Meeting Planners International

November 1993

Dallas-Fort Worth Chapter

President's Message

Board Announces Creative Fundraising for D/FW TEAM

By Lesley Meyer, CMP Sunbelt Motivation & Travel, Inc.

Lesley Meyer, CMP

As the MPI D/FW Chapter has grown over the years, so have charitable contributions.

Today, our chapter is involved in fundraising that benefits Love For Kids, Give Kids the World, Trinity Ministry to the Poor, North Texas Food Bank, the MPI Education Research Foundation, and



In 1993, our chapter will tackle a new project. We have the opportunity to assist in hosting the 1995 Professional Education Conference (PEC) Dec. 10-12, 1995, in Dallas. This major meeting will bring meeting planners from all over the world to our home turf. (See related article on page 5.)

Because we are all proud of our city, we will be looking for

ways to showcase Dallas. To have funds for this special project, our Board of Directors

has established a goal of making \$20,000 available for the 1995 PEC.

During the 1993-94 and 1994-95 terms our chapter will donate \$10,000 from general funds, and through our own efforts we will raise an-

other \$5,000 per year over the next two years. As a means of reaching our \$5,000 goal this (continued on page 9)

This issue of CURRENT is sponsored by

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Atlanta

MPI

MEETING PLANNERS INTERNATIONAL®

November D/FW Chapter Meeting

"Invite Your Boss to Explore Total Quality Management"

November 18, Thursday

Southland Center Hotel 400 N. Olive Dallas, Texas 75201 214-922-8000

Orientation 11:00 a.m. Reception & Registration 11:30 a.m. Lunch & Program 12 noon

R.S.V.P. by noon, Tuesday, Nov. 16 Sandi or Jennifer 214-343-0555

Advance Registration \$22 Late Registration \$30 Guest Registration \$25

See page 3 for more details and meeting reservation policy.



President's Column

November Meeting Info

News Briefs

'95 PEC Set for Dallas

1

Last Month's Meeting



'Grapevine' News



Membership Update



Holiday Inn Crowne Plaza

CURRENT

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CURRENT Deadlines

Upcoming deadlines for the D/FW MPI chapter newsletter, the CURRENT, are Nov. 12 and Dec. 10. Copy and ads are due as follows:

DEADLINE

December January '94 Nov. 12, Friday Dec.10, Friday

Please mail or FAX copy to Gracie H. Hilton, CURRENT Editor, 3020 Glasgow Court, Arlington, TX 76015, phone & FAX: (metro) 817-467-7439.

Copy is cheerfully accepted early. Because of production schedules, information received after 5 p.m. on the deadline day will not be included in the newsletter in progress. Late-arriving copy will be included in the next month's issue, if information is still timely.

Upcoming MPI Events

November 18. Thursday

Chapter Meeting Southland Center 11:30 a.m./Lunch

November 18, Thursday

Executive Workshop Southland Center 1:30 p.m.

December 5-7

Prof. Education Conference Anaheim, CA

December 8-11

Golf, Tennis & Fitness Education Clinic **ITT Sheraton Grande Torrey Pines** LaJolla, CA

December 16, Thursday

Chapter Holiday Party Freeman Warehouse 6:00 p.m./Dinner

January 11, Tuesday 'How-To' Breakfast

Omni Mandalay 7:30 a.m.

January 27, Thursday Chapter Meeting

Dallas World Aquarium 11:30 a.m./Lunch

February 1, Tuesday

'Brown Bag' Luncheon Doubletree Lincoln Centre 11:30 a.m.

February 8, Tuesday

Richland College Internat'l Mtg. Planning Classes Begin (continues through Tuesday, 3/8)

February 14, Monday

Richland College Basic Mtg. Planning Classes Begin (continues through Sunday, 4/17)

NOTE: Chapter meeting plans are subject to change. Check the CURRENT each month to confirm details.

By Mary Lynn Novelli Travel Resources Sterling Hotel

continued support for two of our locally endorsed charities.

The November and December monthly meetings will

feature a Food & Clothing Drive benefiting the North Texas

Food Bank and Trinity Ministry to the Poor, organizations

The D/FW Chapter of MPI is pleased to announce

dedicated to helping individuals challenged by life's difficulties.

Chapter members are encouraged to bring nonperishable foodstuffs-canned goods and dried foods. Also needed are new or gently used clothing for men, women or children, especially blue jeans, coats, and athletic shoes. There is a special need for socks.

Ask your friends, family and co-workers to contibute to these worthy charities. To encourage participation, donors will be eligible for a drawing.

You can make a difference!

November Meeting Highlights

Invite Your Boss to Explore Total Quality Management

By Donna Daves
The Freeman Companies

Total Quality Management. TQM. Today's buzzword or the new standard for the future? What is TQM? How does it affect the meetings industry?

At the Nov. 18 D/FW MPI chapter meeting, Robert A. Heckman, director of Marketing Americas for Andersen Consulting,

Executive Workshop Theme is Diversity

"Diversity in the Workplace—How to Effectively Manage to Maximize Productivity" is the subject of the Nov. 18 Executive Workshop, which will take place immediately after the November chapter meeting at the Southland Hotel.

Participants will receive invaluable training on how to effectively deal with diversity and its resulting impact on quality—two of the hottest topics in business today.

The workshop will be directed by John R. Hall, Jr., Ph.D., who has presented more than 250 workshops about diversity in the marketplace. Among his many clients are Electronic Data Systems, Martin Marietta, Union Pacific Resources, Rice University, Hitachi Data Systems, and Rohm and Hass.

Hall, who earned his Ph.D. in theoretical chemistry from Harvard University, served as professor of chemistry at Morehouse College and Georgia Tech for more than twelve years. During this time, he developed several programs to attack the problem of the underrepresentation of women and minorities in science.

In 1983 Hall organized the first delegation of black scientists to be invited to the Peoples Republic of China, and was cofounder of the China-U.S. Professional Exchange of Personnel.

Registration for the 1:30-4:30 p.m. workshop is \$10 for MPI members and guests. For reservations contact Sally Goldesberry, CMP (American Society of Mechanical Engineers), 214-746-4901, or FAX 214-746-4902.

will share ways to begin the journey toward quality management. The luncheon meeting will be hosted by the Southland Center Hotel in Dallas.

Andersen Consulting is currently a finalist for the esteemed Malcolm Baldridge Award for Excellence in the Pursuit of Quality.

Heckman, an expert in management and marketing skills, is also an experienced meeting facilitator and host for sales, client and industry meetings, and special events around the country.

Don't miss this unique opportunity to hear proven success stories and discover how your company can take the first step towards providing continuous quality service in today's competitive environment.

Any boss accompanying an MPI member may attend for the special rate of \$22 (with advance registration).

New member orientation will begin at 11:00 a.m. in the Live Oak Room. A premeeting reception will be held at 11:30 a.m.

in the Gallery Atrium. The luncheon meeting will begin at noon in the Grand Ballroom.

An Executive Workshop exploring the impact of diversity on quality management will be held from 1:30-4:30 p.m. (See related article on this page.)

As part of the chapter's annual charity drive, please bring donations of canned goods or clothing to the registration tables. (See *Charity Corner* on page 2.)

Co-chairs for the November meeting are Cindy Hamilton (Hackberry Creek Country Club), Traci Bower (Reunion Ranch), Barbara Hitt (Mobil Oil), Phyllis Tackitt (The Tower Club) and Donna Daves (The Freeman Companies).

Among the hosts at the Southland Center Hotel are Lisa Shillings, corporate sales manager, and Dick Glockner, sales manager.

Meeting Reservation& Attendance Policy

Registration fees will be collected at the door; advance payments are not accepted. 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).

November Host Facility

The Southland Center Hotel

The Southland Center Hotel, situated in downtown Dallas, is within walking distance of downtown business centers and just moments away from the Dallas Convention Center, Market Center and Love Field Airport.

Featuring more than 500 guest rooms, the Southland Center Hotel has 50 spacious suites and an executive level where a full American breakfast is available Monday through Friday. The hotel has more than 35,000 square feet of versatile function space, including a newly refurbished Grand Ballroom with state-of-the-art audiovisual and lighting equipment. Dining facilities include the award-winning Cafe Verde, which features Southwestern cuisine, and the popular Pasta Bar, situated in the atrium.

The Southland Center Hotel is situated at 400 N. Olive in downtown Dallas.

• Southbound travelers on the Dallas Tollway, follow signs to downtown. Exit Pearl

Street; the Southland will be on the right, at the corner of Pearl and Live Oak Streets.

• Southbound travelers on US 75 (Central Expressway), exit right on Live Oak. The Southland will be on the right, at the corner of Live Oak and Olive Streets.

• Northbound travelers on I-35, take Woodall Rogers to I-75 west and exit on Pearl; the Southland will be on the right, at the corner of Pearl and Live Oak Streets.

Complimentary covered self-parking is available in the Southland Center Garage (entry on Pearl Street). Valet parking from the hotel entrance is \$2. Parking lots near the hotel have fees ranging from \$3-\$5.



National & International News

MPI Gathers Industry Representatives for Presidential Tax Package Summit

Meeting Planners International gathered 32 industry representatives in Atlanta to hear concerns of meeting planners and suppliers about the President's new tax package, its effects on the meetings industry and how MPI International can best support its members.

Corporate, association and independent planners representing an average annual budget of four million dollars and an average of 125 meetings conducted per year participated in the Summit, which was co-hosted by Delta Air Lines and the Atlanta Marriott Marquis. Jonathan, Howe, MPI's legal counsel, discussed the bill's legal ramifications.

Responding to industry concerns expressed at the Atlanta meeting, MPI has produced a White Paper outlining the effects of the President's

tax proposal on the meetings industry.

The White Paper includes a description of the new laws and the various industry aspects that will be affected.

MPI International Emphasizes Importance of Accuracy in Reporting Address Changes

MPI International reminds chapter members of the importance that the member records department be notified immediately whenever a member has an address change.

The information should always include which MPI chapter the member now wishes to be affiliated with. If no choice of chapter is indicated, member records will select the chapter by zip code.

Technology Update

Technology Update, a meetings specific trade show devoted to furthering the knowledge of technology, has returned to the PEC. On both Saturday and Sunday mornings, Dec.

4-5, attendees will learn about the latest and greatest innovations in meetings industry technology. Computerization and off-the-shelf and specialized software will be demonstrated.

Awards Deadlines Finalized

Nominees for International Chapter Manager of the Year are due at MPI Headquarters by March 1., 1994.

Nominees for Chapter of the Year, Awards of Excellence, International Planner of the Year, and International Supplier of the Year, are due by April 5, 1994.

DOLLAR\$ & CENT\$ D/FW Chapter/MPI

For the month ending Sept. 30, 1993

Beginning of the Month \$37,120.94

Income

15,708.83

Disbursements

(13,565.44)

EOM Balance

\$39,264.33*

*includes \$1,945.00 PGA

Report submitted by Carolyn Carey (Allianz Life Insurance Co.), vice president/finance.



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1995 Dallas Host Chairs Named

Dallas/Fort Worth MPI Chapter to Help Host 1995 International Professional Education Conference

More than 1,000 MPI members will be coming to Dallas in December 1995. They will come from across our country and from around the world for the Professional Education Conference (PEC)—"considered by many to be the finest educational meeting in the world."

Charlotte St. Martin, president and CEO of the Loews Anatole Hotel, has been named





Charlotte St. Martin

Dave Whitney

general chair of the 1995 PEC. St. Martin is well known within MPI, having served as an officer as well as a board member on the international level. She was named International Supplier of the Year in 1982 and was an International Industry Award designee in 1988.

Co-chair of the Dallas meeting is Dave Whitney, president and CEO of the Dallas Convention & Visitors Bureau. One of the newer D/FW chapter members, Whitney has been in the hospitality industry for many years and has been president of the Dallas CVB since 1990.

Greg Elam, vice president of communications for the Dallas CVB explained how Dallas was chosen for this important international meeting.

"In the summer of 1990 the Past Presidents Council of the D/FW chapter, together with the Dallas CVB, set out to 'capture' the bid for the 1995 meeting," Elam said. "Not only did we win the bid, but the council has kept the implementation of this meeting on its active agenda ever since."

Twelve D/FW MPI chapter past presidents remain active locally or internationally, Elam said.

The PEC will be hosted by a committee

of Dallas MPI members from the Dallas CVB and by the D/FW MPI chapter.

"Those who have attended MPI international meetings know how well some cities present themselves." Elam said. "It will be the intention of the planning committee to do a superlative planning job in presenting Dallas to this important international delegation."

Elam recalled the outstanding job Dallas did more than 20 years ago when the city hosted an international MPI convention "so fine that it changed the existing pattern of such meetings."

Does 1995 seem a long way away?

"If so, be aware that there is much to do, and it needs to be done in 'good ole D/FW style," Elam said, encouraging active participation from D/FW chapter members.

The D/FW chapter volunteers can affect the "tone" of the meeting, Elam said.

"It is a gratifying experience to serve as an effective committee member, Elam said, "and we will need assistance in planning a smooth flow of events for this important educational conference,"

December 10-12, 1995. Mark it on your calendar now and plan to participate in the 1995 PEC in Dallas.

Benefits Educational Research Foundation

Spend a Day with a Knight at Medieval Matinee Fundraiser

By M.T. Gnadt
National Business Association

Enjoy an afternoon in the Middle Ages at the Medieval Times Dinner & Tournament when the D/FW chapter of Meeting Planners International presents the "Medieval Matinee: Spend a Day with a Knight," a fundraising benefit for the MPI Educational Research Foundation.

Beginning at 2:00 p.m. Sunday, Feb. 6, 1994, MPI members and guests will experience spectacular pageantry, dramatic horsemanship, breathtaking swordplay, falconry, sorcery, and romance—while feasting on a four-course banquet in true medieval presilverware fashion.

Six brave knights will entertain guests by demonstrating their jousting abilities in a "fight to the end."

Tickets, which may be purchased in advance, are specially priced for this benefit evening. MPI members and guests may attend for \$25, a savings of 15% off the regular price. Children may attend for \$15.

The MPI member selling the most tickets will win a week's vacation on the island of St. Martin. This special package includes three nights on the Dutch side of the island at Mullet Bay Hotel, plus three nights at La Samanna on the French side of the island. La Samanna is managed by Rosewood Hotels & Resorts, Inc.

Members selling 25 tickets or more will become part of the "Royal Court" and will enjoy VIP seating and special recognition. Members selling 10 or more tickets will be eligible to win monthly prizes; the first drawing will take place at the December chapter meeting.

Members are encouraged to contact family, friends, clients and companies to "Spend a Day with a Knight." Group seating is available.

To purchase tickets call Judy Benaroche, CMP (Sunbelt Motivation & Travel, Inc.), 214-401-0210; Betty Garrett, CMP (Garrett Speakers International, Inc.), 214-513-0054; or Debra Lakin (Worldtravel Trade Shows & Conventions), 214-702-1030, ext. 3822.

October Meeting Highlights

'Diversity in the Workplace' Program, Announcement of '93-'94 Membership Drive Featured at Chapter Meeting



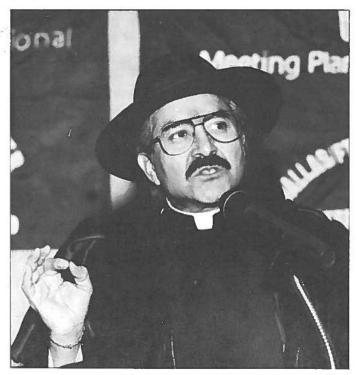
State Representative **Helen Giddings** was guest speaker at the October meeting. Giddings, whose background and experience provide a unique perspective of the value and management of diversity in the workplace, emphasized that changes in the demographic profile of the work force will require changes in thinking and management philosophy.





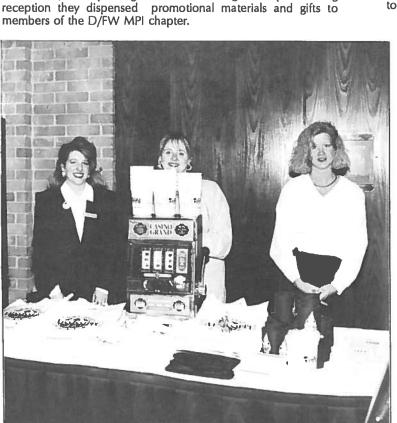
ABOVE: Charlotte Merrill-Davis (Event Source Professionals) announces the kickoff of the 1993-94 membership drive. "We Treasure Our Members." Helping her demonstrate the theme are Carla Durant (Greater Dallas Apartment Association), Betty Smith (Texas Instruments), and Bob Mitchell (Four Seasons). All are carrying bags of "Galleria Gold," representing the prize that will be awarded to the Recruiter of the Year—a \$500 shopping spree at the Galleria. Individuals who recruit at least two new members will be awarded \$10 in Galleria Gold. Watch for more details about the membership drive in the December issue of CURRENT.

LEFT: Tony Cummins (Culinaire International), Luana Stoutmeyer (Encore Productions), Melissa Logar (A Catered Affaire), Ann Connolly (Culinaire International) and Steve Kemble (Steve Kemble Event Design) enjoy the pre-meeting reception at the Clarion Hotel.



ABOVE: Father Guido Sarducci, courtesy of O.D. O'Donnell (Nightlife Entertainment and Management) was present to "bless the proceedings" of the new membership drive.

BELOW: Members of the Mississippi Beach sales team, in town for a sales blitz, were special guests at the meeting. At the pre-meeting reception they dispensed promotional materials and gifts to members of the D/FW MPI chapter.





New member Lynn Stone (EPRI Meeting Management) was introduced to a number of MPI members at the October meeting by M.T. Gnadt (National Business Association), who served as Stone's "buddy." The "new member buddy" program is designed to make new members feel welcome.

MANY THANKS!

Many thanks to the individuals and companies whose time, talents, and expertise contributed to the enjoyment of the October meeting- • Guest speaker Helen Giddings · Hosts Bill Cunningham, Mark Jacobs, Ann Patrick and Gloria Ford of the Clarion Hotel • The Clarion Hotel for providing the festive fall centerpieces and audiovisual equipment • George Primo for entertaining with his musical talents • O.D. O'Donnell (Nightlife Talent and Management), for providing Father Guido Sarducci, and October meeting co-chairs · Sherri Cook (Sherri Cook & Associates, Inc.), Debora Jerman (Cityplace Conference Center), Amanda Willbanks (Guest Lodge/Cooper Aerobics Center) and Grace Young (Innovations International).

Meeting Details Reported by Traci Bower (Reunion Ranch)

Photos by Mark Lazarow Photography

Heard it through the Grapevine...

By M.T. Gnadt National Business Association

Colleen Albert, CMP, Dallas Convention & Visitors Bureau, and Dorritt Turner, Yellow Rose Touring Company, will travel to Florence, Italy, to teach 15 members of our sister chapter how to prepare for the Certified Meeting Planner (CMP) exam.

Congratulations to the staff of the Dallas Convention & Visitors Bureau for receiving the Golden Service Award. Subscribers of Meetings & Conventions magazine select the recipients. Dallas was one of 20 domestic bureaus to receive the award.

Kelly Fisher, Omni Mandalay Hotel in Las Colinas, was married in Las Vegas on Sept. 4. After a honeymooon in Las Vegas, the couple returned to Dallas for a reception. Kelly's new last name is Hochstrate.

Betty Garrett, CMP, left MPI headquarters to start her own company, Garrett Speakers International, Inc., which specializes in providing speakers for corporate training and keynote addresses.

Llanne J. Pereira, Wyatt, is expecting her second child at the end of March.

Raleigh J. Parks has retired from Coca-Cola USA, where he worked for 30 years. His most recent position was administration manager.

For the second consecutive year, *The Mansion on Turtle Creek* has been named the best hotel in the United States by the industry's most prestigious survey, the Conde Nast Traveler Reader's Choice Poll. Congratulations!

Lori Sherman has been promoted to associate director of sales for the *DFW Hilton Executive Conference Center*, where she has been employed for five years.

Congratulations to the staff of *The Balloon House Design Studio* for winning, for the second consecutive year, the first place award in centerpiece and sculpture design in competition at the International Balloon Arts Convention.

Judith E. Matthews (Davis), CMP, sold her business, Meeting Tech, and joined the Peace Corps. For the next two years she will serve as a small business development advisor in the Slovak Republic. To keep in touch: Judith E. Davis, The Peace Corps, UI. Kulukata 10, 821 05 Bratislava, The Slovak Republic; or Judith E. Davis, c/o Cocks, 50 Yarmouth Rd., Gray, ME 04039.

Gracie Hatfield Hilton, The Write Stuff, has been named to the Sesquicentennial Council at Baylor University. Composed of business and professional leaders throughout the U.S., the council is charged with examining and evaluating every facet of the 150-year-old university and making recommendations to provide the direction for Baylor as it moves into the 21st century.

Keep up with personal news about fellow MPI chapter members—job changes, promotions, awards or special recognitions, weddings, or births—through "Heard it through the Grapevine." Please contact Mary-Therese Gnadt (214-991-5381 or FAX 214-960-9149) about items of interest for this column.

Looking for a new challenge?

Seeking a qualified applicant to fill a position?

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All inquiries are confidential.



Have you ever considered or are you currently serving in a chapter leadership position?

Arrive early for the PEC and attend "Reaching for the Stars"—FREE of charge. The MPI Chapter Management Forum (CMF) provides an arena for interested and current chapter managers (MPI Stars) to discuss problems and pursue solutions, offer networking and recognize outstanding leadership at the chapter level.

TWO EASY WAYS TO REGISTER:

- . Check the box on your PEC Registration Form: or
- 2. Call MPI Chapter Relations Department 1-214-712-7706 or 7741.

Dec. 5-7 PEC to Meet in Anaheim

The 1993 Meeting Planners International (MPI) Professional Education Conference (PEC) will be held Dec. 5-7 in Anaheim, Calif.

More than 70 instructive workshops in a four-track program will examine the challenges facing the profession and the industry.

Anaheim and Orange County will be showcased at the opening reception and when conference attendees visit Disneyland.

"Meeting Planning in a Diversified World" is the theme for one of the general sessions. Program personalities include Barbara S. Pope, the first assistant secretary of the Navy and most senior female of the Navy in its 217-year history; and Ann M. Morrison, president of the New Leaders Institute and lead author of the book, Breaking the Glass Ceiling: Can Women Reach the Top of America's Largest Corporations?

Other conference activities include Meetings Technology Update, a pre-conference CMP review; the MPI Foundation Silent Auction; and the Second Annual MPI Educational Research Foundation Golf, Tennis and Fitness Event.

President's Message continued from page 2

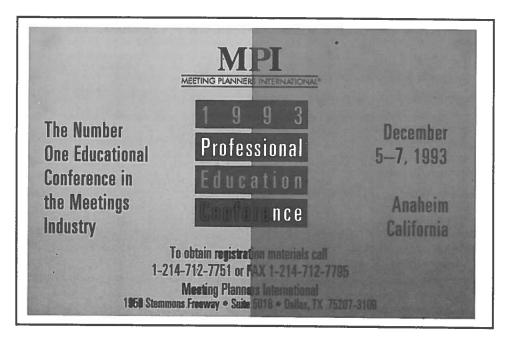
year, your board has voted to participate in a new approach to fundraising. We will volunteer to participate in clinical research studies conducted by a local research company.

The first study, an Acne Usage Study for women, will require three visits to a clinic and use of a specific product over a period of six weeks. Sign-up sheets for this project were enclosed in the October newsletter.

At the completion of the three visits, MPI will receive \$50 for each participating member. If 100 members participate, we will reach our goal of \$5,000.

Should we not reach our goal with this first study, we will attempt to recruit from our membership for future studies. Not only will we be able to raise funds, we will also benefit our fellow man as we test new products as required by the FDA.

We hope at least 100 of our chapter members will join the TEAM for this project. As you can see, *Together Everyone Achieves More*.





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RICHARD S. POLLAK Consultant 11311 Audelia, Suite 248 Dallas, TX 75243 (214) 503-1220

'New Kids on the Block'/Directory Update

Welcome New D/FW MPI Members!

Lou Ann Adams (Student) 5760 38th Street Lubbock, TX 79407 806-795-6430 Student

Chip Bauer Wolfe Greenhouses 2901 S. 12th Street Waco, TX 76703 800-460-9711 Supplier

Paul Bicha Hyatt Regency DFW P.O. Box 619014 DFW Airport, TX 75261 214-615-6735 Supplier

David H. CaseyThe Registry Hotel Corp.
16250 Dallas Parkway #105
Dallas, TX 75248
214-248-4300
Supplier

Cynthia A. Cogdell Digital Equipment Corp. 4851 LBJ Freeway #1100 Dallas, TX 75244 214-702-4182 Planner

Judy K. LargentAmer. Productivity & Quality Ctr.
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Dallas, TX 75207
214-746-4050
Planner

Jon E. Lenke
Palm Springs Desert Resorts CVB
69930 Hwy. 111 #201
Rancho Mirage, CA 92270
619-770-9000
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Robert A. Mandracchia Forte Hotels 2105 Harwood Rd. #215-129 Bedford, TX 76021 817-545-6183 Supplier Michelle A. McCandless
Meetings Unlimited
921 Rockledge
Garland, TX 75043
214-686-5145
Supplier

R. Leslie Montisano Richardson Civic Center 411 W. Arapaho Richardson, TX 75080 214-238-4192 Supplier

Al C. Nelson Intelecon Services 3141 Irving Blvd. #205 Dallas, TX 76039 214-630-6141 Supplier

Jackie L. Payne
American Quarter Horse Assn.
1600 Quarter Horse Dr.
Amarillo, TX 79104
806-376-4888
Planner

Theresa L. Schwartz
Budget Rent-a- Car Systems Inc.
802 Port America PI #200
Grapevine, TX 76051
817-329-8700
Supplier

Scott S. Wilson
Bauer Audio Visual Inc.
1607 W. Mockingbird Lane
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Evie Zelios Jack Tar Villages 5949 Sherry Lane #1800 Dallas, TX 75225 214-891-9000 Supplier

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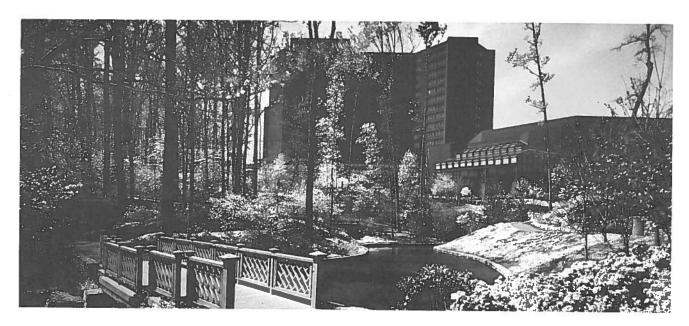
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