



# NMA Breaktime

An Electronic Newsletter for NMA Members!



## 2004 Holiday Edition Extra

*Happy Holidays from your NMA Staff... Steve... Martha... Joe... Robin... Sue... Sherry*

*Remember... the NMA office will be closed for the holidays starting on December 24, 2004, and will reopen on Monday, January 3, 2005.*

**December 22, 2004**

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### *From Your 2004 Chairman of the Board*



### **2004 Review**

**William T. Mahaffey, CM**  
2004 Chairman of the Board  
Columbus Public Service Chapter  
Columbus, Ohio

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OW! What a year we have had -- and we wrapped it up in style in New Orleans with the 2004 National Conference.

When "Ivan" interrupted the originally scheduled September conference, we regrouped and eventually held the conference with chapter members arriving on October 30 & 31. Upon reflection, it is possible that we misjudged Ivan and possibly should say, "Thank you, IVAN". Could there have been a better time to be in the BIG EASY? Maybe Mardi Gras. But to be there on Halloween was a pretty close second! Again, let me say, "WOW...".

For those of you who attended the conference, you have already heard that we had a great year. Put simply, I would like to thank all of you for making it so -- congratulating you, the chapter members, leaders, and our supporting companies.

You did it. Thank You!!!

At the NMA Annual Meeting we reported that:

- Financially, we ended the fiscal year in the black. We are on a roll, since this is now the 2<sup>nd</sup> year in a row that we have done so. And I am pleased to say that in October our Accounts Payable was zero – a first in many years.
- We ended the year with 22,499 members -- the first time since 1987, when we started keeping electronic records, that we have shown a membership increase. I attribute much of that to the successful and innovative membership drives held in so many of your chapters.
- We reviewed and updated the Policy and Procedure Manual, finishing a year's worth of work at the board meeting at the Conference.
- We chartered three new chapters this year and have a couple more on the horizon.
- We finalized the work on a formal investment policy for NMA and the Educational Foundation, Inc.
- We found affordable directors and officers' insurance and put it in place for the benefit of association leaders.
- We started the process of changing the name of the association and will carry that effort forward into 05.

I would like to take this opportunity to also thank our NMA Staff.

I cannot say enough about them and the effort they put forth to take us through each year. Thank You All!!!

It seems like only yesterday when I was sworn in as the 2004 Chairman at the Detroit Conference. It has been my honor and pleasure to serve this great organization and I thank you for the opportunity.

I hope that your holiday season is a merry and joyous one.

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***A goal without a plan is just a wish!***

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***Holiday Greetings from Your 2005 Chairman-Elect***



***Holiday Greetings!***

***Wendell M. Pichon, CM***  
*2005 Chairman-Elect*  
*Lockheed Martin Leadership Association*  
*Fort Worth, Texas*

The spirit of the Holiday Season is in the air. The Holiday Season never fails to bring to mind the divine words "Peace on Earth and good will towards men." So, during this Holiday Season, while we exchange good wishes and entertain visions of a better future for us and for everyone else, let us solemnly dedicate ourselves to do whatever is in our power for the realization of; "peace on earth and good will toward men." Within a few days we will all be at our cheery firesides to spend the holidays with family and friends. Of the 365 days which constitute a year, none is more heartwarming than those of the Holiday Season. As we draw nearer to those days, I offer you and your family my sincerest wishes for a most enjoyable and memorable Holiday.

I would also like to extend to you and your family best wishes for a very happy, healthy and prosperous New Year. With another milepost in sight and another year beckoning us with hopes and opportunities for service, we stop a moment to reflect upon our pleasant relations of the year about to close. It is indeed, with gratitude that I look back upon the past year and thank you for your support and trust in electing me as your Chairman of the Board.

May you and those near and dear to you each have a Very Happy and Safe Holiday Season filled with many blessings.

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*One worthwhile task carried to a successful conclusion is better than half-a-hundred half-finished tasks.*

***-- B. C. Forbes --***

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## *How to Laugh about Anything*

If you cannot laugh, you are in trouble. Life is not fun for you. You take things too seriously and build stress.

If you cannot laugh, you set a negative example for others. People tend to dislike you. No one wants to help you get ahead.

If you cannot laugh, you may not sleep well. You need drugs or alcohol to feel good. You have health problems.

Fortunately, you can learn to laugh.

### **Benefits of Laughter**

\* Laughter strengthens the Immune System. According to Dr. Lee S. Berk from Loma Linda University, California, USA, laughter helps increase the count of white-blood cells and antibody levels.

\* Laughter stimulates heart and blood circulation better than other aerobic exercises. Per Dr. William Fry of Stanford University, one minute of laughter is equal to 10 minutes on the rowing machine.

\* Laughing provides a good massage to internal organs. It enhances blood supply and organ efficiency, especially with intestines. Experiments also show your blood-pressure decreases after 10 minutes of laughter.

\* Laughter increases the levels of the pain killer endorphin. In Norman Cousins' book "Anatomy of an Illness," he explains how laughter relieved the intense pain of his spinal disease when no painkiller would help.

\* Younger appearance. Laughter tones facial muscles and improves facial expressions. When you laugh, your face becomes red due to an increase in blood supply. Laughing people look more cheerful and attractive.

An average four-year-old laughs 400 times per day while "solid-citizen" adults average 15 laughs per day. Ideally, you laugh every five minutes (200 times per day).

### **A New Laughter Tip**

Previous TipsForSuccess articles describe the Joy of Creating and the insanity of seriousness.

Another way to find joy and laughter in life is to make your problems MORE serious!

***"The mechanism\* is to make it more and more and more serious until it becomes utterly and completely ridiculous and the person will explode the whole thing off in laughter."*** -- L. Ron Hubbard (\*mechanism: system or process)

You exaggerate your troubles or expand your complaints to such hilarious levels that you and others end up laughing.

Comics get laughs when they make things extra serious. Remember Saturday Night Live television shows where John Belushi would express his opinion with such force, he would turn red, scream with anger and flop back and forth until he fell off his chair? He was so overly serious, the audience would scream with laughter.

For example, you go into a bank to cash a check. The bank teller looks at you suspiciously and says, "May I see two forms of ID please?"

You say, "Sure. Here's my driver's license and my credit card."

The bank teller clerk examines your cards without comment. She seems unhappy and very serious.

So you pull out more cards and say, "And here's my library card, BlockBuster video rental card, Star Trek

Junior Cadet Club card and my Yo-Yo Association card. My name is on all of them."

The teller tries, but can't stop laughing.

A serious waitress brings your food and says, "Be careful. The plate is very hot."

So you grab the plate, jerk your hand back and say, "Oh Man! I burned myself!!"

The waitress realizes you are exaggerating and laughs.

### **More Ways to Make Things More Serious**

If you are having a pity party, write or say to yourself, "Oh, oh, oh! Woe is me! I suffer so much. POOR MEEEE!!! My life is a complete mess! I'm devastated! I will never be happy ever!"

Do all you can to be a poor victim. Feel really sorry for yourself. Boost your feelings of self-pity to new levels.

Make yourself sob, even cry. Be as serious as possible until you feel ridiculous. If you aren't laughing, bawl as loud as you can, just like Lucy Ricardo on her television show, I Love Lucy.

Repeat each time you start to feel sorry for yourself.

If you feel serious and stressed, act EXTREMELY stressed out. Pretend to have a heart attack. Fall on the floor. Give an Academy Award performance.

If someone gives you some alarming news, grab your collar or tie, stick out your tongue and pretend to hang yourself. Pretend the world has come to an end until you and the other person laugh. If you are a manager or parent, do this with serious employees and serious kids.

***"Man, if sane, is a child of laughter." – L. Ron Hubbard***

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## **Thoughts for the New Year...**

### ***Why Not 2K5?***

***Tim Richardson, CSP***

A few years ago, a client of mine told me that his organization's January meeting theme was "**Why Not 2K?**" Describing the premise, he said that many in their organization had set certain levels of performance for themselves, only to fall far short due to lack of effort, making excuses, or simply not performing to their potential. The executive told me, "It's time to get serious about

our business."



Perhaps a new year signals a start for us to get serious about our "business". I suspect many people jump off to a quick start early in the year. They set ambitious goals. They work extra hard. They make a commitment to make this year their best ever. Inevitably, many lose steam, and their jump-start performance fizzles. Whether it's journaling or jogging, educating or executing, reading or renewal, somewhere in the new year, we lose it. The good plans we made go astray. Why don't these changes last? Perhaps we don't pace ourselves, or maybe we worked too hard without taking time for renewal. How about adopting this theme for you. **Why Not 2K5?** Why not make this year the year that a commitment to consistency. Why not live by the premise that the best "someday" is today? Why not focus on the important things and let go of tasks that steal our time, sabotage our productivity, and derail our dreams? Why not make the year 2005 your best year ever?

During the Y2K scare we were told not to panic but to make sure our bank, our computer, and all other electronic equipment were compliant. Even the most optimistic thinkers probably thought about the "What if . . .?" of Y2K. I have a friend who still has kerosene, batteries, and other emergency supplies in his garage FIVE years later! I do most of my shopping from him! Most of the things that were stockpiled were obviously quite unnecessary. What if we were to stockpile some useful things in 2005? What would you use?

**Persistence** – When you come up against a NO in Y2K5, remember that NO really stands for Next Option. When a roadblock comes in the path you are traveling, find a new way to look at what you are trying to accomplish. Ask someone more experienced for their viewpoint. Put yourself in the position of someone you really admire and ask yourself how they would handle it.

**Knowledge** – One of the most important attributes to carry us into the new year is life-long learning. Commit to learning more about your profession and your organization. Subscribe to a new journal, join a professional association, get a mentor, or form a Master-Mind group (see Napoleon Hill's book *Think and Grow Rich*, chapter 10). Take up a hobby that has always interested you. Sometimes some of the best learning, comes in some unusual places. Make a practice to read a book a month (some my top suggestions are listed at the recommended reading section of my web site. [www.TimRichardson.com](http://www.TimRichardson.com)).

**Back to the basics** – Sometimes we make things too complicated and bog down our decision-making with too many choices. Keep it simple. Let go of trying to keep up with technology. In fact, get rid of one gadget as a way to simplify. To keep your focus, act on decisions as they come up. Determine what attributes make people successful in your field and use those attributes for daily decision making.

Here are some questions worth pondering as you put together your business or life plan for the new year. Why not make the year 2005 the best ever?

**For the entrepreneur:**

- Why not build a business that has equity?
- Why not think like the business you want to be to help you actually get there?
- Why not commit to focusing on the things you really do well and delegating things you don't?
- Why not think deeply about how I can be of service to others?

**For the parent:**

- Why not have quantity and quality time with my child?
- Why not schedule regular dates with your spouse, child, or grandchild, or other family members?
- Why not learn to say no to things that aren't productive and steal your personal time?
- Why not give my all when I am at work but leave it at the office when it's time to go home?

**For anyone:**

- Why not let go of excuses?
- Why not make a reasonable number of goals and be undeterred in making them happen?
- Why not release comparisons with others and just compare myself with my own past record?

**Why Not 2K5?** It's a great time to make a change that will last.

*Tim Richardson, our guest keynote speaker in New Orleans in November, is a full time professional speaker who helps sales professionals increase sales and grow their businesses. If you would like some resources on giving better presentations, visit his web site at [www.TimRichardson.com](http://www.TimRichardson.com) or contact him 800-226-4473 or [Tim@TimRichardson.com](mailto:Tim@TimRichardson.com).*

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**From the Editor...**

**Sue Kappeler, CM**

VP Management Information Systems

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## 2004 Holiday Edition

Your Area Chairs are in the process of making National and Associate Director assignments for the upcoming year. Shortly after January 1, you will be sent the name of Area Chair, assigned National Director, Associate Director (if you have one) and information on how to contact each one of them.



Please be on the lookout for information about the Eastern (Northeast, Southeast, Central) Area Leadership Development Conference that will be held on April 21-23, 2005, at the Crowne Plaza Hotel in Columbus, Ohio. Information about the West (Pacific South, Pacific North, Southwest) Area Leadership Development Conference was sent out to everyone in those areas on December 10.

Remember, the NMA office will be closed from Thursday afternoon, December 23, 2004, until January 3, 2005. If you need something during that timeframe, you may e-mail me at [sue@nma1.org](mailto:sue@nma1.org). I will be checking e-mail at least once a day.



***The NMA staff wishes everyone a very happy and safe holiday!!***

If you want to succeed you should strike out on new paths, rather than travel the worn paths of accepted success.

*--John D. Rockefeller--*

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