



CURRENT

DEFINING THE POWER OF MEETINGS™

Dallas/Fort Worth Chapter

October 2006

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

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**For Up-to-date
Chapter Information
& Calendar of Events
Log on to
www.mpidfw.org**

Vision Statement

To be the pivotal force in positioning meetings and events as key strategic components of an organization's success.

Mission Statement

To be recognized as the leading global membership community to shaping and defining the meeting and event industry.

MPI International Officially Launches New Membership Categories!



by Sandra Riggins
*Director of Governance
Chief of Staff
MPI International*

From MPI International: On Sept. 15, MPI launched new membership categories to help us better understand the meeting professional and to facilitate their career advancement and professional development. At MPI, we are passionate about moving the industry to the next level and establishing its members as recognized professionals positively affecting the bottom-line. The

new categories will afford us the opportunity to deliver highly relevant education, more specialized products and more personalized services. The new categories of membership are as follows:

Corporate Meeting Professional - a person who is primarily employed by a corporation to plan and/or oversee the strategic and financial management and/or logistics of that corporation's meetings.

Association/Non-Profit Meeting Professional - a person who is primarily employed by an association or not-for-profit organization to plan and/or oversee the strategic and financial management and/or logistics of that organization's meetings. This category also includes private universities.

Government Meeting Professional - a person who is employed by a government agency or public university to plan and/or oversee the strategic and financial management and/or logistics of that government's meetings. Individuals serving as faculty in a university should join as an Academic Professional.

Supplier Meeting Professional - a person who provides and/or sells products and services to the meetings industry, such as a destination management, hotelier, audio-visual, florist, transportation, production or convention and visitors bureau company. This classification of membership is not limited to the groups listed.

Meeting Management Professional - a person who is a sole proprietor of, or is employed or engaged by, a meeting management company. They provide meeting services including strategic and financial management and/or professional meetings management services to multiple clients. The applicant must specify whether their job responsibilities are primarily planning or supplying based on where they spend 51% or more of their time.

MPI will continue to have the Student, Faculty, Retired, Life and Honorary Member categories. There is no change to our dues structure, and we remain committed to maintaining our philosophy of a 50/50 balance between our planner and supplier members.

Meeting Professionals International - New Membership Categories Q & A

Q: What is the reasoning behind these new categories?

A: The reasoning behind the revamp of the membership categories is to better reflect the growth and development of the meetings and events industry which will in turn, allow MPI to offer more personalized services, products and education to its members.

As such, the move goes hand in hand with our recent launch of Member Solutions, a suite of products, with components such as My MPI, with its personalized Web page, and Professional Pathways, with its individual skills assessment and career development plan.

Q: What is the desired outcome for the change in categories?

A: The new membership categories were developed to align with the targeted service offerings that MPI has
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DALLAS/FT. WORTH
CHAPTER



DEFINING THE POWER OF MEETINGS

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President's Message:



Interact, Inspire, Innovate...

2006-2007



Sally Goldesberry, CMP, CMM
2006-2007 President

Get IN the game: Interact, Inspire, Innovate!

This month my message is about the "yin and yang" that play out between the time you contribute as an MPI volunteer and the role it plays in your professional development.

I would first like to thank our chapter volunteers who are so committed to the ongoing success of our chapter programs and activities. Without our volunteers we could not provide so much to our members!

A career in the meetings industry is very demanding but we love what we do! We are involved in our profession because we appreciate quality and feel proud every time we deliver quality programming and great customer service to our internal and external clients. We work tirelessly with our customers to meet and exceed their needs. Even with seemingly exhaustive scheduling in your work, it's still important to include time to be involved in our MPI chapter.

Make this the month that you finally step forward to have an active part in our exciting chapter by joining a committee or volunteering to help plan one of our upcoming special events. There are benefits to being a MPI volunteer:

- Connect with other professionals, planners and suppliers. These resources can be used for supplier references. These connections can be used to build or grow your network in the meetings industry.
- We have promoted the "Buy MPI" message for several years. When you work on a committee, you're able to work side by side with other planners and suppliers and learn one another's "style" of doing business; first as co-volunteers and eventually as business associates.
- As a volunteer you have opportunities to learn new skills. Sign up for projects and experience growth by trying out new ideas for monthly programs and educational workshops.

Please feel free to contact me personally at sgoldesberry@spe.org



BOARD BULLETS

Submitted by Nancey Hernandez, CMP
MPI D/FW 2006-2007 President-Elect

Notes from the September Board of Directors Meeting:

Our special guest, Mary Jo Burgess of MPI International, was introduced and made a brief statement regarding her position as Chapter Relations Manager for our Chapter. Mary Jo has also volunteered to work on committees and assist the Chapter in any way she can.

By the way.... Have YOU volunteered to work on a committee lately? We need your help! There are several opportunities available, from a "one time" spot to ongoing committee positions. Please contact Jesh Batra, Director of Leadership at jbatra@adolphus.com or 214/651-3628 to discuss your interests and determine the best fit for you.

The Programs Committee is looking for venues to host our meetings! Please contact Carol May with Galactic Marketing (cmay@galacticLtd.com) if you are interested in this GREAT opportunity to show off your venue!!

On the same note, our fantastic educational offerings would not be possible without financial backing from our sponsors! We have some wonderful opportunities available for 2006-2007 for gaining visibility for your company! This is a golden moment to SHINE in front of the only FIVE-time winner of CHAPTER OF THE YEAR! Please contact Terri White with Intercontinental Hotels Group, Director of Strategic Alliances, (Terri.White@ichotelsgroup.com) to discuss the potential of maximizing your exposure to one of the largest MPI chapters in the world!

Membership Orientation: Are you a new member? Would you like to learn how to enhance your relationships within the MPI DFW Chapter? Attend Membership Orientation. At each monthly meeting, there is an orientation held at 11:00 am. See your monthly announcements for location.



Tony Cummins, CMP

Rising Costs Require Increase in Monthly Meeting Fees

By Tony Cummins, CMP
VP, Education

As a result of rising costs to the chapter related to monthly program offerings and in an effort to be more in line with other chapters, The Board of Directors has voted for a slight increase in meeting fees effective December 1, 2006 as follows:

	Member	Non-Member	On-Site
Breakfast	\$28.00	\$33.00	\$38.00
Lunch	\$38.00	\$43.00	\$48.00
Dinner	\$45.00	\$50.00	\$55.00
Gala	\$50.00	\$50.00	\$65.00

The purpose of the increase is two-fold:

- 1) To maintain a financially healthy Chapter with regard to operations, services and our ability to provide quality education programs.
- 2) To be in line with other industry organizations and MPI Chapters.

The Board of Directors is offering a "fixed-price option" for the remainder of this year's term. The fixed-price option allows you to pay for the December 2006 - June 2007 monthly programs at the current rate, provided full payment for all six programs is received by December 1, 2006 (there is no program fee for the Supplier Showcase in February). The following guidelines apply:

- 1) Applicable to members only.
- 2) The fixed-price option is \$210 (4 meetings at \$30 and 2 galas at \$45).
- 3) The option amount must be paid in full by December 1, 2006.
- 4) This is non-refundable.
- 5) Fees may be transferred to another MPI member if your membership is transferred to a member within the same organization.

In order to take advantage of the fixed-price option, please contact Randie Charnes at the D/FW Chapter Office at info@mpidfw.org or 972-869-3836. 



Jim Monroe,
CMP, CSEP

CMP Corner

By Jim Monroe, CMP, CSEP

SELF-STUDY GROUP

The self study group sessions are designed for those who are planning to take the CMP Exam on January 21, 2006, and who have filled out their applications. Other participants are welcome, but this is not designed for candidates just entering the process.

- **October 24 (5:30-8 PM)**, Omni Mandalay Hotel: Status meeting and review two of the tougher topics.

If you are planning on attending the September and October Sessions, please RSVP to jim@jcmonroe.com with "Fall CMP" in the title of the email.

CMP UNIVERSITY - \$100 for MPI members and \$125 for non-members

- **November 11 (8:30 AM - 5 PM)**, Omni Mandalay Hotel: Review two topics, some testing, and CMP Jeopardy Game.
- **December 2 (8:30 AM - 4 PM)**, location TBD: Review two topics, some testing and fun learning.
- **January 6 (8:30 AM - 2 PM)**, location TBD: University Boot Camp.

If you are planning on attending CMP University, please RSVP to jim@jcmonroe.com with "CMP University" in the title.

SPRING STUDY GROUP

We will begin with an introductory session, followed by a formal, facilitated 12-week course. A two-day CMP University will precede the July Exam. These classes will take place on Tuesday night, beginning in February after an Introductory Session in January. **The July Exam will be under the new study blueprint that takes effect in January, 2007, with a new 8th edition of the CIC Manual due out in January as well.**

Contact Jim Monroe, CMP, CSEP (jim@jcmonroe.com) with any questions.



DEFINING THE POWER OF MEETINGS™

Founded in 1972, Meeting Professionals International, with nearly 20,000 members in 60 countries and four chapters in formation, is the leading global community committed to shaping and defining the future of the meeting and event industry. For more information, visit www.mpiweb.org.

CURRENT

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Education WORKSHOP (Following Luncheon)

Time: 1:45 p.m. - 4:15 p.m., including break

Five Steps to Jumpstart Your Life

Based on the principles from her bestselling book *Traveling Hopefully: How to Lose Your Family Baggage and Jumpstart Your Life*, Libby Gill shares the Five Steps that make change practical and possible. By sharing her own inspiring story of overcoming personal tragedies and professional setbacks, Libby shows how anyone can let go of limitations and live the life they really want.

Workshop participants will learn The 5 Steps to Jumpstart Your Life:

- ❖ Dissect your past to direct your future
- ❖ Link internal clarity with external action
- ❖ Create a Traveling Hopefully personal roadmap
- ❖ Recruit a Support Squad
- ❖ Create momentum to keep moving toward your goals

Libby will also share "Three Tools for Surviving Sabotage in the Workplace," addressing both self-sabotage and sabotage perpetrated by others. Weaving in illustrative stories from her entertainment days - in an industry better known for cutthroat competition than compassion - Libby will share strategies to avoid "getting thrown under the bus." Attendees will learn to:

- ❖ Recognize ways you set yourself up for failure rather than success
- ❖ Bring compassion into the workplace
- ❖ Create an atmosphere of "team wisdom"

Whether you're successful or struggling, Libby guides you to set measurable goals with staying-power, hold yourself accountable, and create a roadmap for greater success in your career, family, finances, romantic relationships, fitness and much more!

SPECIAL BONUS FOR WORKSHOP ATTENDEES ONLY:

Fill out the "Are You a Doer or a Dreamer?" questionnaire on Libby's website, www.LibbyGill.com. You can find it on the homepage by scrolling down to the bottom of the front page. Complete the contact section and indicate MPI MEMBER in the Comments field. Be sure to bring the score sheet that you'll receive back from Libby to the October 26th meeting.



rejuvenation is always on the agenda

Desirably located just minutes from downtown Palm Springs, The Westin Mission Hills Resort & Spa offers an attention to detail that will far surpass your group's expectations. Here, they will be greeted with warm, refreshing hand towels upon check-in, the soothing scents of 'white tea' for instant relaxation, and a truly dedicated staff that has anticipated their needs prior to arrival. With 65,000 square feet of meeting space, 512 guestrooms featuring incredibly plush beds and baths with invigorating dual-head showers, plus 36 holes of Pete Dye- and Gary Player-designed golf, your meeting will be as memorable as it is successful. For more information, visit westin.com/missionhills or call 1-800-544-0287.

THE WESTIN
MISSION HILLS RESORT & SPA
Rancho Mirage

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STARWOOD PREFERRED GUEST

Chapter Meeting • Thursday, October 26, 2006 • 11:00 a.m.



Libby Gill

Winning the Battle of Balance

THE WOMEN'S LEADERSHIP COMMITTEE PRESENTS
Author, Speaker, Columnist and Personal Coach LIBBY GILL



WINNING THE BATTLE OF BALANCE

Finding the elusive balance between personal passions and professional goals can help us bring a greater sense of purpose and commitment to our work and families. But motivating ourselves to find that balance, then being accountable to maintaining it, is easier said than done.

With passion and pragmatism, Libby guides individuals and organizations to abandon abstract notions of transformation in favor of achievable change. That is, specific change with results you can see. Whether your challenge is balancing work and family commitments, managing transition, preventing burnout or retaining employees, Libby's inspirational style and practical tools provide measurable milestones for success. Participants will:

- ❖ Assess levels of satisfaction and success in their lives using Libby's "Life Wheel"
- ❖ Learn simple but effective strategies to combat burn-out
- ❖ Discover the power in asking for help

About Libby Gill:

After fifteen years in the corporate world serving as senior vice president at Universal Studios; vice president at Sony Pictures Entertainment and Turner Broadcasting; and a media consultant for Dr. Phil and Paramount Studios, Libby Gill elected to work her way down the corporate ladder to coach others to success. Today, she is an internationally respected coach and consultant, bestselling author, and columnist for the Dallas Morning News. Libby has shared her strategies for success on the Today Show, Dr. Phil, CNN, National Public Radio, Fox News, the CBS Early Show, Montel Williams, The Hour of Power, and in Time Magazine, The New York Times, the Wall Street Journal, O Magazine, Good Housekeeping, Self and many more.

October Program Committee:

Angela DeLaGarza - Chair; *Event Source Professionals Inc.*
Jodi Adcock - *Independent*; Mary Jo Burgess - *Meeting Professionals International*;
Kathy Burns - *Travel Focus*; Lori Clark - *Boston Coach*; Michelle Corrales - *American Limos & Transportation*; Sherry DeLaGarza, CMP - *MAC Meetings & Events*; Dvorah Evans, CMP - *Dallas Black Chamber of Commerce*; Tara Judd - *Imagine Events Inc*;
Jenny Kottler, CMP - *Jenny Kottler Services LLC*; Bill Reeser, CMP/CTS - *AVW-TELAV.*

Host Facility

Embassy Suites Outdoor World

Embassy Suites Outdoor World is located in the heart of the Dallas Fort Worth metropolitan area just 1.5 miles north of the Dallas Fort Worth International Airport. Guests will be treated to sophisticated service in any of our 329 two room suites. With 20,000 square feet of meeting space, groups will experience the AAA 4-diamond hallmark service for which we are known. Nearby historic Grapevine features six wine tasting rooms and antique shopping on Main Street. Connected to the hotel is the world renowned Bass Pro Shop. It's a wonderful and convenient side trip for the outdoor sports enthusiast. Grapevine Mills Mall offers over 200 specialty stores, restaurants and entertainment venues. Tucked between the cities of Dallas and Fort Worth, Grapevine is central to museums, sporting events and landmark venues for leisure guests and large groups. Embassy Suites Outdoor World is a member of the Hilton Honors program.

DIRECTIONS

From North Dallas

I-635 West to 121 North/Bass Pro Drive exit. Take Bass Pro Drive exit and turn left. At the second stop light, turn right.

From Downtown Dallas/Love Field

Take 35E North to 183 West. Take 114 West to 121 North. Exit at Bass Pro Drive. Turn left onto Bass Pro Drive. At the second light, turn right.

From Fort Worth

183 East to 121 North. Take 121 North/I-635 East exit. Stay on 121 North to Bass Pro Drive exit. Turn left on Bass Pro Drive. At the second stop light, turn right.

Winning the Battle of Balance

Thursday, October 26, 2006

Embassy Suites Outdoor World

2401 Bass Pro Drive • Grapevine, TX 78051
Phone: (972) 724-2600

Sponsored by
Grapevine CVB



11:00 am - 11:30 am	Chapter Orientation
11:00 am - 12:00 pm	Registration & Reception
12:00 pm - 1:30 pm	Luncheon and Program
1:45 pm - 4:15 pm	Education Workshop (complimentary for registered luncheon attendees)

Parking:

Complimentary in Hotel Parking Lot

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. ONLINE

by 2:00 p.m., Monday, October 23rd

Go to the "Events" section at www.mpidfw.org

September Meeting Chapter Partners

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

Featured Speaker

Dr. Steve Bedwell, M.D.

Facility, Reception, Luncheon

OMNI Mandalay Hotel @ Las Colinas
Tricia O'Rourke, CPCE

Strategic Sponsor

OMNI Hotels of Texas
Erin M. Donohue

Centerpieces & Décor

Lilands Special Event Productions
Delene M. Bell

A/V Services, Stage Set and Video Production

Presentation Services
Brian "Bud" Monefeldt

PowerPoint Coordination

Stage-Right
Dan Titchywy

Photographer

J Woods Custom Photography
Jim Woods

JPA, Evaluation & Sponsor Prizes

BeautiControl
Fuse Restaurant & Lounge
Omni Hotels of Texas
Omni Austin-Downtown
Omni Austin-Southpark
Omni Corpus Christi
Omni Dallas-Park West
Omni Fort Worth
Omni Houston
Omni Houston-Westside
Omni La Mansion del Rio
Omni Mandalay @ Las Colinas
Omni San Antonio
Creative Cuisine

September Program Committee

Chair, Dvorah A. Evans, CMP
David Abadie
Deborah Cohen
Erin M. Donohue
Stephanie Rich
Crystal Simmons
Krystal Simpkins

September Meeting Highlights

by Crystal Simmons

Change was the focus of the September educational program. From the many changes found among the ten OMNI properties located in Texas, to changing a child's world by supporting CASA (Court Appointed Special Advocates), to changing what you yourself can achieve by "Flexing Your Perspective Power."

Erin Donohue, Director of National Accounts for OMNI Hotels and the program sponsor, displayed 10 different OMNI properties inside the reception area. These properties, all located in Texas, were represented by staff from each hotel. A video highlighting the OMNI properties kicked off the luncheon as attendees began their meal.

A second video highlighting the work of CASA was presented to bring attention to the plight of abused and neglected children in our society. Our Chapter partnered with CASA this month and through member generosity, we collected close to \$400 for CASA of Denton County.

Our focus of change continued with Dr. Steve Bedwell's message of "Flex Your Perspective Power...Supercharge Your Success." His message of "look at your future differently" sums up that talent and hard work are not always enough. By adding a fresh perspective, it is amazing what you can achieve. Dr. Bedwell started his presentation by swallowing a balloon. He then proceeded to borrow a 100.00 bill, burn it up, took lemons out of his briefcase, cut one open, and there was the 100.00 bill, all the while continuing a message of "name it and claim it" and "reject the frame." The Dr. concluded with "value simple ideas and simple answers" and to schedule "worry time." The big close was a card trick that stretched the Dr.'s memory. By the way Doc, where is the balloon?

At the closing of the program, Sherry DeLaGarza, CMP gave a tearful thank you to the meeting attendees for their generosity in helping JPA collect over \$500.00. Sherry stated that JPA will continue to raise as much as possible to provide educational scholarships to chapter members.

Change was indeed the focus of this month's educational program. Simply because the one thing that is constant is that there will be change!



Erin Donohue, Director of National Accounts for OMNI Hotels, the September monthly program Sponsor, told guests about new properties and services in development at Omni Hotels.



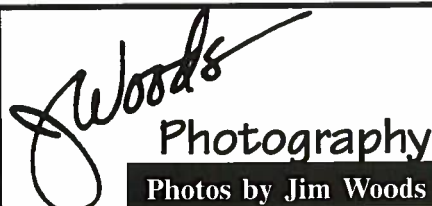
Omni Hotels from across the state of Texas participated during the September program. From left to right are: Cameron McDonald - Omni La Mansion del Rio; Tamie Smith - Omni Dallas NSO; Natalie Glowka - Omni Austin Downtown; Melanie Jennings - Omni Corpus Christi; Jacqueline Witherow - Omni San Antonio; Erin Donohue - Omni Dallas NSO; Melanie Shapley - Omni Houston Westside; Lindsey Iles - Omni Dallas-Park West; Linda Fain - Omni Mandalay; Peter Baukol - Omni Dallas-Park West



Our speaker, Dr. Bedwell (right) with Bill McNeace (UNT), humorously displayed to the audience just how easy it is to miss what's right in front of your face if you're not paying attention with a fresh perspective!



The September monthly program committee did an outstanding job weaving the "flex your perspective" theme throughout the program. From left to right are: Deborah Cohen (Urban League of Greater Dallas), Erin M. Donohue (Omni Hotels), Krystal Simpkins (Dr. Steve Bedwell-Perspective Power!) Program Chair: Dvorah A. Evans, CMP (Dallas Black Chamber of Commerce), David Abadie (Abadie & Associates), Crystal Simmons (Chair-MPI D/FW Student Committee), and Stephanie Rich (IMPROV Comedy Club)



New Membership Categories...continued from page 1

introduced with Member Solutions. It is essential to market targeted messages to our membership and our prospective membership on the value that MPI brings to their category.

The desired outcome is two-fold. First is to reach a specific audience of meeting professionals using the targeted messages on the key value offering that MPI offers for each specific membership category; and, second to be able to create the delivery channel for MPI's products and services that Member Solutions offers the specific membership categories.

Q: With these new categories of membership, more personalized services can now be offered, what kinds of services are being considered?

A: A great example of the new services is the education offered at the WEC in Dallas. The Strategic Meetings Management track was the direct result of our Corporate Circle of Excellence White Paper Strategic Meetings Management, which identifies eight basic steps to develop a strategic meetings management program. This was a key membership value that our Corporate Meeting Professionals identified, so we delivered.

A second example are the Subject Matter Experts in the Peer to Peer Assistance program that allow MPI to facilitate one on one discussions with experts who assist members with specific questions and issues relevant to their category and career.

Q: What about the 50/50 ratio that MPI has committed to?

A: This will not change. MPI will continue to maintain an approximate 50-50 balance of buyers and suppliers

Q: Is this going to evolve into some sort of hierarchy where members will be treated differently and more attention will be paid to the larger member categories within these new segments?

A: Not at all. This is simply a way of determining who our membership is and how to offer the best mix of products, services and education to all of our members that they can use in their careers.

Q: What about suppliers? How come they aren't being segmented according to category/size?

A: Suppliers are being segmented. The Meetings Management Professional category allows an individual who meets that definition to indicate whether they spend 51 percent or more of their time acting in a planner or supplier category.

Q: Regarding the Meeting Management Professional category, how are Independent Planners viewed?

A: They will fall predominately into the Meetings Management Professional category where the applicant must specify whether their job responsibilities are primarily planning or supplying based on where they spend 51 percent or more of their time

Q: When will these new categories take effect and how will this transition happen?

A: The new categories will take effect on Sept. 15, 2006. Based on what members have told us in their member profile, etc, staff will place members into what we believe is their category of membership. On Sept. 18, members will be directed to a screen within MyMPI to review the membership category we have placed them in and confirm or make an adjustment and update their member profile.

Q: Are these new levels of membership for new members or for all members?

A: These new categories will apply to the entire membership of MPI.

Q: What if I'm a planner and I don't fall into any of the new "planner" categories? How will I fit? For example, a religious planner?

A: A religious planner would fall into the Association/ Non-profit membership category. It will be important to read the definitions of each of the membership categories and choose the definition which best describes their position.

Q: What if I'm currently a planner and I switch to a supplier category? Will I have to have a planner match in order to continue my membership?

A: A planner who switches to a supplier designation is not required to have a planner match during this process. MPI will make appropriate adjustments once members have confirmed their new category of membership.

Q: If I'm an existing member, who determines which category I fall under?

A: Staff will place individuals into what we believe is their appropriate membership category. The decision will be based on what we know about the member from their member profile and/or address. A member will be given the opportunity to change their membership category and update their member profile.

Q: What about students and faculty?

A: We will continue to have Student, Faculty, Retired, Life and Honorary Members. These valuable membership categories have not changed and will still be active.

Q: Will all of MPI's educational offerings be altered to fit these categories now and will I be relegated to attend sessions that are only in my "category?"

A: MPI's professional development team will be structuring our future education offerings to deliver more education based around these new categories. Their goal is to give our members education that is useful for their careers, whether it be for meeting professionals or suppliers and these new categories will help determine what our membership needs and wants from MPI on an educational-level.

However, just because you are for an example, a corporate planner, you are still free to attend any educational session you wish, whether or not it applies to your career.

Q: Does MPI have any "ulterior motives" with this change?

A: No, we are simply taking a new approach to ensure that we meet the specific needs of our membership and offer more personalized services, products and educational tools. 



Laura Jordan, CMP

SPECIAL EVENT NEWS!

By Laura Jordan, CMP
Director of Special Events

A NIGHT AT THE OPERA

The Dallas Opera invites you to join them in celebrating their 50th Anniversary Season by attending a performance of the season opener, Giuseppe Verdi's Nabucco on Saturday, November 18, 2006! They are offering 150 complimentary tickets to MPI D/FW members (each member may request up to two tickets). Included with your ticket is an exclusive pre-performance champagne reception at 6:45 pm. The performance begins at 7:30 pm SHARP (no late seating).



- RSVP BY NOVEMBER 6th

To reserve your seat(s), send an e-mail to amici@dallasopera.org by Monday, November 6th and include "MPI" in the subject line. Tickets are granted on a "first come, first served" basis. Questions should be directed to Event Chair, Tanisha Thrash Ward at 214-443-1013 or Tanisha@dallasopera.org.



SUPPLIER SHOWCASE "ROUND UP 2007"

Thursday, February 22nd at the Addison Conference and Theatre Centre will be the day to "connect" planners and suppliers together for networking, business opportunities, good food, prizes and lots of fun!

To reserve a tabletop display today (because they sell out quickly!), access the supplier showcase application online at www.mpidfw.org. For volunteer and sponsorship opportunities, please contact Showcase Chair, Annie Matthews at 214-623-1372 or Annie.Matthews@avwtelav.com.



ANNUAL GOLF OUTING "SWING FOR A CAUSE"

We will be hosting a golf outing next year (most likely in April), so please be sure to add some dollars in your 2007 budget to participate! Once the location and date have been confirmed, the registration application will be posted on the MPI D/FW web site.

For volunteer and sponsorship opportunities, please contact Golf Outing Chair, Suzanne Crim at 214-585-8483 or scrim@busbank.com.

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OMNI HOTELS®

If you missed the September program at the Omni Mandalay Las Colinas, you missed a special introduction from our Strategic Partner, Omni Hotels.

Omni Hotels Indulges the Senses With its New Sensation Bar

Guests Enjoy Soothing Sounds, Aromatherapy and Other Exceptional Comforts at Luxury Hotel Brand.

Every minibar offers the standard treats, but the Omni Hotels Sensation Bar offers guests a break from the ordinary. As part of its comprehensive sensory marketing initiative, Omni Hotels is rolling out the Sensation Bar, a selection of pleasant surprises to delight, soothe and entertain the senses of its guests.

- **Sight**
 - 2x magnifying lens for easier reading of fine print
 - Moleskine® notebook to start a travel journal, a love note or a to-do list
 - Deck of cards to pass the time
- **Sound**
 - CD of sleep-inducing sounds to lull guests to sleep
- **Taste**
 - Mojito-flavored jellybeans with a touch of mint and rum essence
 - Genuine "Texas Chewie" Pralines direct from Lammes Candies in Austin
 - Assortment of Dean & DeLuca chocolates and candies to cure a sweet tooth
- **Touch**
 - Pomegranate lip balm to soothe chapped lips
 - Miniature Zen garden to calm nerves
- **Scent**
 - Eucalyptus bath salts to relax or revive a tired body
 - Lavender pillow mist to promote a great night's sleep

The Sensation Bar also includes a few familiar favorites, and some items will be regionalized or changed seasonally for an additional sense of surprise. Items are stylishly served up on a decorative tray made of woven pandan leaves in a rich dark brown tone.

The Sensation Bar will be initially offered at the Omni Mandalay Hotel near Dallas, followed by the Omni Chicago Hotel on Michigan Avenue in June. It will be rolled out across the country later this year.

Gonna take a sentimental journey...

Dateline:



February 27, 1987-Peg Wolschon and Jim Lubniewski meet each other for the first time

September 26, 2006- After 19 years together, Jim surprises Peg with a proposal in front of 50 close friends at Arthur's Restaurant!!

After a surprised and ecstatic response of "YES" from Peg, Jim shared that the engagement ring had been his mother's.

Congratulations to both of you!

EDUCATION NEWS



Judith Gausnell

Advancing Women

MPI D/FW Chapter Women's Leadership Committee

Getting What You Want

By Judith Gausnell

In all realms of life it takes courage to stretch your limits, express your power, and fulfill your potential.. it's no different in the financial realm. - Suze Orman

Sometimes just the word "negotiate" is enough to make a woman feel uncomfortable; it's odd, because we have been doing it all our lives. Negotiating is what happens when two people don't agree, whether it is deciding which dessert to share at a pricey restaurant or splitting the property in a messy divorce. In *A Woman's Guide to Successful Negotiating*, authors Lee E. Miller and his daughter Jessica Miller explain that the critical qualities of a successful negotiator are confidence, preparation and a willingness to walk away.

Calling confidence a secret weapon, the book suggests that until you have practiced negotiating enough that you are truly comfortable with the process, you should "Fake it until you make it". In an enlightening aside, you learn that men do not ask for directions because they do not want to display weakness - a good tactic in negotiating, but not so good when you are lost.


Advance preparation is the second vital key to success. Doing your homework includes thoroughly understanding the facts, the players and the rules of the game. After you are clear on your own goals and objectives, you must then determine those of the others involved. Defining the range of acceptable outcomes and your opening approach prepare you for the encounter to come. Armed with this preparation, you are noticeably more confident.

Finally, knowing your own personal bottom line makes you clear on when to walk away. No deal is almost always better than a bad deal, and sometimes if you take a walk it will cause the other side to reconsider. Sometimes - but not always - so be 100% sure about the least you are willing to accept before you begin the process.

An important chapter in the book covers the ten most common mistakes women make when negotiating. Although all the suggestions on how to

avoid errors are helpful, a particularly powerful one is "Don't take it personally; feel emotions but don't negotiate emotionally." When a man gets emotional and screams as he loses his temper, he is a tough guy; if a woman does the same, she is a bitch. (should we change "bitch"?) A crying man is compassionate while a crying woman is overly emotional. There are real-life stories from high-level female executives illustrating strategies they have learned in the trenches to help you avoid the most common mistakes.

Step-by-step development of the following three strategies offers basic guidelines for every situation: *Convince*, the art of persuading others to see your perspective; *Collaborate*, problem solving in a manner that satisfies all interests; and *Create*, changing the stakes and the game altogether. The final six chapters focus on the disagreements we negotiate most: mate and family issues, purchase of cars or real estate, work situations and divorce.

As someone who teaches negotiating, I found the book to be a useful, easy-to-read reference tool. However, if your current objective is to improve your skills, you might also want to read *Women Don't Ask*, by Linda Babcock and Sara Laschever. Although the Miller book covers a variety of techniques, they don't help if you don't get to the negotiating table because you're afraid to ask for what or how much you want. Even Teresa Heinz, outspoken wife of the 2006 Presidential candidate John Kerry, says that women settle for less because they "are too quick to accept the status quo," a topic the second book addresses by teaching women how to "speak up or surrender their goals." 

Go to www.evefactor.typepad.com to add your personal sales story to *The Eve Factor, Sales Secrets from History's Most Persuasive Women*, Judy's book that is due out late 2007.

Members interested in participating on the Women's Leadership Committee are encouraged to contact Tara Judd, Chair. Tel: 972-468-2108 or email tarajudd@imagineevents.com. The committee meets once a month on Monday nights from 6-7:30 p.m. Our October meeting is Monday, October 16, 2006, 6:00-7:30 p.m., location TBD.

TEXAS STAR AWARDS 4TH ANNUAL

Sunday, November 12, 2006 ☆ The Adolphus Hotel
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MEMBERSHIP NEWS



Carrie Elder, CMP

Wanna Know More About MPI?

By Carrie Elder, CMP

...Then we have the perfect class for you!

Join us at Chapter Orientation to learn the “ins and outs” about MPI. You’ll gain knowledgeable insight about how the MPI D/FW Chapter membership is organized, how to get the most out of your MPI membership, what resources are available through both MPI International and MPI D/FW Chapter, how to select a Committee to serve on, upcoming events to get involved in and much, much more.

Orientation is held every month from 11:00 - 11:30 am prior to the MPI D/FW monthly meeting (with the exception of June and December when no Orientation classes are held).

If you have any questions please contact:
Bruce Wolpert, CMP - Email: bwolpert@adamsmark.com
or Carrie Elder, CMP - Email: celder@tscpa.net

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.

Andrew Benz.....Sound Ideas Production Group Inc
David Bruce, CMP.....Meeting Services
Beverly J. Buehler, CTC,CTIE.....Wyndham Jade
Raja Chaudhry.....Executive Coach Inc.
Georgette Blacklock Collins.....CGDS, LLC
Rhonda Raye Couchigian.....Chameleon Chair Collection
Mary M. Denson.....
Donna H. Duncan.....Intuit
Missy B. Erickson.....Rock Resorts & Vail Lodging Company
Anne Findley.....Plan It Services
Leslie I. Golder.....
Ernestine M. Haas.....National Assoc. of Church Business Admin.
Angie N. Hughes.....Studio Movie Grill
Mercedes R. Johnson.....
Julie A. Jumper-Morris.....
Teresa L. Lovich.....Physicians' Education Resource
Melody G. McInnis.....Doubletree near the Galleria
Melissa M. Mota.....Alcon Laboratories
John B. Ponzio.....
Larry Robins.....Dallas Childrens Advocacy Center
Ross Sawai.....Wyndham Jade
Timika L. Spurlock.....SANS Institute



Bedford Wynne

Tell Us Your MPI Story!

Why did you join MPI - have any fun stories or valuable learning experiences that you want to share? Please email them to bedford.wynne@golimo.com and look for them in the new membership area of MPI experiences.

Stay tuned for the announcement of the membership drive contest being announced next month.



Leah Belasco
'Grapevine' Columnist

Heard it through the Grapevine!

Congratulations to **Jim Monroe, CMP, CSEP**, of *JCM Special Events, Inc.* for being awarded the prestigious Esprit Award for 2006 Best Industry Contribution by ISES at the annual ISES Eventworld Gala held in August 2006. Jim's award-winning entry is his own authored book *Art of the Event & Complete Guide to Designing and Decorating Special Events* (Published by Wiley, 2005). Now Jim has special bookends since wife **Jayna** won the 2005 ISES Esprit Award in the marketing design category.

Gretta Thurston has been promoted to Director of Marketing at *Hilton DFW Lake Executive Conference Center*.

David Abadie has formed his own hospitality consulting company, *Abadie & Associates*.

Camille Gilmore is in the newly created Dallas-based position of Account Manager for *Venture2 Hospitality Services*, a third-party company headquartered in the Pacific Northwest. Camille previously was with *Krisam Group & GEP*.

Charlotte Davis, CMP, of *Event Source Professionals (ESP)* announces the addition of **Becky Friday Jensen** as Sales Representative.

Our D/FW Chapter welcomes *Hotel Palomar*, which opened September 14th with **Joseph F. Schwingler** as General Manager. **Valerie Mortimer**, Director of Sales & Marketing, announces that the hotel is managed by *Kimpton Hotels*. Sales Managers are *Ann Stetson*, *Scott Hebert* and *Ret Taylor*. **Lisa Dalton** is Director of Catering and *Cristy Tongate*, Catering Manager.

To submit member news and information, please contact:
Leah Belasco • 972-818-4811



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