

Four-Time Winner—Chapter of the Year Award

MPI

MEETING PROFESSIONALS INTERNATIONAL®

Committed to Educational Leadership

CURRENT

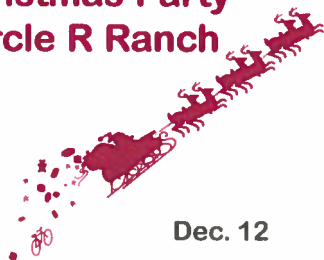
Meeting Professionals International

December 1998

Dallas/Fort Worth Chapter

Santa needs your help!

Love for Kids Christmas Party Circle R Ranch



Dec. 12
8:30 a.m.-2 p.m.

More than 3,500 disadvantaged children, ages 6-12, will attend the annual Love for Kids Christmas party.

Hundreds of adult volunteers are needed to supervise outdoor games and activities.

Stick around after the party for a volunteer appreciation lunch featuring Circle R's famous barbecue.

To volunteer call
Stephanie Schroeder
Starwood Hotels & Resorts
972-238-1008

MPI D/FW—In the Spirit of Giving ...



TEAM! Together Everyone Achieves More!

The MPI D/FW Chapter TEAM, Les Voyageurs Contre Le SIDA, walked into the limelight by raising more than \$11,000 for AIDS Research at this fall's AIDS Lifewalk.

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Happy Holidays!

As Santa called MPI D/FW to lunch last month at the Fairmont Hotel, he reminded everyone of the December Holiday Gala at Southfork Ranch December 17—a joint celebration with industry associates.

For information about bus transportation to Southfork, see the fax registration form.

D/FW Chapter Meeting • Southfork Ranch • Dec. 17 • 6:30 p.m.

CURRENT MPI

MEETING PROFESSIONALS INTERNATIONAL®

Committed to Educational Leadership

Dallas/Fort Worth Chapter Office
7750 North MacArthur Blvd.
Suite #120-259
Irving, TX 75063
Secretary: Randie Charnes
972-869-3836
Fax: 972-506-7485
rcharnes@msn.com

Editor
Gracie Hatfield Hilton
The Write Stuff
metro 817-467-5449
gracie@eaze.net

Vice President Public Relations/Marketing
Marsha Singer
The Dallas Directory
214.823.4370

**Director of Chapter Communications
and Managing Editor**
Kristi Carter
J&S Audio Visual, Inc.
972.241.5444

Advertising Chair
Gregory Pynes
Hand & Associates Marketing Communications
214.696.9525

Photographer
VISTA Photographic & Video Group
972-380-0985

Regular Contributors and Writers
Mitchell Cathey
Palomino Euro Bistro • 214.999.1222
Delinda Dudley
Fun Factory • 972.271.7444
M.T. Hickman
Richland College • 972.238.6097
Pat McCain, CMP
Krisam Group • 972.458.8692
Dana Nickerson, CMP
Square One Productions • 214.343.8067
Colleen Rickenbacher, CMP
Dallas CVB • 214.571.1040
Ann Stetson
Le Meridien Hotel • 214.855.1735
Stephanie Schroeder
Starwood Hotels & Resorts • 972.238.1008

MISSION STATEMENT

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.

The *CURRENT* is published 12 times yearly for the D/FW Chapter of Meeting Professionals International, the industry's leading educational and networking resource in meetings management. Statements of fact and opinion are the responsibility of individual writers and do not imply collective opinion of the officers or members of MPI. The *CURRENT* and MPI D/FW Board of Directors are not responsible for the content of advertisements. Any complaints concerning an ad should be directed to the advertiser.

Upcoming Chapter Meetings

December 17, Thursday
Holiday Party
Southfork Ranch
6:30 p.m.

January 28, Thursday
Disasters
DFW Marriott
11:30 a.m.

February 25, Thursday
"Do Re-Mi's—Life"
Movie Studios @ Las Colinas
11:30 a.m.

March 25, Thursday
Radisson Plaza Hotel/Fort Worth
6:30 p.m.

April 22, Thursday
"Magic of a Mighty Memory"
Harvey Hotel/Crowne Plaza
11:30 a.m.

May 27, Thursday
6:30 p.m.

June 24, Thursday
Monthly Meeting
"Annual Awards Gala"
Morton H. Meyerson Symphony Center
6:30 p.m.

MPI

MEETING PROFESSIONALS INTERNATIONAL®

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MPI International Headquarters
4455 LBJ Freeway • Suite 1200
Dallas, Texas 75244-5903
972-702-3000
FAX: 972-702-3070
<http://www.mpiweb.org>

New job? address? phone number? e-mail address?

Report those changes to
MPI D/FW Chapter Office
fax 972-506-7485 or rcharnes@msn.com
and
MPI International Headquarters
972-702-3000



Keep your records up to date!

ISSUE	DEADLINE
January inserts due Jan. 11	Dec. 11, Friday
February inserts due Feb. 8	Jan. 15, Friday
March inserts due March 8	Feb. 19, Friday
April inserts due April 5	March 19, Friday

CURRENT Deadlines



E-mail copy (Microsoft Word 7/Windows attachment) to
gracie@eaze.net

President's Message

MPI D/FW to Participate in 'Platinum Series' Pilot Program

We have been asked by Meeting Professionals International headquarters to participate in a pilot program for the new educational Platinum Series program. With the help of MPI D/FW, the first three modules will be available to all chapters in March 1999.



Colleen Rickenbacher,
CMP
Dallas CVB
D/FW Chapter President

What a wonderful opportunity for the MPI D/FW Chapter—and the educational advancement of our members!

What is the Platinum Series?

The Platinum Series consists of seven focused, interactive — and fun!—educational programs designed by Lore International Institute (LII) of Durango, Colorado, in collaboration with Meeting Professionals International.

1998-99 Board Chairman Bob Moore announced the Platinum Series—which will be made available to chapters over a three-year period—as one of this year's initiatives at the 1998 World Education Congress in San Diego. The Platinum Series represents the single greatest investment in educational programming of its kind in the history of the meetings industry.

Hilton and the MPI Foundation with support provided by United Airlines will sponsor this program.

Development and Design of the Platinum Series Modules

Working with MPI, LII—as curriculum design partner—will seek to achieve specific business goals and objectives resulting in cutting-edge training programs for chapter members. Their international experience combined with the Project Design Team's 100+ years of experience in adult learning theory, instructional design, consulting and training will ensure success for MPI Chapters.

Modules

The three modules that will be made available to chapters next spring are:

- Communicating the Language of Business
- Speaking the Same Language—the Art of Negotiation
- www.marketingmeetings.com

Chapters will be able to schedule two different programs per year for the next three years. Each module is three hours in length.

Cost/Speakers

The cost for these programs for each chapter member will be minimal. This program is not intended to be a revenue generator for the chapters but just a wonderful educational opportunity.

MPI will provide a professional education session complete with a speaker/presenter, handouts/collateral and all the necessary marketing materials to promote the program to chapter members. The chapters will be responsible for the location, audio-visual equipment, refreshments and hotel accommodations for the speaker and promotion to its members.

Our Role as Part of the Pilot Program

Mark your calendars now for Thursday, Feb. 11. Come ready to learn but also to be asked lots of questions about what you like about the program, what you don't like, suggested changes and improvements and how to make these the best programs ever presented in our industry.

The module we will experience is "Speaking the Same Language—The Art of Negotiation." Facilitators will walk us through the program and we will help critique.

These modules/programs are limited to 150 attendees. *Be on the lookout for more information outlining all program details. Registration will be a first come, first served basis.*

Don't miss out on being a part of this educational opportunity. MPI D/FW is honored and privileged to be part of the pilot program and the future of the Platinum Series.

MPI

MEETING PROFESSIONALS INTERNATIONAL®
Committed to Educational Leadership

Meeting Professionals International is the world's largest association of meetings professionals with more than 14,500 members in 51 countries and 58 chapters and three 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 nonmembers alike through its commitment to quality education, continuous improvement and excellence in meetings while upholding high ethical standards.

President

Colleen A. Rickenbacher, CMP
Dallas Convention & Visitors Bureau
214.571.1040

President-Elect

Steven G. Foster
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817.430.1561

Immediate Past President

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**STAR
of the Month**



"Star of the Month" is a recognition program honoring chapter members for involvement in committees and special programs. All Stars of the Month are eligible for a special drawing for two educational scholarship awards to attend the MPI International Conference or other MPI educational opportunities.



Tracey Smith
CLR Fast Tax

Tracey Smith (CLR Fast Tax) has been an active member of MPI D/FW since June 1991. She has served on the Board of Directors and was involved in Membership retention involvement. Currently on the PR Committee, Smith was a committee chairperson for The MPI Kids Charity Ball for the past few years. Smith spearheaded the resource book (directory) and also helped develop and heads the Marketing Committee.



To nominate a Star of the Month, send a fax to Ann Stetson (Le Meridien Hotel), 214-855-1735.

Legendary Event Excellence!



Star in your own award-winning event at Southfork! With over 63,000 square feet of indoor event and meeting space, we can help you direct events for 10 to 10,000. Creative event themes, full-service catering, along with decor and entertainment planning make us the perfect location for your next meeting or special event. Our cast of characters is famous. Our service is legendary. Let us make your next event a true "Dallas" production.



P.O. Box 516009 • Dallas, TX 75251 • 972-442-7800 • FAX 972-442-5259



MPI D/FW Chapter



Holiday Celebration

December 17
6:30 p.m.



Enjoy an elegant evening of fun and fantasy at Southfork Event & Conference Center for the annual MPI D/FW Holiday Celebration.

Capitalizing on a "Beauty and the Beast" royal holiday theme, Southfork will be transformed into a magical wonderland of holiday delights, setting the stage for good cheer, networking, and meeting new faces.

Wear your favorite **cocktail attire** for this special event!

The evening's activities will include **dancing to the Linder & Brock Band**, with a **special appearance by the teen singing sensation "Mikaila."**

Anticipate a special "giveaway getaway" from Puerto Rico CVB and American Airlines.

The **Ewing Mansion** – decked out in full holiday splendor – will be available for tours. Those who have been "good" this year will enjoy **pictures with Santa**, and both Belle and the Beast will be "at the castle" to greet guests and welcome them to the celebration. A **royal feast** will complement the evening's festivities.

In opening the castle for the evening, Belle has softened the Beast's heart and extended an **invitation to hospitality industry associates** throughout D/FW. Members from **HSMIAI, NTHSMIAI, ISES, IAEM, TxACOM, PCMA, NACE, SITE, SGMP, NTSA, H/MA, GDRA and DFWEA** have been invited to join MPI D/FW Chapter members for this special celebration.

Lumiere is brightening the castle, Mrs. Potts is vigorously cleaning, and Cogsworth is anxiously awaiting your presence! Plan now to attend this festive evening of feasting, dancing, and merriment!

—submitted by Heather Hersley and Lisa Allen

see fax/registration insert for information about bus transportation from Dallas to Southfork.



Host Facility Southfork Ranch & Conference Center

Internationally recognized as the filming location for the long-running "Dallas" series, Southfork operates today as both a tourist attraction and event and conference center.

After \$12 million in renovations to the Ewing Mansion and Event Center, the facility now annually hosts more than 1300 events and attracts several hundred thousand visitors each year.

With event capabilities for groups as small as ten or as large as 10,000, Southfork offers more than 63,000 square feet of indoor meeting and event space in nine event ballrooms. A wide variety of theme, décor, and menu options are available.

Just minutes north of Dallas, Southfork is open daily, year 'round for private parties, special events, and guided tours.

Southfork Ranch

3700 Hogge Road • Parker, Texas 75002 • 972-442-7800

Educational Opportunities & Upcoming Industry Meetings at a glance

December 12
CMP Exam in Austin
Dallas testing site - TBD

December 12-16
S.I.T.E. International Conference
Princess Hotel
Acapulco, Mexico
Call: 212-575-0910

January 12
Walk-a-While
"Hotel Negotiations"
Adam's Mark Hotel
6:00 p.m. - 8:00 p.m.
\$15 members fee
Contact: Patty Stern / Elizabeth Baryshev

January 22, 1999
Quarterly TxACOM
Omni Austin Hotel
Contact: Shari Moore
fax: 817-459-5089

January 23, 1999
CMP Exam at P.E.C.
Vancouver, BC

January 24-26, 1999
MPI Professional Education Conference
Vancouver, BC

February 9
Walk-a-While
"Marketing/Promoting Your Meeting"
Location: TBD
6:00 p.m. - 8:00 p.m.
\$15 members fee
Contact: Patty Stern / Elizabeth Baryshev

March 9
Walk-a-While
"Putting it All Together - The Specifics"
Hickory Street Annex
6:00 p.m. - 8:00 p.m.
\$15 members fee
Contact: Patty Stern / Elizabeth Baryshev

For more information about any of these educational opportunities call
Marti Fox, CTC (BTI Americas) 214-905-8550

MPI D/FW Super Session to Host Disney Institute

By Jill E. Heyerdahl, CMP
JH Travel Incentives, Inc.

On January 6, 1999, the MPI D/FW chapter will create a unique opportunity to participate in Service, Disney Style: *Forum for the Meetings Industry*.

This program is the result of a partnership between MPI International and the Disney Institute, to bring valuable educational opportunities to the MPI membership through local chapters.

The Disney Institute has specifically designed this program to meet your educational needs through customized content and tools.

The topics to be discussed are:

- **Understanding Your Customers**—anticipating and exceeding your clients needs and expectations.
- **Developing a Service Theme and Service Standards**—develop services that will separate you from others.

- **Ensuring a Total Quality Environment**—maximize primary service delivery methods.
- **Creating Advocates through Superior Service**—create the "magic" that will turn customers into loyal advocates of your business.

Take advantage of this unique interactive workshop by attending the Disney Institute program on Wednesday, January 6, 1999.

Sponsoring partners for this program are the Hotel Adolphus and J&S Audio Visual.

Registration is 3:30 - 4:00 pm. The Disney Institute is 4:00 - 7:00 pm.

Refreshments and light snacks will be served during registration and break.

To register, contact Jill E. Heyerdahl, CMP at (972) 293 - 1509.

Cost is \$99 for MPI Members, \$109 for Non-Members, \$0 for MPI Smart Card.

Walk-A-While in My Shoes

1998-99 Series Now Underway!
Tuesdays, 6:00-8:00 p.m.

The dynamic 1998-99
"Walk-A-While" (WAW) program
is underway!
Mark your calendars for these sessions of
information, communication and fun!

next session:

Jan. 12
Hotel Negotiations
Adam's Mark Hotel

for more information: Patty Stern (Five Star Limousines) 972-234-5466



remaining
sessions
Jan. 12
Feb. 9
March 9
April 13
May 11



Mentoring Provides Surprising Rewards

By Fred Knieberg, CMP • Kneiberg & Associates

We are constantly reminded, on radio and TV, about the good deeds we can perform by becoming a mentor to a student, young person, or someone without a great deal of experience. Few of us understand and appreciate the surprising and unanticipated rewards that a mentor receives from the relationship. We are, however, aware that every successful person has had at least one mentor during their career.

Computer users quickly learn how that tool forces them to think and plan in a logical sequence so that the information gathered can be assembled in a manner that optimizes its usefulness and applicability.

In the same way, being a mentor forces us to broaden our point of view from a short arc to a much broader perspective when we see another point of view. Since nothing in this world is one-dimensional, we can only fully understand a situation when we can look at it from many viewpoints and frames of reference.

Another vitally important lesson is the ability to appreciate another person's concerns and needs, so that our focus is properly targeted towards our mutual benefits and goals.

Being a mentor can take different approaches. We can become a teacher, advisor, or both. In either event, we soon realize how much more we really know and have experienced than we originally believed. When we show our "mentee" where the light switch is—and how to turn it on—and he/she does, we also get to see things in a whole new light.

The total commitment required to gain these benefits can be as little as 8-10 hours a year. It could be in a structured program, with periodic reviews, or merely a series of one-on-one face-to-face informal sessions. All that matters is that the mutually agreed upon goals are being met. These goals should be revised as the needs become evident. The mentor and "mentee" each have to understand their role.

While we always tend to think and plan in terms of a beginning and an end, in actual practice, a successful mentoring relationship never really ends. The secret is in the pairing of the two individuals.

I know of two people who thought they were competitors but now jointly call on the same client in order to offer a more comprehensive range of services that the client may not have realized he could use effectively.

I've always considered myself a professional (I've even been certified as such) and as such, I accept an obligation to make a continuing contribution to my profession. Since I'm not trained as a teacher, mentoring is the method I use as a pay-back.

A Weekend on the Island 118 Attend TEC in Galveston

By Gregory Pynes
Hand & Associates Mktg. Comm.

The 1998 Texas Educational Conference (TEC), "Ride the Wave to Success," held in Galveston, Texas and hosted by the Houston Area Chapter was attended by 118 members of the Dallas/Fort Worth, Hill Country and Houston Chapters.

Special guests included Bob Moore, International Chairman of the Board, and International Staff and D/FW Chapter members Marsha Veach and Lisa Dalton.

MPI D/FW member Hattie Hill got things started with "Smart Choices: How to Get Along, Get Things Done, and Get Moving" and did we move. The message: "think versus react, and don't panic; make a choice" offered insight on how to make smart choices.

The TEC culminated with "How to Plan a Progressive Dinner," which allowed participants to experience the use of multiple venues and themes to enhance networking functions.

The TEC, a cooperative effort produced by the three Texas MPI Chapters, emphasizes providing quality educational programs and networking opportunities for MPI members who may not be able to participate in either the Professional Educational Conference or the World Educational Conference.

Make plans now to attend the 1999 TEC in Austin, November 5-6, at the Renaissance Austin Hotel.

1998 TEC

D/FW Sponsorship Companies

Adam's Mark-Dallas
AVW Audio Visual
Bristol Hotels & Resorts
Canadian Tourism Council
Coach USA
Dallas Convention & Visitors Bureau
Le Meridien Dallas
Wyndham Anatole Hotel

Jan Pollard Award for Professional Growth



Having a problem funding the
PEC or another important
professional education event?
Consider applying for
MPI D/FW's Jan Pollard Award
for Personal Growth

To participate on the JPA committee, apply for scholarship funds, or donate prizes for monthly drawings, contact Gail Lemaire (Hotel Inter-Continental Dallas), 972-789-3037.

When longtime D/FW MPI Chapter contributor and previous board member Jan Pollard died in February, MPI D/FW renamed the Professional Growth Award program—benefiting ongoing professional educational needs of chapter members—the Jan Pollard Award for Professional Growth.

November Meeting Highlights

Storyteller Clark Discussed 'The Art of Being Alive'



Photos by VISTA

MPI D/FW enjoyed celebrating the Department as Acting Chief Jackson, Jr., and members of the Police Awards Committee presented the "Officer of the Month" award to Senior Crawford.



Internationally acclaimed speaker **Dan Clark** discussed "The Art of Being Alive" at the November MPI D/FW chapter at the Fairmont Hotel.

An award-winning athlete who fought his way back from a paralyzing injury that cut short his football career, Clark is the author of 10 highly acclaimed books including the corporate management book, *Internal Excavation*, and the bestseller *Puppies for Sale*—now a Paramount Studios motion picture starring Jack Lemmon.

Clark understands the power of a story and what it takes to understand motivation and leadership. A member of the National Speakers Association, Clark has made presentations to more than 2.5 million people in all 50 states, Canada and in 15 other foreign countries.





Hall of Fame

Please salute the following companies and individuals for their contributions to the November meeting at The Fairmont Hotel Dallas.

Featured Speaker
Dan Clark

Facility, Reception, Luncheon, Parking
The Fairmont Hotel

Ovenight Lodging for Speaker
Shelley Campbell
LeMeridien Hotel

AV Services - Hotel
Brent Haddaway, AVW

AV Services (MPI)
AVHQ/Event Staging
Rob Keating

Airline Transportation - Discounted Ticket
American Airlines
Linda Armand

Centerpieces
Ginny's Gifts
Ginny Paxton

Ground Transportation
Super Shuttle/Execucar
Billy Carter

Reception Music
Absolute Entertainment
Eddie Parker

November Program Committee
Anna Squire
Hackberry Creek Country Club

Randie Charnes
NCR Corp

Ester Wigley, CAS
Appointments

Ginny Paxton
Ginny's Gifts

Allyson Ashley
DFW Lakes Hilton

Photos by VISTA



with the Dallas Police
Officer **Robert L.**
Dallas Community
Officer the "Officer of
the Year" **Eddie W.**

MPI D/FW Seeks Leadership Nominations!

Looking toward 1999-2000 Leadership; Nominating Procedure Explained

As 1999 approaches, the MPI D/FW Chapter once again seeks quality leadership—officers and directors for the 1999-2000 chapter year.

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 1999 elections.



Gregory Pynes
Hand & Associates
Marketing
MPI D/FW Nominating
Committee Chair

The Board of Directors is made up of 17 chapter members (nine officers—President Elect, Vice Presidents of Administration, Education, Finance, 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



- Any member in good standing (current on dues) may be considered for office.
- Candidates must submit a written "Consent to Serve," indicating a willingness to fulfill the obligations of office in the capacity indicated.
- Written consent of the candidate's employer is required prior to that person's name being publicized as part of the proposed list of board members.
- Candidates must submit biographical information for inclusion on the ballot.

for 15 of those positions. The 1998-99 president, Colleen Rickenbacher, CMP (Dallas CVB) will become immediate past president, and 1998-99 president-elect, Steven Foster (Circle R Ranch), will be named 1999-2000 president.

How does the process work?

Step 1: The Nominating Committee is formed with the Immediate Past President serving as chair as approved by the Board of Directors. The composition of the Nominating Committee is reflected in Policies and Procedures.

Serving on the Nominating Committee are planner members Gregory Pynes (Hand & Associates), Sandra Moten (Granbury CVB), Pattie Wilke, CMP (Independent), Sheri Pizitz, CMP, CSEP (Events Unlimited), Elizabeth Baryshev (CompuCom), Michaele Craddock, CMP (Sprint), Lori Hall (Southwest Airlines), and Colleen Rickenbacher, CMP (Dallas CVB)

Supplier members serving on the Nominating Committee are Steven Foster (Circle R Ranch), Wendy Ezernack (Wyndham Anatole), Phyllis Firebaugh, CMP (SEI Incentives), Luana Soutmeyer (Encore Entertainment), Dean Conwell (Irving CVB), Dirk Thomas, CMP (Radisson Hotel-Fort Worth), Gail Lemaire (Hotel Inter-Continental), and Delinda Dudley (Fun Factory Decorations and Special Events).

No member of the committee is eligible for election to the board. The president and president-elect serve on the committee to provide insight on the coming Board year, and while both will serve in 1999-2000, each has been previously elected.

Step 2: The Nominations Committee is to seek the input of the membership through the use of the insert "Request for Nominations." Referring to the insert note 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

EFFECTIVE LEADERSHIP FOR MPI D/FW

The Dallas/Fort Worth Chapter of Meeting Professionals International seeks leaders who:

- can contribute time, energy and creativity to the chapter
- have a history of involvement, accomplishment and dependable service to the chapter
- have positive, professional recognition as active participants in many areas of the meetings industry

indicated by *January 18, 1999.*

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.

Step 3: The Nominations Committee will meet the week of January 18 to create the slate of officers and ballot of board members

Step 4: The proposed slate and ballot will be presented to the membership as an insert in the February issue of the *CURRENT* along with a call for additional nominations.

Step 5: The ballot and slate will be mailed to the membership on March 1; it must be returned by March 15, 1999.

Step 6: The new Board will be presented to the membership at our March 25 Chapter meeting.

Involvement and 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 us into the 21st century.

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? Call Gregory Pynes, 214.770.1609.

Community Services Corner



MPI D/FW Internal Service Opportunities

By Stephanie Schroeder • Starwood Hotels & Resorts
MPI D/FW Internal Community Services Chair

The 1998-99 MPI D/FW Chapter focus is *Community Involvement*. I can't think of a better way to get involved than helping those in need. We have already participated in several successful events this year.

In a race for the cure, our chapter participated in the AIDS Lifewalk in October. The MPI D/FW Chapter team, Les Voyageurs Contre de Sida, walked and raised funds totaling more than \$11,000. Joe Diaz (Delta Air Lines) played an integral part in orchestrating this repeat event.

In late October many MPI volunteers donated their Saturday afternoon to the North Texas Food Bank Pumpkin Party. Children from the Dallas area enjoyed pumpkin decorating, collecting candy, and visiting ghouls and goblins in the haunted house. This event was a lot of fun for the children, as well as the many chapter members who participated.

The third internal event was the Visiting Nurse Associations of Dallas and Fort Worth, "toiletry drive." Especially notable contributions came from Bethani Blair (The Guest Lodge at The Cooper Aerobics Center) and Steven Green (Sheraton Birmingham).

The final event of 1998 will be the Love for Kids Christmas party December 12 at Circle R Ranch. Volunteers are needed for this event which hosts a pre-Christmas gathering for children in the Dallas/Fort Worth area. Barbecue will be served at the conclusion of this event. It is a lot of fun! Hope to see you at the ranch, partner!

If you would like to be involved with the Love for Kids Christmas party or future events, call Stephanie Schroeder (Starwood Hotels & Resorts), 972-238-1008.

Ten Commandments of Business Etiquette

Who picks up the check, opens the door, stands up when introduced? Marjorie Brody, a professional speaker, business trainer, and author of Prentice Hall's Complete Business Etiquette Handbook offers the following for "gender-neutral" etiquette:

- I. Shake hands with everyone—men and women—the same way. The one-hand, straight-up-and-down is the most effective and professional.
- II. Women as well as men should always stand when introduced in a one-on-one encounter environment.
- III. Use your full name when introducing yourself. Don't be "Jane from Accounting." Full names give you more credibility and identify you as a professional.
- IV. Address a woman as "Ms." in spoken or written communication. She may then advise you to say "Mrs." or "Miss" if she prefers.
- V. Introduce people in business based on rank, not gender.
- VI. Avoid touching people, with the exception of a professional handshake.
- VII. Avoid showing too much skin in any business-related situation, whether it is dress-down day or the company cocktail party. Short-shorts, sleeveless shirts, tank tops, and sandals are not appropriate for business-related environments.
- VIII. People open doors for people—not necessarily men opening doors for women. If someone opens a door for you, you should not protest this act of politeness.
- IX. Avoid addressing people as "Dear," "Son," "Doll," and the like in the workplace.
- X. The host of a business lunch or dinner, regardless of gender, picks up the check.

—submitted by Dana Nickerson, CMP (Square One Productions)

MPI D/FW Mailing List and Labels For Sale



The MPI D/FW mailing list, which consists of approximately 800? meetings professionals, can be purchased in ready-to-mail label format. The list, which is updated monthly, is sorted alphabetically, or by planner or supplier categories.

The cost is \$150 for MPI D/FW members; \$250 for members of other MPI Chapters; and \$300 for non-members.


To order, contact Randie Charnes, 972-506-7485 or rcharnes@msn.com



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M.T. Hickman
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'Grapevine' Columnist

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Bob Berry is the new event planner for FlashNet Marketing.

Dan W. Dipert (Dipert Coaches) and Enez Johnson were married in a private ceremony in Maui, Hawaii on August 15, 1998.

Look for many new faces at the *Hotel InterContinental Dallas*. **Cindy Martinez, CMP**, formerly director of sales and marketing for the Stoneleigh Hotel, accepted the position of national sales manager. **Ashley Enloe** and **Nicole Northrup**, formerly of the Hyatt DFW, accepted the positions of corporate sales manager and director of transient sales. And, after many years with the Renaissance Dallas Hotel, **Patty Cipoletti** joins the Hotel InterContinental Dallas as director of marketing.

Congratulations to these MPI members who have been elected to the board of directors for the Hospitality Sales and Marketing Association International: **O.D. O'Donnell** (*Nightlife Talent Agency*), past president; **Candace Haun** (*independent*), vice president/membership; **Gloria Hernandez**, vice president/administration; and **Billy Carter** (*SuperShuttle D/FW*), vice president/programs.

HSMIA at-large members include: **Lisa Flick** (*Hard Rock Cafe*); **Mitchell Cathey** (*Palomino Euro Bistro*); **Carol Marks** (*Carol Marks Music*); **Kristi Carter** (*J&S Audio Visual, Inc.*) and **Don Offill** (*American Golf Corporation*).

To submit items for this column contact M.T. Hickman (Richland College) 972-238-6097; fax 972-238-6333, or mthickman@dccc.edu; or Mitchell Cathey (Palomino Euro Bistro), 214-999-1222; fax 214-999-1115.



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'Chapter Partners' Recognizes Donors

By Steven G. Foster

Circle R Ranch

MPI D/FW President-Elect

'Tis the season when our thoughts turn to the true spirit of the holidays—the simple act of giving. We enjoy watching someone react joyously to receiving a gift.



Steven G. Foster
Circle R Ranch
MPI D/FW
President-Elect

The satisfaction of knowing our gift—be it time, talent or tangible item—enriched someone else's life is what binds us all together at this special time.

Of course, many of your fellow MPI members carry the spirit of giving with them throughout the entire year. If you didn't know their names, you could just as easily pick them out of the crowd. They're positive, enthusiastic and involved people who busy themselves with improving others.

Quite simply, they are the MPI members who make this the best chapter in the world!

As president-elect of MPI D/FW, I have the pleasure of coordinating the Chapter Partners Program, which recognizes members who contribute to our multi-award-winning chapter. Think about it—where would we be without member commitment to monthly programs, educational sessions, committee activities and special events such as the The MPI Kids Charity Ball?

It is appropriate at the holiday season to recognize those chapter members who have produced the first six months of MPI D/FW. Please take time to thank these individuals and utilize their services. Their participation in the Chapter Partners Program is an investment in *your* professional growth as an MPI member.

They are what we all hope to be: The best of MPI D/FW!

1998-99 MPI D/FW PARTNERS



MPI D/FW Partners are individuals and companies who support your involvement in Meeting Professionals International by donating their time, talent and services to MPI D/FW.

Balloon City USA	LeMeridien Hotel
Gourmet Dallas	Continental Airlines
VIP Events, Inc.	WaiterWear
Gale Sliger Productions	Orlando/Orange County CVB
Doubletree Hotel at Lincoln Centre	Angela Morgan (The Mansion on Turtle Creek)
Dallas Business Committee for the Arts	Colleen Rickenbacher, CMP (Dallas CVB)
Robots 4 Fun	Tom Beene (Silver Tray Catering)
ExecuCar	Melanie Hill (Majesty Hospitality Staffing, Inc.)
Caribiner Entertainment Alliance	Ken Thornton (Fun Factory Decorations & Special Events)
The Guest Lodge at the Cooper Aerobics Center	Abbey Rents (Bill Reed Decorations)
Freeman Decorating Co.	Square One Productions
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TRUE COLORS, Inc.	Ducky Bob's/Cannonball
Brookhaven Country Club	Millenium Events
AVHQ/Event Staging	BRAVO! Entertainment
Omni Hotel Dallas Park West	Global Audio Visual
SuperShuttle	Star S Productions
Entertainment Alliance	San Antonio CVB
Dipert Coaches	The Granada Theater Prestonwood
PlanSoft	VIP Events, Inc.
Mexican Government Tourism Office	

If you have participated in an MPI-sponsored event with donated/discounted products or service, you need to be recognized in the MPI D/FW Chapter Partners Program.

MPI Chapter Partners receive recognition in the chapter newsletter, the *CURRENT*, and are recognized at the Annual Awards Gala in June.

For information on the MPI D/FW Chapter Partners Program, or to submit corrections to this list, contact Steven Foster (Circle R Ranch), 817-430-1561.



The MPI Kids Charity Ball

Produced by Meeting Professionals International
Dallas/Fort Worth Chapter

May 15, 1999*

**date corrected
from last announcement*

The Fairmont Hotel

TMKCB 1999 Will Provide:

- Comfort for the children of BRYAN'S HOUSE
- Shelter for the abused of GENESIS WOMEN'S SHELTER
- Hope for the terminally ill of A WEEKEND TO WIPE OUT CANCER
- Love for the poor & forgotten of LOVE FOR KIDS
- Opportunity & education for the youth of THE RICHLAND COLLEGE SCHOLARSHIP FUND...
- and for all the children of the Dallas/Fort Worth Community.

Sponsorships

THE MPI KIDS CHARITY BALL Sponsorship Committee requests that MPI D/FW Chapter members help solicit a Guardian Angel, Diamond, Platinum, Gold, Silver or Bronze Sponsor. Cash Sponsor opportunities range from \$1,500 to \$15,000. Utilize your people skills and VIP contacts to raise money to "Help the Kids."

If you can help, please contact
Corporate Sponsorship Committee Chair
Gregory Pynes
(Hand & Associates Marketing Communications)
214-770-1609

The MPI Kids Charity Ball

Produced by
Meeting Professionals
International
Dallas/Fort Worth Chapter

Upcoming TMKCB

Committee Meetings Wednesdays, 6 p.m.

December 9

Genesis Women's Shelter

January 13, 1999

Malibu Speed Zone

February 10, 1999

Richland Community College

March 10, 1999

TBA

*Each host beneficiary will provide a
facility tour and explain how TMKCB
donations benefit their organizations.*

Contact Pat McCain, CMP,
972.458.8692, for details.

Super-Easy Way to Contribute to TMKCB!



Link your Tom Thumb Reward Card with The MPI Kids Charity Ball—just tell your cashier to link your card with # 6854—and Tom Thumb will contribute a percentage of that sale to The MPI Kids Charity Ball!



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CURRENT

MPI D/FW Chapter Newsletter

Get Your Message Before Key Meeting Professionals in D/FW!

Want to reach more than 800 meeting professionals in the Dallas/Fort Worth area and beyond—monthly!—and increase your company's recognition among professionals throughout the meetings industry?

Then you should advertise in the *CURRENT*, the award-winning newsletter that chronicles the activities of Meeting Professionals International D/FW Chapter.

New advertising opportunities include second and third color additions, reasonably priced classified ads and inserts (a limited number).

Call Advertising Chair Gregory Pynes (Hand & Associates Marketing Communications), 214-770-1609 for details.

Because a limited amount of space is available for advertising in each issue, space is sold on a "first come, first served" basis.

New Advertising Opportunity! **INSERTS!**

Call for details:
Gregory Pynes 214-696-9525

Refer new advertisers

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CURRENT Advertising Rates

Standard Rates (applicable to non-MPI members)

SIZE	1x	3x	6x	12x
Full Page	\$1200	\$1100	\$800	\$600
Two-Thirds Pg.	\$1000	\$900	\$700	\$500
Half Page	\$800	\$700	\$600	\$450
Third Page	\$600	\$500	\$450	\$400
Quarter Page	\$500	\$450	\$400	\$350

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Rates for MPI D/FW members

-50%

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(no discounts on color)

MPI D/FW Members Rates (50% off standard rates)

SIZE	1x	3x	6x	12x
Full Page	\$600	\$550	\$450	\$350
Two-Thirds Pg.	\$500	\$450	\$400	\$300
Half Page	\$400	\$350	\$300	\$250
Third Page	\$300	\$250	\$200	\$400
Quarter Page	\$250	\$225	\$200	\$175

Rates for MPI members from other chapters: 25% off standard rates

SIZE	Measurements
Full Page	7 1/2" x 9 1/2"
Two-Thirds Pg. Hor.	7 1/2" x 6"
Two-Thirds Pg. Vert.	5" x 9 1/2"
Half Page Hor.	7 1/2" x 4 1/2"
Half Page Vert.	3 1/2" x 9 1/2"
Third Page Hor.	4 7/8" x 4 1/2"
Third Page Vert.	2 1/4" x 9 1/2"
Quarter Page Hor.	7 1/2" x 2 1/4"
Quarter Page Vert.	3 1/2" x 4 1/2"

The *CURRENT* is published monthly, 12 months annually, by the Dallas/Fort Worth chapter of Meeting Professionals International. *CURRENT*, the primary information source for members of the MPI D/FW Chapter, is circulated among more than 800 individuals and companies interested in the field of meeting planning. Rates are based on camera-ready copy. Payment due at ad copy deadline.

For more advertising info contact

MPI D/FW Advertising Chair

Gregory Pynes

Hand & Associates

Marketing Communications

214-770-1609

After negotiating contract—
mail or deliver camera-ready copy to
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Upcoming Ad Deadline Dates

ISSUE	DEADLINE
January	Dec. 11, Friday
February	Jan. 15, Friday
March	Feb. 19, Friday
April	March 19, Friday
May	April 16, Friday
June	May 14, Friday

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**MPI DALLAS/FORT WORTH CHAPTER
OCTOBER 1998 NEW MEMBERS**

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Vince Poscente Intl
2528 Elm St., #200
Dallas, TX 75226
214/752-7400 (phone) & 214/752-7401(fax)
e-mail addr: jane@inviceability.com

Janeen B. Bernard **PO⁴D 5**
Independent Planner
4136 Hawthorne
Dallas, TX 75219
214/526-2839 (phone)

James A. Byers **PO⁴D 10**
Midas Rex Inst
3000 Race St
Ft. Worth, TX 76111-411
817/831-2604 (phone) & 817/834-4835 (fax)
e-mail addr: jim.byers@midasrex.com

Sharon D. Capka **PO⁴D 4**
Dallas/Ft. Worth Airport Marriott
8440 Freeport Parkway
Irving, TX 75063
972/929-6587 (phone) & 972/929-6599 (fax)
e-mail addr: scapka@dfwpi.marriott.com

Kathleen Ceseretti
Providence CVB
1W Exchange St
Providence, RI 02903
401/274-1636 (phone) & 401/273-7046 (fax)
e-mail addr: kceseretti@providencecvb.com

Nicole Christofilis **PO⁴D 7**
MPI
4455 LBJ Fwy #1200
Dallas, TX 75206
972/702-3030 (phone) & 972/702-3095 (fax)
e-mail addr: nchristofilis@mpiweb.org

Cecilia Daddio **PO⁴D 5**
Le Meridien
650 N Pearl
Dallas, TX 75201
214/855-1719 (phone) & 214/855-1735 (fax)

Ashley P. Dalton **PO⁴D 6**
3101 Daniel
Dallas, TX 75205
214/692-8241 (phone)
e-mail addr: adalton@mail.smu.com

JB Edwards **PO⁴D 7**
First Global
8150 N. Central Expy #M1000
Dallas, TX 75206
214/265-6731 (phone) & 214/265-6719 (fax)
e-mail addr: jedwards@#1stglobal.com

Eric C. Foster **PO⁴D 6**
President
10441 Channel Dr
Dallas, TX 75229
214/902-9997 (phone) & 214/350-2945 (fax)
e-mail addr: eficom@flash.net

Sheila M. Honore **PO⁴D 2**
Plano CVB
2000 E Spring Pkwy
Plano, TX 75074
972/422-6803 (phone) & 972/424-0002
e-mail addr: sheilaho@gwmail.plano.gov

Judy K. Howard **PO⁴D 10**
Galaxy Promotions
27 Pandrama Trail
Trophy Club, TX 76262
817/430-9701 (phone) & 817/430-9906 (fax)
e-mail addr: galpromo@gte.net

Jennifer L. Johnson **PO⁴D 5**
Price Waterhouse LLP
2001 Ross Ave #1800
Dallas, TX 75201-299
214/754-8962 (phone) & 214/756-1518 (fax)
e-mail addr: jennifer.l.johnson@us.pwolobal.com

Juliann E. Krumbholz **PO⁴D 5**
Anderson Consulting
901 Main St #5400
Dallas, TX 75202
214/853-1755 (phone) & 214/462-5439 (fax)
e-mail addr: juliann.e.krumbholz@ac.com

MPI DALLAS/FORT WORTH CHAPTER
OCTOBER 1998 NEW MEMBERS

Nicole Kubitza **PO⁴D 4**
Texas Stadium
2401 E Airport Fwy
Irving, TX 75062
972/554-6368 (phone) & 972/554-8336 (fax)
e-mail addr: nicolek@dallas.cowboys.com

Stacy A. Weiner **PO⁴D 9**
Hyatt Regency DFW
International Pkwy
Dallas, TX 75261
972/615-6835 (phone) & 972/615-6825 (fax)
e-mail addr: sweiner@dfwappo.hyatt.com

Elyse Levesque
Delta Whistler Resort
4050 Whistler Way
Whistler, BC VON 1B4 Canada
604/983-6694 (phone) & 604/983-6695 (fax)
e-mail addr: elevesque@deltahotels.com

Darla K. Morrison **PO⁴D 4**
Bpm Client Development
5215 N O'Connor Blvd Ste 2100
Irving, TX 75039
972/402-7975 (phone) & 972/402-7897 (fax)
e-mail addr: darla.k.morrison@ac.com

Ronald J. Price
Marriott Intl
101 Bowie St
San Antonio, TX 78205
210/554-6046 (phone) & 210/822314092 (fax)
e-mail addr: ronnie.price@marriott.com

Louise Quine **PO⁴D 4**
Lucent Technologies
909 E Las Colinas Blvd #1700
Irving, TX 75039
972/325-5686 (phone) & 972/325-5616 (fax)
e-mail addr: lquine@lucent.com

Jeanie Renner **PO⁴D 10**
J&S Audio Visual
5900 Lovell Ave #B
Ft. Worth, TX 76107
817/735-0025 (phone) & 713/377-2419 (fax)
e-mail addr: jeanier@jsau.com

Lynda L. Rexrode **PO⁴D 8**
Dallas Market Center
2100 Stemmons Frwy MS#160
Dallas, TX 75207
214/749-5493 (phone) & 214/655-7640 (fax)

FAX REGISTRATION FORM
MPI D/FW Chapter Meeting

Annual Holiday Party - Southfork Ranch - Thursday, December 17, 1998 - 6:30 p.m.

Fax this form to chapter headquarters: 972-506-7485 or e-mail info to rcharnes@msn.com

Deadline: noon, Tuesday, December 15, 1998

*** Please retain the fax confirmation sheet and bring it to the registration desk the day of the meeting.***

MEMBER REGISTRATION: (Please print legibly)

I am a Planner Supplier Membership #: _____

Member Name: _____ Company: _____

Phone _____ Fax: _____ e-mail: _____

Special Physical or Dietary Requirements? _____

Pre-Paid Credit Card Express Registration: (Must include payment for guests)

Type of Card: VISA MasterCard American Express Exp Date: _____

Name on Card: _____ Card number : _____

Total Amount to Charge: _____ (Member Price \$30 - Guest Price \$34)

I agree to pay this amount according to my credit card agreement. No refunds for registrants who fail to attend.

Signature: _____

I will use the Bus Transportation: _____ How many Passengers: _____

Guest's Name: _____

Guest's Company: _____

My Guest is a Planner Supplier Special Physical or Dietary Requirements

Guest's Name: _____

Guest's Company: _____

My Guest is a Planner Supplier Special Physical or Dietary Requirements

Guest's Name: _____

Guest's Company: _____

My Guest is a Planner Supplier Special Physical or Dietary Requirements

Q & A about Registration Procedures

Why can't I pay for my monthly meeting registration in advance with a credit card?

Actually, now you can! For the first time, members may fax in their credit card information with their registration to pre-pay for the meeting. See the registration form.

If I pre-pay, will that make the registration process on-site go faster?

We certainly hope so. October will be our first month with the new Express Registration desk so we will be fine-tuning it over the next few months, but it should be much faster just to come in and pick up your badge and receipt.

What if I pay for myself by credit card beforehand but then decide to bring a co-worker as a guest?

Send your guest to the guest registration counter while you go to the Express Registration counter to pick up your badge and receipt. Chances are good that you will be able to get your badge and still make it over to the guest line to help your guest register (and pay if needed).

Will you accept credit cards on-site?

Yes, we will be able to write down your credit card information and charge the card later that day or the next. We may have terminals set up to charge on-site but it depends on the facility.

What if I want to register some guests but not pay for them when I send in my registration form, but I want to pre-pay for myself?

Payment for guests must be included if you prepay by credit card.

What if I pre-pay but then cannot attend?

It has been the policy of this chapter to bill all registered participants who do not show up at the meetings. Therefore, for pre-paid registrants who fail to attend, your receipt will be mailed or faxed to you after the meeting. (If we have your current address and fax number).

Can I pay with my Discover Card?

No. The MPI D/FW chapter only accepts Visa, MasterCard and American Express.

What's the best way to register?

Registration via fax is the best way, in terms of speed and accuracy, to verify your reservation.

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 requirement 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.

Calling to check that the fax was received defeats the purpose. Not sure your fax went through? Just send it again!

Retain your fax confirmation and bring it to the monthly meeting to verify your reservation request.

What if I fax my reservation in late?

Reservations received after Tuesday noon before the Thursday meeting will be placed on the waiting list. **GET THOSE REGISTRATION FORMS IN EARLY!**

Please explain the registration desk!

There are three registration areas: • Advance Registration with onsite payment by cash, check or credit card • Pre-Paid or Express Registration (prepaid by credit card and • Walk In or On Site Registration.

What procedure should I follow if I wish to bring a guest?

Guests can register with their host member — or at the Guest Registration desk. Please have your guest drop a business card in the guest collection tray.

What should I do if I arrive without a reservation?

If you fail to fax your reservation, go directly to the walk-in desk. You will have to wait until all reserved seating has been filled. **FIRST COME FIRST SERVED!**

Having enough seating and food for all "walk ins" (chapter members who attend without making a reservation) is a challenge.

We average about 40 walk-ins per meeting. Sometimes we'll have 20; another time we may have 60. Because we cannot accurately predict this count, the walk-in count is not included in the guaranteed attendance for which we will be billed. *(All meeting professionals know how guarantees work!)*

Walk-ins may attend the monthly chapter meeting on a space-available basis only. After the food

Chapter Meeting Reservation & Attendance Policy

Registration fees will be collected at the door; advance payments are accepted only if paying by credit card. If paying by check, please have check completed before approaching registration table. Reservations must be made by RSVP deadline for advance registration fee to apply. Late reservations and walk-ins will be accepted on a SPACE AVAILABLE basis. Cancellations must be made by the RSVP deadline. No-shows will be billed. Members are responsible for "no-show" charges for their guests. Guests are limited to attending three meetings per year (spouses are an exception).

Late Registration and Walk-Ins

MPI D/FW members and guests may register late (past the published deadline) for monthly meetings—on a space available basis at a slightly higher registration fee.

Walk-ins may register onsite the day of the meeting, provided space is available. Walk-ins will be asked to wait until registrants are seated.

service has begun, persons with reservations will no longer be guaranteed a seat and walk-ins and members with reservations will be seated on a first-come, first-served basis.

Why do I have to pay the full registration fee if I attend only the reception or part of the food function?

According to the chapter's "Policies and Procedures," a member must pay the full registration fee, even if only a portion of the function is attended. This policy is strictly enforced; otherwise, we could have a networking get-together at a site, with a drastic drop in the revenue and attendance of the food functions. This would not be fair to the host facility, nor the persons who had paid reservations.

How many times can my spouse attend meetings?

A guest may attend only three meetings per chapter term. A spouse, non-industry guest or MPI headquarters staff may attend unlimited chapter meetings as long as they pay the full registration fee.

*Questions regarding these registration policies? Contact VP/Administration
Linda Vest, CMP (Meeting Savers Inc.)*

MPI D/FW Holiday Celebration

Southfork Ranch
December 17, 1998

6:00 p.m.—Orientation
6:30 p.m.—Registration & Reception
7:30 p.m.—Dinner

Directions to Southfork Ranch

From Downtown Dallas—Go north on 75 Central Expressway to the Parker Road Exit. At Parker Road, turn right or East and continue down Parker 6.5 miles until you reach Hogge Road or FM 2551; make a right and Southfork will be on the left.

There will be transportation available at the Southwest corner (Montfort and LBJ) of the Valley View Mall parking lot. Please RSVP on your registration form if you will be taking the bus. It will depart promptly at 5:30 p.m. for Southfork.