

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

Inside

Past President Message...2
Current Affairs.....3
April Chapter Meeting..5
Meeting Highlights.....6
"Ultimate Makeover"....7
Grapevine.....7
Education News.....9
Tech Talk.....9
Membership News.....11
Suppliers Showcase.....12

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Choosing a Golf Resort

by Paul Earnest
Director of Golf

Four Seasons Resort and Club Dallas at Las Colinas



What should you look for when choosing a golf resort? A good location? A beautiful property? Although these two criteria are important, there are other factors you'll want to consider before making a decision.

1. Choose a property with a service reputation.

There's more to a great golf experience than just the golf. Added amenities such as cold towels, gourmet food, high quality rental equipment and a staff that greets you at the door with a smile translate into a positive experience on the course. Before you make a decision, be sure to ask what type of special touches are considered standard practice to help you compare apples to apples.

2. Choose a property with courses that suit all levels of play.

The tougher the course, the better the experience? Not always! Unless you're making arrangements for a serious golf group, be sure to select a course or courses that are well rounded, not backbreaking. The golf course should compliment the players' abilities, not overwhelm them.

3. Choose a property that has one or more dedicated staff.

When it comes to planning and executing a tournament, there are many details that easily can be overlooked. Having one or more dedicated staff professionals on hand from start to finish will help ensure everything runs smoothly.

4. Choose a property that offers more than golf.

Not everyone who goes to a golf resort necessarily wants to play golf. Be sure to ask what other activities are available on property to accommodate the "non-golfers" and/or spouses of the group. A well-rounded resort will feature a full service spa and salon, tennis and fitness facilities and several dining options. Golf schools are also a fun option for beginners to learn the basics of golf in a fun, non-threatening environment.

Editor's Note: MPI D/FW tees it up again this week with a "Golf and Spa Day" on Wednesday, April 14 at The Four Seasons Resort and Club Dallas at Las Colinas. On-site registration may still be available, so check the chapter web site - www.mpidfw.org - for further information.



The 18th hole on TPC Course at The Four Seasons Resort and Club Dallas at Las Colinas provides a sweeping vista for players finishing a round.

DALLAS/FT. WORTH CHAPTER



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A Message from a Past President

Bricks and Mortar Held Us Together



Colleen Rickenbacher, CMP, CSEP
Colleen Rickenbacher, Inc.
MPI D/FW President 1998-1999



Editor's Note: As MPI D/FW celebrates its 25th Anniversary throughout the 2003-2004 year, "The Current" marks this special time in our chapter's history by featuring comments from former presidents on MPI D/FW's past, present and future.

For 20 of the past 25 years of its existence, I have been a member of our Chapter. I served on the Board in 1990-91 as the Vice President of Membership. The year before Lisa South, CMP, CSEP was Vice President Membership and she gave away bricks for every member you recruited for MPI. I thought it was the cleverest idea until I got three or four new members and had no idea what I was going to do with these bricks! I am sure that if I look in my attic right now I could probably find them.

Members like Lisa were building our foundation as a Chapter, including all of our Past Presidents and strong members. Well, I decided I wanted to become one of the elite "Past Presidents," but before you can become a Past you must first serve as the President. So, in 1998-99 I became President. I truly think it was a challenging year. We lost two board members within the first several months, and it was a challenge to figure out how to replace them. But, Roberts Rules and the correct form of diplomacy won out.

I'm going to think back to the 80's and 90's and remember our challenges but also our great successes and accomplishments:

~ Our Chapter was considered a large chapter, but we still needed to increase our attendance at our monthly meetings and our members wanted advanced programs and better speakers. So, that became our goal to increase membership and to offer the highest educational programs possible.

~ With education as our main goal, a few members got together to start the scholarship fund to assist with educational programs. Then, it was called the Professional Growth Award or the PGA.

~ The CMP Study Group was getting underway and going strong. Our Chapter has always had one of the strongest and most creative programs.

~ In 1998-99 our Chapter Administrator, Randie Charnes was first hired. She was serving on the Board of Directors, and needed to resign to accept this position. Remember, I told you I lost two of the Board members.

~ Our Chapter hosted the PEC in 1995 at the Loews (now Wyndham) Anatole Hotel in Dallas. Our Chapter came together to host a luncheon in Vancouver the year before to promote our upcoming conference and this is when we introduced our "version" of the Dallas Cowboys Cheerleaders. Possibly these wonderful 10

men will make another appearance when we host the WEC in Dallas in 2006.

~ The "Walk a Mile in My Shoes" was created and was extremely successful. It gave our members a hands-on experience to learn other job possibilities.

~ We started the program "Go Back to School" for our members to reconsider getting their college degree and possible options to work and still get their diploma.

~ The Mentor and Internship Programs were introduced to our members.

~ Gemelli Chapter (Sister City Chapter) was created and partnered with the Italia Chapter. We had our first Exchange Program in Italy in 1995, when some of the D/FW Chapter members traveled to Italy and were hosted by the Italia Chapter. In 1996, members of the Italia then came to Dallas and Fort Worth to give us the opportunity to reciprocate their wonderful hospitality offered to us.


~ The first new program for "Government Affairs" was established and included trips to Austin and Washington, D.C. to represent the hospitality industry and our needs.

~ Our Chapter remained highly involved with "Give Kids the World" and "Love For Kids." Created a Christmas Card Sales committee including a contest for the children to design the cards, the selling of the cards and the final celebration party for the children.

~ Our Chapter had a "Speaker's Bureau" to provide information to the media.

~ The D/FW Chapter was involved in our community with special programs for the Senior Citizens of Dallas, Meals on Wheels program, North Texas Food Bank and the Trinity Ministry to the Poor.

~ And believe it or not, all of our announcements at our meetings came from the stage, so the Table Hosts Program was created.

We have come a very long way in 25 years, but over the years our members have remained dedicated, involved and committed. Technology certainly has helped us so we no longer have to call in our monthly meeting reservations or fax in a form from our very small newsletter. Our educational programs have improved tremendously and we offer a wonderful variety of opportunities for all of our members. Get involved and let MPI work for you. I thank you for the honor to be a member of this organization and to have served as your President. 

“CURRENT” AFFAIRS

Women Don't Ask - the Art of Negotiating for Women

Women need to take control of their careers. Women are the majority in the meetings industry field yet are paid significantly less than their male counterparts in the meetings industry (Salary survey, *Association Meetings*, August 2003). The co-author of *Women Don't Ask: Negotiation and the Gender Divide*, Linda Babcock explores gender differences in negotiating styles. A main observation is women don't negotiate as much as men in the first place. Women for the majority don't ask, they accept it as is. Studies show that when offered a salary with a job offer most men negotiate, women accept the offer resulting in an average \$ 4,000 difference. Women on average make 76 cents for every dollar a man makes.

Women pay the price for not asking. Women will see equal or less qualified colleagues move ahead and they get discouraged. They may quit, form their own business or just find another job. This doesn't fix the underlying problem.

Some suggestions that she offers:

Know the world is a negotiable place - the status quo can change. Identify what you want and ask for it. Ask yourself, "what is the worst that can happen?" You will get a "no" for an answer? You will be surprised by how much you can get if you simply ask for it!

Do research regarding salary. Be informed of salaries, benefits and job titles that others have. Don't just ask other women, they are still undervalued and underpaid.

If asking for a promotion and/or a raise, up your bargaining power - have another job lined up and be prepared to leave if you need to. Most employers don't want to lose someone and will open a dialogue for discussion and negotiation.

Be nice, but not too nice. Ask in a way that shows you care about the other person and you understand their needs and issues. However, don't offer a way out. Don't say, "I realize the budget has been trimmed but I have taken on additional work and could I get a pay increase?" This gives them a way out.

Role-play with a friend, preferably a man. It helps you prepare for the unexpected and anticipate reactions and form a response.

Start small. Begin with bargaining at a flea market for a price reduction on an item you want to purchase. Practice!

Negotiation doesn't have to harm relationships if done in a respectful way. Why would it be hard for the other guy to give you what you want, then find ways to counteract it? Think about it.

If you have a woman as client or a staff person be aware of your biases in your negotiating. Recognize that men and women ask for things differently.

We can all cooperate and still get what we want. It's not about being nice, it's about getting what you want.

Go ask for it!! 

Ultimate Makeover by MPI D/FW

The Ultimate Makeover was a huge success thanks to the hard work of the WLI subcommittee. A big Thank You to the Ultimate Makeover Committee, including: Chair: Mary Lynn Novelli, CMP, Chair, Meeting Professionals International; Laura C. Jordan, CMP, Wyndham International; Tracey Smith, CMP, Thomson RIA; Sandi Galloway, Canadian Tourism Commission; Bruce Wolpert, CMP; Colleen A. Rickenbacher, CMP, CSEP, Colleen Rickenbacher, Inc.; Dana Rhoden, CMP, CMM, WLI D/FW Committee Chair, Southwest Veterinary Symposium.



Dana Rhoden, CMP, CMM
Southwest Veterinary
Symposium



Members of the chapter's Women's Leadership Initiative Committee, who also planned the March Chapter meeting, include: (seated, l-r) - Mary Sanger, Blue Mesa Grill; Chair, Laura Jordan, CMP, Wyndham International; and Denise Howieson, CMP, Zoom.7 Genuine Meetings & Events. (Standing, l-r) - Rebecca May, Outrageous Adventures; Patty Stern Markley, CMP, DMM Group; Janet Johnston, CMP, Wyndham Anatole Hotel; Mary Lynn Novelli, CMP, Meeting Professionals International; Sally Goldesberry, CMP, CMM, Society of Petroleum Engineers; and Kim Reynolds, Shooting Star Meetings & Events, Inc.

Not pictured is Co-chair, Peg Wolschon, CMP, CTC, M.Pression Entertainment; Dana Rhoden, CMP, CMM, Southwest Veterinary Symposium; and Carol Boyd, Independent.



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Disney
MEETINGS

Chapter Meeting: Thursday, April 22, 2004 • 11:00 a.m.

“How To Maximize Your Value Through ROI”

by Jodi Adcock
RIA

Tried to implement an ROI strategy only to get mired in the details, charts, surveys and reporting documents? Discover what it takes to “Maximize Your ROI” within your own organization at the Chapter luncheon at The Dallas Marriott Quorum featuring Jamie McDonough and Ed Simeone of Fusion Productions.

This customized session, based on the MPI Foundation Measurement Systems Project, will deal with overcoming the obstacles to implementing ROI with specific references and examples of tools you can use today.

After participating in this session, you will be able to:

- * Identify the five steps of the ROI model.
- * List five measurement methods that you can implement in your next meeting and develop a personal plan for taking the next steps for their implementation.

Jamie McDonough, Director Training and Meeting Services for Fusion Productions, has designed and produced numerous meetings, conferences and instructional experiences during his 18 years with Fusion. He is a member of the MPI Professional Development Strategy Committee and is President-Elect for the Western New York Chapter of MPI.

Ed Simeone, CMP, CMM, is currently the executive producer of meetings and events for Fusion Productions. Ed was MPI's 1999-2000 Chairman of the Board of Directors and also served as a Board member and Vice-Chairman of Finance for five years.

April Program Committee Members: Co-Chair, Jodi Adcock, RIA, Co-Chair, Linda Vest, CMP, State Farm, Deborah Kerr, CMP, Irving Convention and Visitor's Bureau, Peggy LaBounty, Dallas Marriott Quorum, Bill Reeser, CMP, AVW-TELAV, Beverly Witt, State Farm, Peg Wolschon, CMP, CTP, m.pression entertainment.



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Thursday, April 22, 2004



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

Advanced Member Price:	\$30.00
Advanced Guest Price:	\$35.00
Onsite Price:	\$40.00

(Walk-ins will be placed on a wait list on-site. Seating is not guaranteed after the guarantee cut-off - Monday 2:00 p.m.)

*R.S.V.P. to Randie Charnes
by 2:00 p.m., Monday, April 19, 2004
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DIRECTIONS

From Dallas: Take the Dallas North Tollway and exit Beltline/Arapaho Road. At the light at Beltline, take a left, making a u-turn over the Tollway, heading south on the service road. The hotel will be on your right. Complimentary self-parking is available in the lot in front of the hotel, or in the parking garage south of the hotel.

From Fort Worth: Take I-30 East to Downtown Dallas. Take I-35 North toward Denton, then quickly exit on to the Dallas North Tollway. Exit Beltline/Arapaho Road. At the light at Beltline, take a left, making a u-turn over the Tollway, heading south on the service road. The hotel will be on your right. Complimentary self-parking is available in the lot in front of the hotel, or in the parking garage south of the hotel.

ROI Post-Session 1:45 p.m. - 5:00 p.m.

Don't miss this fabulous post-session led by our knowledgeable speakers immediately following the meeting! We will dive further into the discussion of ROI, review specific measurement tools and their application for various stakeholder groups. There will be plenty of time for questions and answers. Please register on-line for this complimentary post-session at www.mpidfw.org by 2:00 pm, Monday, April 19, 2004.

March Meeting Chapter Partners

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

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March Chapter Meeting Highlights



InterContinental Hotels Group sponsored the March program speakers. Pictured, l-r: Terri White, Key Account Director, Groups & Meetings, Global Sales, InterContinental Hotels group; Chad Enloe, Director of Sales, InterContinental Dallas; Scott Murray, Emmy-winning former Sports Director/Anchor at NBC-TV Channel 5; Angie Gadwood, Director of Sales & Marketing, Crowne Plaza Dallas Galleria; and guest speaker Christine Duffy, President and Chief Operating Officer of Maritz McGettigan.



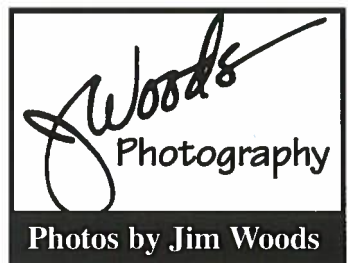
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Sponsoring the March Chapter luncheon was the Metropolitan Tucson Convention & Visitors Bureau, represented by Amy Steward, Sales Manager, Hilton Tucson El Conquistador Golf & Tennis Resort; Marty Kurner, Sales Manager, InnSuites Hotel Tucson City Center; Paul Canez, Senior Account Executive, Starr Pass Marriott Resort & Spa; Bart Lasner, Sales Manager, Loews Ventana Canyon Resort; Scott Darlage, Sales Manager, Westin La Paloma Resort & Spa; Nick Pazzi, Sales Manager; Omni Tucson National Resort & Spa; Marcia Ring, Sales Manager, Doubletree Hotel at Reid Park; Carol Schroder, Sales Manager, Westward Look Resort and Katee Blaushild, National Sales Manager, Metropolitan Tucson Convention & Visitors Bureau.



MPI D/FW members got a peek at one of the area's newest event facilities, The Pavilion at the Belo Mansion. A 7,000 square foot ballroom adjoins the historic Belo Mansion in downtown Dallas. Lacy McGough, Senior Catering Sales Manager (left) and Susan Weissen, Director of Sales (right) joined MPI D/FW VP of Programs Sherri Cook, CMP, CMM (Sherri Cook & Associates) in the ballroom prior to the meeting.



“Ultimate Makeover” by MPI D/FW

by Tracey Smith, CMP
RIA

At the time of this writing, the makeover participants were only a few weeks into their program, but each participant was eager to share what they were learning during their eight-week customized makeovers.

A recurring theme from each person is to set “baby-step goals” rather than trying to embrace the big picture. By focusing on what they can achieve right now—say, losing two pounds this week—they are better able to win the ultimate prize: better long-term health.

Most, if not all, have experienced lifestyle changes. They’ve been coached on nutrition, cardio and resistance weight training, outward appearances, business etiquette and the connection between the body and spirit. After having put it all together, the participants and the members attending the weekly sessions are now better able to gain that seat at the table.

Since MPI is all about education, I asked the participants what they learned and what they would impart to other members about this program. Here’s what they had to say:

Pat Hill-Yandell (Events Plus + Consulting Associates) says the program has reaffirmed that “you are never too old to make healthy changes. You don’t have to accept the inevitable—you can turn it around.” Pat is confident she will be able to eliminate medications that have resulted from neglecting her health and to achieve the good health she deserves. “I’m already seeing more energy and making progress against old habits,” said Pat.

Peg Wolschon, CTP, CMP (m.pression entertainment) felt lost in the hoopla of fad diets, but now says, “I’m learning how it all works together. I’m reading nutrition labels on food. I’m discovering how a good night’s sleep helps the whole process. Diet and exercise are the way to go to make the changes you have to make.” She also notes that it’s been fun to work with the other makeover participants.

Jodi Adcock (RIA) says the eight-week program gives one the time to re-establish good habits and the group has kept her motivated and encouraged. “The instructors have been so knowledgeable and the weekly sessions have been awesome,” she said. “Short-term goals are much easier to attain, and they become a long-term practice.”

Tamra Hughston, CMP (HR Southwest Conference) says she now has a roadmap for her personal venture in better health. “Knowledge is important in achieving your personal and professional best. Work with a registered nutritionist and a fitness expert to see what is right for you specifically. Then, making the change becomes your personal long-term goal,” she advised.

Nicole Lacy (Broadlane) says the knowledge she gained from the weekly sessions has given her the confidence to be the person she should be. “That’s very important in this industry,” she says, “And, if you are given the

opportunity, you should take advantage of anything that improves your health.”

Thomas White (Dallas County Coach & Limousine) says he now has a benchmark and a personal path to follow. Three years ago, he tried working with trainers, but received misinformation and then felt it wasn’t important to keep it up. “A person needs to find truly qualified personal trainers to learn the correct way to work out, including the correct posture during many of the exercises,” he said. “It’s the long-term [results] that count.”

This program has been a project of the Women’s Leadership Initiative within the MPI D/FW Chapter. Congratulations to Mary Lynn Novelli, CMP (MPI Publications) and her committee for their vision and execution of this program. This program has changed lives, not just looks.

MPI D/FW Chapter also thanks its sponsors for this program. Linda Thomas, Image Consultant, has given each participant a personal plan for dressing for success. Telos Performance Center provided twice-weekly professional training and counseling with a Certified Trainer as well as nutritional counseling by a Certified Nutritionist. The Grand Spa International provided weekly spa services including body and skin care, hair, make-up and nails for the six makeover participants. Jim Woods of JWoods Photography provided still photography during the project and J&S Audio Visual provided videotaping services.



Kim Reynolds, president of Shooting Star Meetings and Events, gets a new look from Aida Elashkar of The Grand Spa as part of MPI D/FW’s “The Ultimate Makeover.”



Alainna Palmer, CMP
“Grapevine” Columnist

Heard it through the Grapevine!




Leah Belasco
“Grapevine” Columnist

Tamara Quilty with *Dr Pepper/7Up* has relocated to Rochester, NY. Her husband, Jim has accepted a VP position with Harris Interactive. Tamara says, “The past 11 years in Texas has brought forth career success as well as many good friends and memories. I will miss you all! The good news is that we will be closer to family.” We will all miss you, too, Tamara!

Sue Fry has joined *Absolute Solutions Meeting & Travel Group* as sales director. She was previously director of catering at the *Belo Mansion*.

Dvorah A. Evans, CMP, Director of Conventions & Tourism with the *Dallas Black Chamber of Commerce*, has been nominated to serve on the MPI 2004-2005 International Board of Directors.

To submit member news and information, please contact:
Alainna Palmer, CMP • alainnapalmer@comcast.net • Fax 972-346-3202
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EDUCATION NEWS

Behind the Scenes: Hotel School

by Jodi Adcock, RIA

Have you ever seen the movie "The Wizard of Oz?" Do you remember the scene where Dorothy pulls back the curtain, and suddenly the great and powerful Oz becomes known to all? Well, the MPI D/FW Chapter Education Committee is pulling back the curtain to reveal all you need to know about hotel operations!

Plan now to join us on April 30 for this educational opportunity hosted by Radisson Hotel Dallas North in Richardson. We will take an in-depth, hands-on look at how hotels operate, from how they book meetings, procure food, plan food and beverage functions, and safety and security to front office operations and housekeeping, all from the viewpoint of the hotel personnel.

Attend this full day (seven jam-packed hours) and learn:

- what makes a good piece of business for a hotel
- how a group room rate is determined and what factors are considered
- where does the hotel chef go to buy specialty food in large quantities
- breakdown of hotel costs of doing business

CEU's will apply. Attendance is limited, and with this much great educational content, the event will sell out quickly! Register early to secure your spot and graduate with honors from the MPI D/FW Hotel School! For more information please contact Gloria Ford, CMP at 972-664-4000 or Sandi Galloway at 940-321-3458.

Program Sponsors:



Date: Friday, April 30

Time: 8:30am - 4:00pm

Place: Radisson Hotel Dallas North in Richardson
1981 North Central Expressway
Richardson, TX 75080
972-644-4000

Cost: \$50.00 - Advanced member/student
\$60.00 - Advanced non-member
Onsite prices increase by \$5.00
Fees include breaks, lunch, handouts and take-a-ways.

JPA Funds are available. Register today via the chapter website: www.mpidfw.org and click on Calendar of Events. On-line pre-registration closes at 2:00pm on Tuesday, April 27. For onsite registration - please call to ensure space availability: Sherry DeLaGarza, CMP at 469-255-6410.

CMP Spring Study Group

Classes continue on Mondays through May 10 at The Adolphus from 6:00 PM - 8:30 PM!

Open enrollment — you can start at any time!

E-mail: Jennie Campbell, CMP, CMM

jcampbell@meetyourmarket.com



Congratulations to our Fall 2003 CMP Graduating Class!

Elizabeth Baryshev, CMP, BTIP Inc
Lisa Chatterton, CMP, Service Master
Teri Courson, CMP, The Maxcel Company
Maria Escarfullery, CMP
Kathy Giese, CMP, HD Vest
Jody Halter, DMCP, CMP, ACCENT on Arrangements, Inc.
Kimberly Hentges, CMP, Society of Petroleum Engineers
Dee Jacobs, CMP, Home Interiors
Vicki Kempe, CMP, Radio Shack
Donna Lee, CMP, Longview CVB
Laura Moore, CMP, Lennox Industries Inc
Amanda Prudden, CMP, Omni Hotels
Cynthia Small, CMP, Family Dimensions
Ann Renneker, CMP, Fairmont Hotel

What a great group of professionals...and now, CMPs too! Congratulations to all of them for setting Goals, determining Objectives and meeting with SUCCESS!

Multicultural Awareness Calendar

- April 18** - Yom HaSho'ah - Jews pay tribute to the 6 million Jews killed by the Nazis
- April 21** - The annual Baha'i festival of Ridvan
- April 27** - United Methodist Church - general conference meeting in Pittsburgh (conference ends May 7)
- May 1** - Beltane, the Wiccan May Day celebration
- May 5** - Vesak, most important day of the year for Buddhists, celebrating Buddha's birth, enlightenment and demise
- May 6** - National Day of Prayer - includes public events in all 50 states in the USA
- May 20** - Ascension Day - marking Jesus' ascent into heaven
- May 22** - Ratha Yatra - the festival of chariots, commemorating Lord Krishna's return to his boyhood home



TECH TALK

My Presentation Won't Display

Too often, we plug all of our computer presentation equipment in, fire up our presentation and ... nothing happens. We can see our presentation on our computer, but nothing shows up on the screen. Before you get that panicked feeling, check these common problems with computer presentation displays.

- Every laptop computer has multiple display modes combining displays on the laptop screen, out the external video port or out an external RCA TV jack. If the computer is not set in a mode that displays an image out of the external video port, then there will be no image on the screen. There is usually a key combination that will toggle between the different display modes. After you press the key combination, wait at least five to 10 seconds for the new setting to take effect before you toggle to the next setting.
- Make sure all cables are securely connected to the appropriate port with the thumbscrews used to secure each end of the cable to the port on the equipment.
- Check to make sure the projector's standby mode is turned off. This standby mode keeps the projector fan running but does not light the bulb.
- Make sure the input source selected on the data projector is in the computer mode.

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Meetings must be consumed between 8/1/04 – 12/23/04 with a minimum of 100 rooms on peak nights. Does not apply to previously booked meetings or cancellations. Cannot be combined with any other offers or promotions. Wyndham Meeting Rewards subject to change without notice. Rewards will be shipped upon completion of event. Please allow 6-8 weeks for delivery of reward.

MEMBERSHIP NEWS

2003 Supplier of the Year

Wendy Foster keeps MPI "All in the Family"

You could say Wendy Foster, CMP is married to MPI. Her husband and business partner, Steven G. Foster, CMP is a past-president of MPI D/FW and in 1999 they became the first husband/wife industry team to earn the Certified Meeting Professional (CMP) designation. Wendy joined MPI in 1991 as a student member and has been involved in numerous committee and leadership positions, including the Program Committee, Kids Charity Ball, Finance and Administration Committee and Golf Tournament Committee. Her enthusiasm and commitment to the chapter were rewarded at the 2003 MPI D/FW Awards Gala when she was named recipient of the chapter's Supplier of the Year Award. She currently serves on the chapter's Board as Director of Leadership Development.



2002-2003 Supplier of the Year
Wendy Foster, CMP
Circle R Ranch

Current: How did you react when you were nominated for, then ultimately presented with the Supplier of the Year award?

Foster: "Honestly, I did not feel worthy of being nominated and of being in the great company of my fellow nominees; I did not feel I had a chance. When my name was actually called I was stunned."

Current: How did you get started in the meetings and hospitality industry?

Foster: "I've been employed in the hospitality industry from the time I was hired at age 14 by my mentor, Alan Powdermaker at Circle R Ranch. I knew I wanted to be a part of this great industry. I just did not know in what capacity. Alan sent me out to visit with great industry leaders like Greg Elam with the DCVB, Diane Smith, CMP with Alcon Labs and Dorrit Turner with Yellow Rose Touring & Special Events. I really got involved in the industry at Yellow Rose Touring."

Current: What has your MPI membership meant to you personally and professionally?


Foster: "Personally, I have cultivated some of my closest and dearest friends through my MPI membership. Professionally, MPI keeps me

connected to the industry, with my clients and with the latest industry issues and hot topics." I am a full time wife, mother and business owner. I appreciate the value of continuing adult education offered by MPI. Using many of the leadership lessons learned while serving on MPI committees, Steven and I have been able to re-vitalize Circle R Ranch, taking a business that was struggling in 1997 to all-time high successes in sales revenue, customer service and employee satisfaction in a short three years."

Current: What is your advice to new MPI members?

Foster: "You get what you give. Get involved and reap the benefits."

Current: What was your favorite MPI moment?

Foster: "Besides actually receiving the "Supplier of the Year" award, I was most inspired when I listened to my husband's opening MPI Presidential speech. I was ready to "Impact the Legacy." 

New Kids on the Block



Welcome to Our Newest Members!

We are delighted to welcome our newest chapter members. We invite you all to attend our monthly chapter meetings in an effort to help further your desire for education and networking. For more information on chapter events, please visit our website at www.mpidfw.org.

- Mita Bates.....Armore Tourism Authority
- Bethani Blair.....Westin Galleria, Dallas
- Lori Clark.....Boston Coach
- Monika Czajka.....Richland College- Student
- John Delavan.....Meeting Professionals International
- Charlie Donaldson.....Southwest Securities, Inc.
- Michelle Faust.....Omni Park West
- Marsha Flanagan.....Meeting Professionals International
- Al James.....Code Red Caper
- Matthew Massengale.....Ultimate Ventures, Inc.
- Maria Oosterwijk.....Southwest Securities
- Stacy Riddler.....Meeting Professionals International
- Michelle Salas.....Bledsoe Brace Systems
- Severine Stephenson.....Stoneleigh Hotel
- Dan Titchywy.....Dallas Stage Right Inc.
- Deanna Titzler.....Lockheed Martin Aeronautics

Your Contact Information ~ Keep It Up-to-Date!

How will you be listed in the upcoming Membership Guide?

A letter is being mailed to each member in April listing how we currently have your contact information listed. Please take time to review and return only if you have corrections. You may also make corrections to your Member Profile online at www.mpidfw.org. It only takes a minute to review and could effect how you're listed in the directory all year long!

Chairman's Challenge: MemberSHIP Drive



Look who's earning prizes while helping our chapter grow! Our MemberSHIP drive will continue thru May 30th with a chance to win another fabulous weekend get away to beautiful Lake Tahoe. This prize package includes; air travel for two, (compliments of Continental Airlines) a two-night stay at the Embassy Suites Hotels Lake Tahoe Resort and a Sunset Dinner Dance Cruise on the M.S. Dixie II.

Please visit the Membership table at the April Monthly Meeting for more details on how to enter.

Help us applaud the following members for their efforts in the MemberSHIP Drive:

- | | | | |
|-------------------|--------------------|-----------------------|------------------------|
| Bacak, Jessica | Elder, Carrie | Patke, Konnie | Tubb, Maryvonne |
| Beagle, Dawn | Galloway, Sandi | Renner, Jeanie | Wallace-Newton, Mollie |
| Beardsley, Adonia | Garcia, Karen | Rickenbacher, Colleen | Watson, Jennifer |
| Belasco, Leah | Goldesberry, Sally | Sherman, Steven | Whitfield, Jeff |
| Benavidez, Carol | Hahn, Nichole | Soto, Joe | Wilkerson, Kim |
| Burns, Jeff | Johnson, David | South, Lisa | Wolschon, Peg |
| Child, Pamela | Johnson, Timothy | Stefanek, Pamela | Yandell, Patricia |
| Daddio, Cecilia | Johnson-Floyd, Joy | Stone, Nan | |
| Dockrill, Ian | Kempe, Vicki | Suit, Tracy | |
| Edwards, Andy | Monroe, James | Tomlinson, Glenn | |

RETURN SERVICE REQUESTED

SUPPLIER SHOWCASE
"THE BIGGEST LITTLE
SUPPLIER SHOWCASE in DALLAS"

More than 203 exhibitors participated in "THE BIGGEST LITTLE SUPPLIER SHOWCASE in DALLAS" on February 18 at the Addison Conference & Theatre Center. The MPI D/FW trade show planning committee included Carol Benavidez, CMP, (Helms Briscoe); Randie Charnes (MPI D/FW); Pat Hill-Yandell (EventsPlus+Consulting); Carmen Phillips (REALM Business Solutions, Inc.); Patty Stern-Markley, CMP, (DMM Group); Jane Ito, CMP, (JPI Communications); Barbara Heineman (Fort Worth Convention Center) and M.T. Hickman, CMP (Richland College).

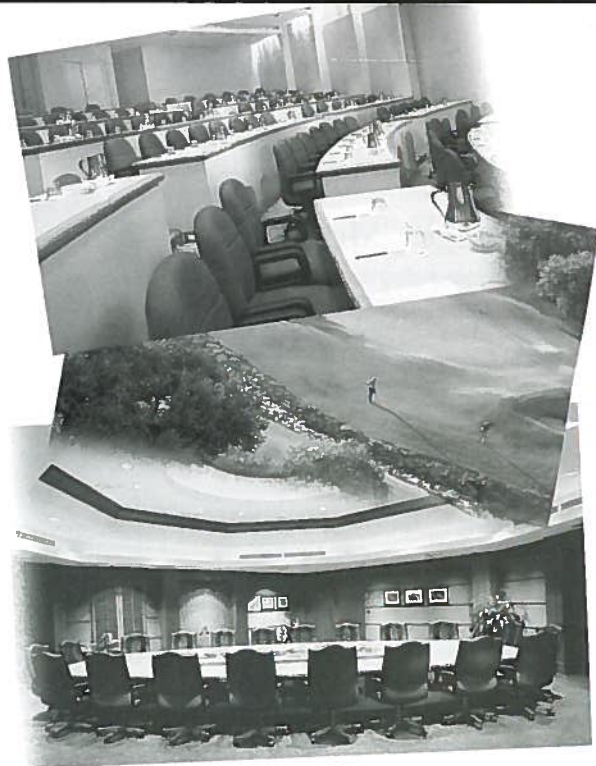
Sponsors for the event were Cajun Crawfish Company, BRAVO! Entertainment, AVW-TELAV Audio Visual, Freeman Decorating, REALM Business Solutions, Inc., Addison Conference & Theatre Center, Dallas Cowboys Cheerleaders, GoVision, MEDIPARK Valet Services, Inc. and Richland College.



Get Your Motor Running: Stopping by the Circle R "Roadhouse Ranch" photo area were MPI D/FW Showcase Committee Chair Carol

Benavidez, CMP (HelmsBriscoe); Scott Guenther, Technical Coordinator, Town of Addison; Rob Bourestom, Conference and Theatre Centre Manager, Town of Addison; Brooke Sacrider, Conference Coordinator, Town of Addison; Steve Smith, Police Officer, Town of Addison; MPI DFW VP of Membership Tamra Hughston, CMP, and Chad Gruver, EMS, Town of Addison.

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2004 Planner/Supplier/Rising Star of the Year Application

Please follow these instructions when submitting your application:

- Submit your information on 8.5" by 11" white paper. Include your name and number all pages.
- Provide one copy only, unstapled. Do not bind together in any way other than a paper clip.
- Your submission will not be returned.
- Please do not include any attachments with your submission.
- Clearly identify each section and category.

Deadline: MAY 13, 2004 by 5:00 pm to Wendy Foster, CMP, 5901 Cross Timbers Rd., Flower Mound, TX 75022

Please complete the information below and include with your submission.

Name: _____

Title: _____

Company: _____

Address: _____

City/State/Zip: _____

Immediate Supervisor/Phone No: _____

Member of MPI since: _____ Planner _____ Supplier _____

Designations earned: CMP ___ CMM ___ Other (please list): _____

Job Description: _____

I am a member in good standing with MPI D/FW and verify the attached information is correct to the best of my knowledge.

Signature: _____



2004 Planner/Supplier/Rising Star of the Year Award Criteria

CRITERIA for VOTING

- Section I** | **Local Chapter Service** | **Value:** | **75 points**
- Length of membership [Up to 10 points with 1 point to be given for every year over 7 years.]
 - Committee(s) served on and dates served [up to 30 points]
 - Committees chaired and Offices held and dates served [up to 15 points]
 - Other time-oriented contributions to the local chapter, *for example:* Participation in Task Forces, Focus Groups, Chapter Liaison to International [up to 20 points]
- Note: All chapter contributions are based on non-paid positions for MPI; volunteer efforts only are to be listed.**
- Section II** | **Industry & Work Service** | **Value:** | **10 points**
- List associations and/or other organizations (in the meetings industry or related) in which you have been involved. List dates and capacities served, such as Board of Directors, Committee chairs, etc. Include any International MPI service in this section. [up to 5 points]
- Brief narrative of a contribution you've made in your work area. [up to 5 points]
- Section III** | **Industry Recognition and Awards** | **Value:** | **6 points**
- List awards or other recognition achieved in industry related organizations along with the year the award was received and the criteria for the award (if known). [up to 6 points]
- Section IV** | **Industry-related Speaking Engagements and Publications** | **Value:** | **7 points**
- List date, location and organization of any speaking engagements related to the meetings industry. List any articles, dates and publications for any industry related articles you have written (this does not include articles written about you, but only written by you on meeting related topics). The dates and locations will be sufficient. [up to 7 points]
- Section V** | **Community Service** | **Value:** | **2 points**
- List associations or organizations related to community, religious or civic organizations in which you are a member and participate in. Include dates and capacities in which you serve. Do not include service done through chapter projects (this should be part of Section II). (up to 2 points)