Can you believe 2007 is coming to a close; our year is almost over? As we progress as not only an Association, but as a Leadership Development Team, we have seen new ideas and innovative techniques being implemented nationwide. Our Committees have taken their challenges and moved forward at a rate that is, in my estimation, commendable. Although we have experienced losses in our membership, we have made up ground with not only new chapters, but continued interest in NMA — vital communications with new organizations wanting to share our concepts and leadership tools. These are not things that happen accidentally, but by the cumulative efforts of those who comprise our elite team. These leaders within NMA that make up our chapters, our councils, our staff, and our working Board of Directors are those who are truly responsible for our successes this year.

You, as a member of NMA, and your dedication and volunteering to go way beyond expectations are the catalyst for any success we share. This is not a pat on the back or a mere thank you, it is a factual statement. We do not have the luxury of happenstance, but require assimilation throughout our ranks in order to provide membership needs conducive to our ever changing environment. The networking opportunities that are provided by our collective organizations, in the form of East and West Leadership Development Conferences are amazing. Taking advantage of these is the mainstay of learning what our members are doing within their respective areas. It is chance for you as members, leaders within your chapter, selected by your peers, to not only participate but to represent and bring back those necessary ideas that will help those seeking leadership skills. You see, this is not my association, it is yours. You joined for many different reasons; only you know exactly why, but I can safely assume that your desire to make things happen plays a big role in your decision to make NMA your association of choice.

The NMA Board of Directors plays an iatrical role in keeping focused on your needs, the day to day operations and development of new ideas that will take us into the next realm of Leadership Development. As I have progressed through the ranks of the chairs and officer seats, I’ve only been able to accomplish whatever I have through what I have learned from each of you. The unique talents that you bring to the table as volunteer leaders is second to none. I could not have hand-selected a more viable group of individuals than what we currently have on your NMA national board. Watching the interaction, the brainstorming and dedication that this group has, makes me glad they will be part of my professional and friendship circles for the rest of my career.

With that being said, how do we wrap up another year and make it one to remember? We concen-
days and pack in an experience that you’ll be talking about for many years. You will have the opportunity to venture into educational forums, listening to guest speakers that will have you either on the edge of your seat or taking notes in order to remember what all is transpiring. The NMA Shorey Silent Auction has grown into an event that keeps us not only in a competitive mode, but a bidding frenzy that will have you laughing at our basic instincts to win. I could go on and on about this National Conference, but you can see it first hand in the Conference Package that our Dayton Staff has prepared. This will enable you to make your plans prior to arrival, pinpointing how you will divide your time in order to take in the most pertinent events to your chapter responsibilities and individual requirements.

When it is all said and done, please know that this is your association, your opportunity to acquire new “tools of your trade.” NMA is undergoing a lot of changes, adapting to the leadership environment that you are facing daily in your respective areas. We all have time constraints that we have to deal with, day in and day out. Realizing this is paramount to what we develop in the future, for your future. Take an active role in helping set our direction as a member and as a leader in not only your sponsoring organization or community, but among your peers as well. It’s your face that we want to project when NMA is presented to perspective companies, individual members or councils.

YOU ARE THE FUTURE OF NMA! MAKE IT WHAT YOU WANT IT TO BE!

ICPM Corner: A letter from Melody

Melody Branner

Dear 2007 NMA Conference Attendee:

You are invited to be our guest at the ICPM “Meet & Greet” to be held on Saturday morning, November 3, 2007 from 8:30 - 10:30 am at the 2007 National Management Association National Conference in Portland.

Join us for a delicious breakfast and an opportunity to network with Certified Managers, NMA members, and guests. Be sure to stop by the ICPM table and introduce yourself. Also, bring your business cards for networking and to enter the drawing for one of several give-aways.

Who: All Conference Attendees
What: ICPM “Meet & Greet” Reception, 2007 NMA National Conference
When: Saturday, November 3rd, 2007
Time: 8:30 - 10:30 am
Where: NMA Registration Area

I look forward to meeting you at the “Meet & Greet” breakfast. Please contact ICPM at 800.568.4120 or email if you have questions.

Thanks!

Melody Branner
Manager, Customer Relations
Institute of Certified Professional Managers
It has been one year since Medcenter One became involved in the Smith Gate Clinic and our first precious boxes were sent to Iraq. As I reflect on the past 12 months, it’s amazing how much this project has grown, changed, had successes and a few failures, brought us to tears and also …we’ve had some cheers.

The two original groups that were providing care at the clinic have returned to Minnesota (HHB 1-125th F A Strike Unit of the Minnesota National Guard, & the 466th Area Support Medical Company). Back in May, during the Leadership Development Conference, I was anxiously awaiting to hear the fate of the clinic, as the military was unsure if it would be kept open. We were notified in July, that the incoming Colonel liked the clinic and wanted the opportunity to help the local nationals within that area. The Smith Gate clinic is now in the care and keeping of the HHT 3/73 Cavalry, 82nd Airborne Division from Ft. Bragg, North Carolina. Presently over 700-800 patients are being treated monthly, and due to the increase in patients, the severity of the burns, and the time it takes to treat each patient, an appointment schedule has been implemented. The metal connex has been re-arranged to accommodate 2 patients at a time, and a 2nd metal shipping container was brought in to hold additional supplies.

The needs list has not changed substantially. The most urgent needed items are medical supplies and are as follows:

- Elastic netting (Flex-net is another word---This is an elastic-net retention dressing to fit over fingers, limbs, head, chest and abdomen. It comes in a dozen different sizes)
- Ace bandages in all sizes
- Medical tape
- Medical gloves (latex and non-latex)
- Kerlix gauze
- Xeroform gauze
- Surgical instruments
- Surgical gowns
- Lidocaine injectable and Lidocaine jelly (to numb the area before debriding)
- Rocephin or any broad spectrum antibiotic
- Hydrogen peroxide
- Betadine
- Liquid ibuprofen
- Benadryl ointment/cream
- Bacitracin ointment
- Sutures
- Pain medication

The non-medical items needed are:

- Gently worn clothing
- Blankets
- Sheets
- Children’s shoes/socks
- School supplies
- Vitamins (burns heal better with good nutrition)
- Toys
- Soccer balls

We always need money, as FedEx is expensive. I am continuing to send the urgent needed medical items on FedEx, as it takes 5 days from our door in North Dakota to their connex in Iraq’s desert. The non-urgent items are being sent United States Postal Service, and the shipping time varies from 3 – 8 weeks.

The little gal (Asmaa) that I had talked about at LDC with the severe disfiguring burns will be coming to the United States soon for reconstructive surgery. Notification was received last week that the visas have been approved and are ready to be issued for Asmaa and her father.

Dr. Lambrecht is working on obtaining approval for medical treatment in the U.S. and visas for a

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Medcenter One Chapter assists Smith-Gate Clinic in Iraq, cont.

I’m working on establishing a “pen pal” project between the Iraq children and the American children. The American Colonel in Iraq has an Iraqi interpreter who is willing to read the letters from the American school children to the Iraqi children, and he’s also willing to re-write the letters from the Iraq children (which would be written in Arabic) into English. The letters will be sent back to Medcenter and they will be transported to the American classrooms. This project is still in the infancy stage, but the local schools are very enthusiastic!

I’d like to share some snippets of emails from the soldiers at Smith Gate, as they say the words the best. “We are well, it is very hot, but we are trying to make the best of what we have. Please know that everything you and all who are involved, is what makes this clinic happen. Without you and the supplies, there would be no clinic for the kids, as I have said before, we cannot utilize any medical supplies we have (on the base), for the civilian population. Be advised that we will take even the expired things. I was shocked to hear that when I first came here, but I now understand that we can’t be “snobbish” when it comes to the care here. Even the old and not desirable things here are better than anything they could get from the health care system here. The only way to describe the treatment here would be to refer to it as “civil war battlefield medicine”. It is primitive, but all we have to work with.”

“I have pulled out all sorts of clothes and socks, shoes to give out to the kids. You should see their faces. It feels really good to see them leave happy, after the pain that I have put them through.”

The following email was written by a Sergeant, who has since returned to America: “I’d like to thank you and all the folks...for all the help you’ve been to us keeping our clinic doors open. You all have been an invaluable part of a wonderful project that has done so much good in a terrible war torn country. Very recently we’ve been replaced with a unit from the 82nd Airborne. They have decided to continue the Smith Gate Clinic. I will be returning to the peace and comfort of my home with many memories and a sense of accomplishment that my time in Iraq was worth all the lives of the children who were saved. Thanks you all for being a part of those memories, I hope you all sleep well at night knowing the difference that was made from the effort of a few, to save so many.”

Medcenter is continuing this project and we have a Smith Gate collection box at monthly meetings. If anyone personally or an NMA chapter would like additional information, please phone me at 701-323-8711 or email me at btachenko@mohs.org.
Michelle and her husband, Dan, planned to attend her company's holiday party. It was her first year attending, and they were looking forward to making the best impression. Unfortunately, they made some serious mistakes. First, they forgot to RSVP. Michelle's regional manager, Stephen, the host, was forced to bring in additional seating to accommodate them. In addition, Michelle and Dan brought their hosts a gift of wine; however, they didn’t realize that Stephen and his wife abstained due to their religious beliefs. At the end of the evening, Dan ended up having too much to drink and accidentally spilled red wine on the carpet. Instead of getting off on the right foot, these mistakes severely damaged Michelle’s reputation back at the office.

The key to success when attending any office function, event, or social is preparation and planning. This may be the ideal opportunity to meet someone who can influence your career, so take advantage of the opportunity. Here are some etiquette guidelines to follow:

Attending office parties: Yes, you should attend. At least make an appearance and find the host or hostess as soon as possible to extend your thanks for the invitation. Don’t make an obvious exit, but try and work the room as much as possible before you leave. Never tell anyone you’re leaving because you have another party to attend. It will give the impression the other party is better and you are only here because you need to make an appearance. The best rule for attending is to arrive on time or within 15 minutes of the designated start time. Your host may have announcements or food presentations scheduled throughout the evening, which would be geared around the starting and ending time of the event. You don’t have to be the first to arrive and you don’t want to be the last to leave. Gauge your time to fit the activities and the size of the crowd. If the crowd is larger, it is much easier to depart without notice. But if it is an intimate dinner or party, you may be required to remain for most of the evening.

Don’t talk only about business: If you are at a neighbor’s home for their annual pool soiree, don’t come with a car full of portfolios or brochures. Before the party, prepare by reading the newspaper or watching the news. Be familiar with the events calendar of your city. You’ll always have something to talk about if you stay in-the-know. If you’re on the shy side, just remember to ask questions. People love to answer questions about their families, work, hobbies, etc.

Food and alcohol: When you attend a function in a person's home or even in a restaurant as a guest, the food may be free but it’s not your last meal. Drink and eat moderately. Consuming food and drink from the time you arrive until you leave may be the last time you are invited. You can partake in both, but the key is moderation. Your time should be spent mingling with guests. It can be difficult to carry on a conversation with a prospective client or the president of your company when you have a drink in one hand and a plate of food in the other. Mingle and then ask a client or the person you just met to join you for a drink or some food.

Buffet: When people think of buffets, they think of all the food they can possibly eat. Keep in mind you can go back again, but don’t stack your plate so high you need help. If the entire table is going through the buffet line, try to start at the same time. When at least two or three people have returned to the table, you can begin eating. It is not necessary to wait for the entire table to return. When you are ready to return to the buffet, leave your plate on at the table so the wait staff will take it away. Always start with a clean plate each time you return for more food.

If you are with a client who does not want dessert, try and bring the dessert back with you when you go for your entrée. However, if you know the client enjoys dessert, then ask them at the end of the meal if they would like coffee and dessert. You can order the coffee first and then return to the buffet for one or two desserts.

Gifts for parties: You should always bring a small gift when invited to someone's home for the holidays or any time of the year. The exception to this rule is when you have a get-together every week or monthly. Bring something that you know the host and hostess would enjoy. If you are not familiar with their home or décor, then stay on the safe side with a bottle of wine.

“Parties are networking opportunities, so leave it at that. You can approach someone to set up a future meeting and exchange business cards, but leave the brochures and proposals at the office.”

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candles or a small non-personal gift. If you do present them with wine, make sure they drink alcohol and don't expect them to open the bottle of wine immediately. Food is always good to either complement their presentation or to be enjoyed after the party. Avoid bringing flowers the night of the party because it might involve the hosts stopping to place them in a vase, or it may interfere with their selection of decoration. Send flowers the following day.

Gift giving at the office: The holidays can be tricky with gift giving and various celebrations and religious beliefs. Who do you give a gift, how much do you spend, what happens if you receive a gift and do not have one in return?

1. If you are exchanging gifts in the office with all but a few, avoid exchanging them at the office. Instead, meet after work and do not talk about your gifts the next day in the office.

2. Do you give your boss a gift? Not necessarily. It becomes a contest of who gave what and how much did you spend. The boss can give gifts to the employees, but not necessary to reciprocate. A nice card showing your appreciation is always welcome as is giving something homemade, such as cookies or artwork. Another nice gesture is getting your co-workers together on a gift.

3. Be respectful of traditions and religious believes. It does not mean you have to exclude people from holiday parties and gift giving, but give them the option to participate. Office festivities and holiday cards should state “Happy Holidays,” “Holiday Greetings,” or “The Best for the Season.”

4. Always personalize your holiday cards. If your company name is embossed or printed at the bottom of the card, a signed name or names should still apply. If possible, handwrite the address instead of using labels and use holiday stamps, instead of the meter.

Have a few gifts in reserve. A gift certificate to the local bookstore could come in handy; a few candles in gift bags could save you an embarrassing moment. If you receive a gift with nothing in give in exchange, do not apologize for not having a gift; just be extremely appreciative and follow-up with a thank-you note.

Client gift giving: Be careful in your gift giving to clients. Your intention should be a gift they will enjoy and appreciate, not a lavish or outrageous gift that will “outdo” the competition. The gift should be sent to the office and should be business appropriate. Check with the client’s assistant for their likes and dislikes. Certificates to a nice restaurant or bookstore, or their favorite shop, are very appropriate and enjoyable. If more than one person from your office is sending this customer a gift, make sure you check before sending duplicate gifts.

Thank-you notes: When you receive a gift or are invited to a party, a thank-you note should be sent the next day, or at least within a week. The handwritten note only needs to be a few lines thanking them for the specific gift or invitation. Do not include a company brochure or any other pieces of printed material. It is a thank-you note and not a ploy to get more business.

Holidays are a time to keep your wits about you. By dressing appropriately and socializing graciously, you may be doing more than just building your contacts. You could be making some of the most important connections of your career at the next event you attend!
On Saturday, September 22, 2007, the Northern Virginia Area Chapter (NVA) of the Lockheed Martin Leadership Association (LMLA) hosted a hands-on team building event and family picnic. Five teams competed in this competition, comprising events similar to those you would see on the popular television shows Survivor and The Apprentice. Teams were scored on the leadership imperatives of Lockheed Martin’s Full Spectrum Leadership Model which encompasses the following; Shape the Future, Deliver Results, Energize the Team, Build Effective Relationships, and Model Personal Excellence, Integrity, and Accountability.

The laughter could be heard for miles around as LMLA members and guests formed human balloon launchers as part of the Six Sigma Water Balloon Launch. Things really kicked into high gear when teams tried to balance an egg symbolizing their career on a spoon while walking the fine line of ethics on our Career Ladder Obstacle Course. Our final event required teams to develop an impromptu three minute presentation for the Board of Judges as to how to save the customer contract they had selected during the Program Management and Human Bowling Challenge. Our judges had quite a tough time deciding, but in the end, the top three scoring teams were awarded prizes and trophies for surviving Leadership Island.

To warm up the crowd we kicked off the day with an exciting game of LMLA and Lockheed Martin Jeopardy while enjoying a full barbeque menu. After participants enjoyed a free seated chair massage, it was time for the games to begin.

Our four-year old chapter comprises more than ten geographically dispersed work locations in the Northern Virginia area and reaches across three different Lockheed Martin business areas. Member experience levels vary from new college graduates to senior level Vice Presidents. We have to think out of the box when it comes to the programs we offer. Leadership Island is just one example of how LMLA-NVA is adapting to better meet the needs of our diverse, dispersed, and growing member population while injecting an element of fun and excitement into learning about leadership.

Check out our future Chapter events by logging onto our newly launched website at www.lmla-nva.com
The Boeing Aerospace Leadership Chapter (BALC) in Anaheim, CA, planned, coordinated, integrated, and executed the volunteer efforts of over 40 scientists and engineers from Boeing, Northrop Grumman, Raytheon, Air Products, El Camino College, and Los Angeles Air Force Base. Together, they created an incredible Space Day event for over 800 seventh and eighth-grade students and 50 teachers at Manhattan Beach Middle School on June 12, 2007.

The BALC volunteer team led by Dean Davis, BALC Community & Educational Outreach Vice-President, created thirty classes which were presented twelve times in twenty-minute “relevant, hands-on” blocks.


The Traveling Space Museum was showcased with its Space Station Module, Space Shuttle Simulator, Zero-G Toilet, Mini Jet Aircraft, UFO, Pluto Probe, Mission Control, Virtual Reality Mars Probe, Gravity Boots and Space Suites.

Dean Davis reaches for prizes to reward students answer to rocket science questions, as he teaches one of his twelve twenty-minute classes at the “Hydrogen Electrolysis from Water, Hydrogen Rocket Fuel, & Hydrogen-Propelled Rocket Launch” “space station” at Space Day.

Eric Gever teaches Manhattan Beach Middle School students how higher air pressure on the bottom of aircraft wings creates lift in the “How Do Birds and Aircraft Fly” “space station” at Space Day.
**Marietta, GA, Member Professionally Recognized**

Paul L. Williams, CM, CPL was recently honored by The International Society of Logistics (SOLE) with the Distinguished Service Medal. This is the highest award that the Society can bestow upon an individual for contributions to the organization. Having an employee receive this award was a first for the Lockheed Martin group and Lockheed Martin sponsored the awards ceremony to recognize this achievement.

Paul has been a vital leader within the Society; in fact, his contributions span over 50 years of combined military and commercial logistics.

As a member of SOLE, Paul has served as Chapter Chairman, proctored the CPL examination, led several professional development efforts, and taught the CPL preparatory sessions. He was recognized with the Field Award for Acquisition Logistics (1995) and the Eccles Award (2002).

Paul has written several articles and served as a logistics panel member in several forums. He was previously elected a Fellow in the society and holds the highest certification - Certified Professional Logistician (CPL).

**Paul L. Williams Biography**

Paul Williams is an F-22 Field Operations and Logistics Project Manager at Lockheed Martin Aeronautics Company, Marietta, Georgia. His responsibilities include support and maintenance planning activities associated aircraft depot and field teams.

Paul graduated from Syracuse University and has a Masters degree from Central Michigan University. He graduated from the Industrial College of the Armed Forces (1987) and completed an Education-With-Industry tour with Hercules, Inc. His published works include a handbook entitled, "Managing Quality Assurance in the System Acquisition Process" and a research study entitled, “Is the Department of Defense Organized to Effectively Management the Security Assistance Program?”

In 2006 he was a member of the F-22 team that was awarded the Collier Trophy and in 1976 his B-1 team was honored with this award. Other organization awards include the National Contracts Management Association - Fellow Award; Toastmaster’s International - Distinguished Toastmaster, Toastmaster of the Year and Hall of Fame; and, National Management Association’s Member of the Year (1998). The Institute of Certified Professional Managers recognized his professional development program in 1997 by awarding him the Distinguished Service Award.

He and his wife Diana reside in the Atlanta suburb of Marietta, GA. They have five grown children and fourteen grandchildren.

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**San Diego Council Picnic**

*City of San Diego*

The NMA Area Council (Goodrich and City of San Diego Chapters) held its first annual joint fundraiser on Friday, September 7, 2007. The fundraiser was a fun-filled event that included a barbecue, raffle and a volleyball tournament at Crown Point Park in San Diego.

About 40 people (NMA members from Goodrich and the City of San Diego and their families) attended the event to help raise funds for the American Enterprise Speech Contest which provides awards to local high school students. The winners at the local area council level move on to regional and national NMA speech competitions. The NMA Area Council or the local chapters pay for the awards as well as the winner’s transportation and other expenses.
Elaine Fafilek's leadership role with the Boeing Aerospace Leadership Chapter (BALC) evolved from volunteer activities. In 1989 Elaine joined the Huntington Beach Management Association (HBMA) and soon was volunteering to edit the HBMA Galaxy newspaper. Elected to the HBMA Board of Directors in 2001, Elaine's role as Director of Member Services was instrumental in the merger of the HBMA with the Boeing Beach Cities Chapter (BBCC) of NMA. Her efforts during the merger were essential to the conversion of over 600 prior HBMA members to NMA membership. Continuing as VP Member Services in 2002, Elaine led membership drives that earned BALC a prestigious NMA Growth Award. Her initiatives have helped BALC become the largest Boeing NMA chapter nationwide, with over 1,300... and counting!

Elected as the 2003 BALC President, Elaine guided the BALC Board Vice Presidents toward accomplishment of new chapter goals. IDS initiated a new management structure in 2003 and the BALC worked closely with Jim Albaugh to get local leaders to speak at BALC dinners. Elaine was honored to be selected as the NMA Member of the Year in 2003 and proudly represented the BALC and Boeing at the NMA national conference. Summer Science Camp (SSC) stimulated that volunteer spirit again and Elaine, a former teacher, became a SSC instructor aide.

As Past President in 2004, Elaine was responsible for conducting the election of the 2005 BALC Board. She led the annual BALC awards process and wrote nominations for several regional and national awards. In 2004 she also assumed major responsibilities at the BALC and BALA hosted the NMA Regional meeting in Dana Point, CA. Tracking BALC expenditures was also on her job list. Elaine assumed the role of First Vice President on the Southern California Area Council (SCAC) board and continues to support SCAC activities.

In 2005 and 2006, Elaine continued in an advisory role to the BALC Board, mentored incoming Vice Presidents, supported Booster activities, and participated on several BALC Board teams. One of her favorite volunteer roles was to greet BALC members at the Reception table at dinner meetings. She also supported SCAC activities by conducting several fund raising activities.

In 2007, with retirement on the horizon, Elaine began transitioning her BALC and SCAC roles to future leaders. Or course, when we attend BALC dinners in the future, we'll expect to see this eager volunteer greeting members at the Retiree Reception area!

Phil Delia (NMA National Treasurer) and Diane M. Meakin, CM (National Director) were among the 450 Blue Cross Blue Shield of Michigan employees, friends, family and NMA members who gathered at the Detroit Zoo on Saturday, August 25, 2007, with one goal in mind: Finding a cure for Alzheimer’s.

Blues employees raised more than $30,000.00 which will go toward Alzheimer’s care, support and research.

If you are interested in participating in a walk or starting a Memory Walk Team, go to the www.alz.org/memorywalk web site.