Galloway	Darryl Leavitt	Colleen Rickenbacher
Carol Benavidez	P.J. Gonzales	Lynn Lewis	Carrie Riney
Thomas Chevins	Rebecca Halloran	Nancy Lucas	Garrett Schwab
Nicole Christofilis	Nancey Hernandez	Renee McKenney	Anna Squire
Philip Crouse			

"Spirit of MPI"



Marti Fox, CMP, CTC

Look who's In The Game of Leadership as the winner of the MPI D/FW Chapter Spirit Award!

"Marti Fox, CMP, CTC is what MPI is about. I have had the pleasure to work with Marti on one committee or multiple committees since 1996. She has continually shared her knowledge, experience, energy and heart selflessly to advance other member's growth, education and leadership abilities. She has been very involved in education, particularly the CMP Program. She has encouraged, helped and guided countless people to achieve this special certification." -by peg wolschon

"Always an active member of the DFW Chapter, Marti Fox has chaired the CMP Study Group Committee for the past two years. Her creative and dedicated commitment in this role will have resulted in assisting dozens of our members to achieve greater personal and professional goals." -by James C. Monroe. CMP, CSEP

The Spirit Award is given to those members who exemplify the true spirit of giving and leadership. You may make nominations at each monthly meeting at the bottom of the evaluation form or by e-mailing nhernandez@adolphus.com.

New Kids on the Block



Welcome to Our Newest Members!

Suzan Autry.....	CAE Simuflite
Barbara A. Barrett.....	Xerox
Adonia Beardsley.....	Crowne Plaza North Dallas/Addison
Susan G. Burk.....	Grapevine CVB
Ben Clevenger-Ori, CMP,CAE..	Promotional Products Assoc. Intl
Mary P. Cochran.....	Jan Simus Events
Richard A. Cooper.....	National Travel Systems
Heather C. Cornwell.....	Crowne Plaza North Dallas/Addison
Dennis J. Daigle.....	
Chad D. Enloe.....	Dallas CVB
Dana M. Gibson.....	Embassy Suites - Outdoor World
Lawana S. Gladney.....	Gladney & Associates
Mary Ann Gotelli.....	Yum! Restaurants International
Susan G. Hennig.....	Continental Airlines
Mindy L. Klepfer, CHSE.....	The Venetian Resort Casino Hotel
Ann-Michel McFarlane.....	1st Global
Kayce K. McMillin.....	Sheraton Dallas Brookhollow
Korey L. Miller.....	USA Hosts Dallas
Patricia A. Moneymaker.....	SST Truck Company LLC
Nader Mortazvi.....	BearCom
Carmen Murphey, CMP.....	Dave & Busters
Shanon S. Perez.....	Graphics Edge/Promotion One
Patricia A. Phelps.....	Outstanding Productions
Gene L. Rios.....	Sandestin Golf & Beach Resort
Susan Scott.....	Frisco RoughRiders Baseball
Gretta Thurston.....	Hilton DFW Lake Executive Conference Ctr
Vincent P. Vito.....	Hyatt Regency San Antonio
Linda D. Wenrich.....	Wyndham Garden Hotel DPC
Michelle D. White.....	Venetian Hotel & Resort Casino
Elizabeth A. Whitman.....	Certain Software



Dana Nickerson-Rhoden, CMP, CMM
American Heart Association

Advancing Women

Simple Rules for Success for Women

The following are highlights from the Women's Leadership Initiative workshop held at PEC-NA by Gail Evans, author of *Play Like a Man, Win Like A Woman*.

A woman is like a tea bag. You never know how strong she is until she gets in hot water.—Eleanor Roosevelt

Women routinely give up their power in business by their own actions. The following rules will help you know what men know about success that women need to learn:

- Make the request: Men learn to ask for things, women "hint" at things. ASK.
- Speak out. Women think they will be a failure if they make a mistake; therefore, unless they have all the details they won't speak up. Men will speak up regardless, but are heard and will get the additional information they need later.
- Speak up. Women do not speak up; they are timid, evasive or too unsure of themselves and it comes across in the way they speak. Learn to speak loud and clear. Don't ask for permission to speak, you're putting conditionality instead of strength around your statement. Never start a comment with something like, "I am not sure if this is a good idea, but...."
- Toot your own horn. Part of getting ahead is getting noticed. The woman who gets ahead makes sure that her bosses know how good her work is. Take credit for your accomplishments. Don't count on

'simply do a good job and they will notice me.' If you are not your own cheerleader who will be?

- Don't expect to make friends. Work is not about friendship. It is about getting the job done in a professional way. Making friends is not an objective of a business situation, it's a by-product.
- Accept uncertainty. We women assume we get ahead because we do a better job; therefore we can become perfectionists. Men learn to accept uncertainty and move forward knowing everything isn't perfect and accepting it.
- Take a risk. Women weigh the pros and cons and don't take any action; men take the risk. If you don't make mistakes, you aren't making decisions. Women tend to fear they will loose control, without fear it is not a risk. Learn to take small risks to manage your fear.

MARK YOUR CALENDAR

May 16, 2002

Luncheon/Meeting "Financial Management for Women"

Marriott Las Colinas

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WYNDHAM GREENSPOINT	WYNDHAM GARDEN - DALLAS PARK CENTRAL	WYNDHAM GARDEN - LAS COLINAS	
THE FAIRMOUNT - A WYNDHAM HISTORIC HOTEL	HOTEL GALVEZ - A WYNDHAM HISTORIC HOTEL	TREMONT HOUSE - A WYNDHAM HISTORIC HOTEL	THE ST. ANTHONY - A WYNDHAM HISTORIC HOTEL
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Meetings must be booked by 12/31/03. Does not apply to previously booked meetings or cancellations. The selected offer (miles, chair, cash credit, Palm™ m500 or donation) will be delivered about 4 weeks after completion of meeting. Other restrictions apply. ©2003 Wyndham Hotels & Resorts

MARK YOUR CALENDAR!!

The MPI D/FW Chapter proudly announces

The 5th Annual CMP/CMM Recognition Event

Friday, June 6th, 2003



THE ADOLPHUS
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Registration and Networking Reception: 7:45am-8:30am
Program and Awards: 8:30am-10:00am

The program features the Colleen Rickenbacher Leadership Award, Special guest speaker and a Memorial Tribute to Fred Knieberg, CMP

This annual special event recognizes the efforts of industry professionals who have earned their CMP and/or CMM designation.

"Call Me, Please"-If your address, phone number and/or email have changed in the last 12 months please let us know.
Telephone: Leah Belasco at 972-818-4811
Email: Peg Wolschon, CMP at pwolschon@prodtrans.com
Look for your invitation in the mail May 2003.

Special thanks to chapter member Nancey Hernandez, CMP and The Adolphus Hotel for sponsoring the 2003 CMP/CMM Recognition Event!

2003 Spring CMP Program Calendar

February - Fill-out & review your CMP Application draft with a CMP friend

February 24 - D/FW Chapter sponsored formal CMP Study Group begins
Dates: Mondays, Feb 24 - May 19
Place: Crowne Plaza North Dallas
14315 Midway Road, Addison
Time: 6:00 PM - 8:30 PM

March 24 - CMP Application due to Convention Industry Council (CIC)

May 27 - Request to sit for the August 2003 CMP Exam is due to CIC

June-July - Informal Mini study groups begin

June 21 & 22 and July 12 - MPI D/FW Chapter sponsored CMP University

August 1 - MPI offers a "boot camp" experience

Place: MPI's World Education Conference (WEC) in San Francisco

August 2 - The CMP Examination

Place: MPI's WEC, Dallas and sites throughout the United States

Time: 9:00 am-12:30pm doors are locked (be at the Exam site by 8:15 AM)

Cost: Prepaid to CIC prior to May 27

Everything about the Convention Industry Council, the CMP certification process, and the CMP Application request can be found at www.conventionindustry.org or www.mpidfw.org.

Marti Fox, CTC, CMP • Chair, CMP Study Group
Telephone: 972-417-7232 • Email: GlobalGoals@aol.com



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Sherri Cook, CMP, CMM
Planner
Sherri Cook & Associates

Planners & SUPPLIERS: A Meeting of the Minds

To facilitate a continuing discussion between planner and supplier members, this column is dedicated to sharing knowledge, concerns and perspectives of D/FW Chapter members. This exchange will facilitate better understanding of respective jobs and challenges we face as planners and suppliers.

We'll address the topic from the February issue on the impact of 9/11 on hotel contract attrition clauses and cancellation clauses in the April *Current* with your responses and our comments.


The next topic is net vs. commissionable hotel rates.

Due to the number of third-party vendors who are handling site selection, contract negotiations, housing, registration, airline arrangements, planning and on-site operation, some hotels are now offering only one rate instead of both net and commissionable rates. This one rate is quoted to planners and third parties alike with third parties receiving a 10% commission for their services rendered to their clients.

Hoteliers - Does your organization offer both net and commissionable rates with a 10% spread between them or just one commissionable rate? Or, do you offer another rate with a variance in commission percentage that would fall between the net and 10% commissionable rate?

Planners and Third Parties - What types of hotel rates are you seeing in proposals?

Both Sides - Do you think the way rates are being offered is in line and fair to everyone for the services rendered? Please explain. If you think changes should be made, tell us what changes you would recommend for an industry standard.

Send your responses to this question and any "hot questions" for future months' consideration to: Sherri Cook, CMP, CMM at sherricook@mindspring.com. Responses must be received by the first of the month following publication to be considered. 



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Jan Pollard

Increase Your Educational Opportunities in 2003 - Take Advantage of JPA!

Are you ready to begin the new year with renewed enthusiasm for your personal and professional advancement? Need assistance with educational program funding, CMP or CMM registration? If you do, we encourage you to take advantage of JPA (The Jan Pollard Award) for Professional Growth.

The JPA fund's namesake, Jan Pollard, was a firm believer in education above all. She was a great supporter of our chapter's educational programs and always encouraged her colleagues to take advantage of every educational opportunity they could. The Jan Pollard Award for Professional Growth is a living testament to Jan's enthusiasm and dedication to education in the meetings industry.

The MPI D/FW Chapter provides several educational opportunities and we encourage you to take advantage of them with the help of JPA funds. Scholarship award criteria for Chapter education programs are:

- * You have been a member of the MPI D/FW Chapter for the past 12 months
- * You have attended at least 4 of the MPI D/FW monthly chapter meetings in the past 12 months
- * You have no outstanding monies owed to MPI

Apply now for JPA Grants for the 2003 MPI World Education Conference in San Francisco in July. The opportunity for this type of financial support is available and we encourage you to take advantage of it. You'll find the JPA application on-line via the MPI D/FW Chapter website at www.mpidfw.org. or, contact Carol Benavidez, CMP for an application at 972-396-0423 or cbenavidez@helmsbriscoe.com.



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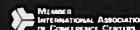
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