

CURRENT

DEFINING THE POWER OF MEETINGS"

Dallas/Fort Worth Chapter

May 2007

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 D/FW: 30 Years of History!

by Steven G. Foster, CMP, Managing Partner, Circle R Ranch, 1999-2000 MPI D/FW Chapter President

Numbers, they say, don't lie. Here's a startling statistic.



Currently, there are 917 members of the MPI D/FW Chapter, and most have been associated with this organization *LESS THAN* three years. According to a recent

Just take a look at the numbers, provided by our Chapter Administrator, Randie Charnes:

Joined MPI		Current Chapter Members
2006-Present		369
2000-2005		358
1995-1999		93
1990-1994		61
1985-1989		21
1980-1984		8
1970-1979		7
Total Members:	917	

membership report, 612 of them have been members ONLY since 2003.

It truly is a New Day for MPI. I joined in December of 1991 and there are only eight remaining who are still chapter members after 16 years, including Wendy Foster, CMP; Steve Kemble, Tracey Smith, CMP, CMM; Peg Wolschon, CMP, CTP; and Stephanie Schroeder. I won't speak for the rest of the Class of 1991, but I'm definitely feeling like one of the "Old Guys." That's not a bad thing, though. I remember when.

This is a landmark year for MPI D/FW - the chapter was first chartered on June 22, 1977 and at this year's Annual Awards Gala in June, we will celebrate our 30th Anniversary. This chapter has an amazing history. MPI has recognized us with more chapter awards and individual member honors than any other chapter. We've been on the forefront of change and innovation within the industry. I'm not bragging here, but we're good!

For example:

- MPI D/FW has won a record-high five "Chapter of the Year" awards (1989, 1990, 1994, 1996 and 2001), including the first-ever back-to-back win.
- ♦ The chapter twice won a "Special Awards for Excellence" for charitable work done through our "MPI Kids Charity Ball" which raised more than \$650,000 for local children's charities over its five-year history.
- Additionally, the chapter has been awarded MPI's "Award of Excellence" for our efforts in Education, Public Relations and Communications, and Membership.
- MPI D/FW dominates the International Awards category with 15 chapter members having received MPI's top individual Meeting Professional Awards. Five chapter members have been named International Planner of the Year: (1982) Doug Heath, CMP, CAE; (1987) Greg Elam, (2001) Dana Rhoden, CMP, CMM; (2003) Steve Kemble and (2006) Sally Goldesberry, CMP, CMM. Two chapter members have been named International Supplier of the Year: (1991) Ellen Beckert and (1997) J. William Boyd, CMP, CMM, CITE. Four chapter members have received the Marion N. Kershner Memorial Chapter Leader Award: (1990) Mary Jo Malone, (1999) Colleen Rickenbacher, CMP, CSEP; (2001) Steven G. Foster, CMP and (2006) Betty Garrett, CMP. Four chapter members have received the Tomorrow's Leader of MPI Award: (1995) Sherri Cook, CMP and Mollie Wallace, (1998) Jennie McNeil Campbell, CMP, CMM and (2001) Dvorah Evans, CMP.

continues on page 10

DALLAS/FT. WORTH CHAPTER MPI

President

Sally Goldesberry, CMP, CMM Society of Petroleum Engineers 972-952-9380

President-Elect

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President's Message:





Sally Goldesberry, CMP, CMM 2006-2007 President

Recognizing our Volunteers

I found this quote recently and wanted to share it with you.

"Volunteers are not paid - not because they are worthless, but because they are priceless"

Our volunteers are our greatest assets. Member volunteers help us provide membership benefits in many ways. Meetings and networking events are offered to learn from the knowledge and experience of more than our chapter's 900 meeting professionals.

MPI's history is full with the names of industry pioneers (volunteers) who sought the help of colleagues to solve complexities of the meetings and events industry. Most of these pioneers have been MPI members. They have shared their successes and challenges in the meetings industry. The brightest minds in the meetings industry are members of MPI.

As your chapter president, I would like to thank each and every volunteer in our chapter for their commitment to chapter events. Your ongoing efforts provide our members the best education, i.e., programs, networking, special events, etc. Our special events and programs have been outstanding this year. Thank you for your hard work.



BOARD BULLETS

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

Notes from the April Board of Directors:

Several of the 2007-2008 Incoming Board of Directors attended the MPI International 2007 Chapter Leaders Conference, held at the Omni Mandalay Hotel May 4-6.

This was a great opportunity to meet with the International Board of Directors, the International Chapter Leadership Committee as well as leaders from all of the MPI Chapters to discuss issues and learn from each other.

Speaking of leadership... 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.

What a great time to be a part of the MPI DFW Chapter! As we are beginning the year-long celebration of the Chapter's 30th anniversary, we will be reminded of our amazing accomplishments.



Multicultural Workshop Recap

by Karen Brack, Student

After the March Luncheon, guest speaker Larraine Kaminsky presented an educational workshop, "Crossing Borders, Crossing Lines: Gender in a Multicultural World." Over thirty members stayed to participate in this highly informative and interactive workshop.

Karen Brack

Larraine cited the research of Deborah Tannen, author of several books on gender and communication, including *Talking From 9 to 5*. Tannen's research showed that differences in how males and females communicate begin in early childhood. Girls conduct conversations face to face, with plenty of eye contact. Boys sit parallel when they speak and rarely make eye contact. Girls search for commonalities; boys play one-upsmanship, seeking to establish a pecking order and finding their place in it.

Larraine noted that men and women also have different conversation "rituals." Women use "ritual apology," saying "I'm sorry" in many ways that do not imply an apology, and this can be seen as a sign of weakness by men. Men often engage in "ritual opposition," using an oppositional stance as a way to get things done or to solve problems (playing "devil's advocate.") When they do this, they are not necessarily disagreeing with or attacking their coworkers' ideas. It is a male conversational tool.

We must remember that male and female communication styles are "wired" into our brains; that "I'm sorry" isn't necessarily an apology, and lack of eye contact does not automatically imply lack of attentiveness. These conversational rituals are pan-cultural and understanding them is a major step in building cross-cultural as well as cross-gender competence.

In addition to discussing gender differences that are independent of culture, Larraine discussed the importance of understanding the norms of communications and relationship building in other cultures.

Some cultures, such as Brazil, Russia, India, China and Japan (which are all seeing the largest growth in business in the world), as well as many Latin cultures, are collectivist in nature. Family and community come before the individual. This is even demonstrated in how people in these countries will state their names: the family name comes first, then their individual given names. The cultural and communication styles in these countries, and others like them, is circular rather than linear, indirect rather than direct, relationship-focused over task-focused, person rather than procedural, and attached rather than detached.

Other cultures, such as the United States, Canada, Germany, Holland and France, are individualist cultures. The individual, just like our given names, comes first. And the cultural and communication styles reflect the opposite trends than those listed above.

So, what does all this mean to those of us working, or simply living, in a multicultural environment? First of all, we women should play to our strengths. We are relationship builders, our communications styles fit well with that first group of countries; and we make connections and find commonalities.

Beyond that, what do we need to bear in mind when traveling to other countries? Larraine pointed out that, in many foreign cultures, American women are seen as being promiscuous, or loose. This is because, in these countries, married women stay home with their families, and married or single, they rarely, if ever, go out without a male family member along. Larraine stressed that business women traveling abroad should *never* go out alone with male counterparts. Whenever possible, they should bring a male coworker along and do everything possible to ensure their safety, such as only going out during daylight hours, trying to have any gatherings in their own hotel, taking their own cars, etc. And in dress, always, always err on the side of modesty.

Another key action point is to do your homework, and plan for contingencies before you ever leave home. In cultures where it is rare for women to hold positions of authority, make very clear who on your team plays what roles, such as if the woman is the account executive, the man is her assistant. Making relationships like this clear from the beginning can save you from embarrassing situations later, which is particularly important if you are dealing with a culture that places a high value on "saving face."

If you are going to a culture where men and women socialize separately, plan before hand how you will make sure that no business talk takes place when the full team is not present. In fact, plan for any contingencies that you think may arise. It's better to be over prepared, than caught off guard.



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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Morning Education WORKSHOP

Time: 8:30 a.m. - 10:45 a.m.

"Navigating the Danger Zone" **Charting the Murky Waters of Business Ethics**

Navigating the waters of working with others can be treacherous. You may think you can swim on your own; but, when you can't, who can you trust when you begin to sink? Who shares your business values and views on ethical behavior? And, if you find yourself in an under tow, what recourse do you have?

Join D/FW Independent Meeting Professionals (D/FW IMP) as they share the interactive program they designed to facilitate an open dialogue about how to recognize and deal with unethical behavior. With the aid of Paul Genender of Hughes & Luce, LLP, you are invited to openly discuss industry case studies; share best practices and lessons learned; and brainstorm solutions with your colleagues; and then hear a corporate attorney's point-of-view on where to draw the line in the sand with a client or vendor to maintain your reputation and avoid legal action. Every table will have an experienced business owner as a facilitator who will guide the intense conversations. Be prepared to ask questions and/or share your expertise!

Roundtable Navigators: DFW Independent Meeting Professionals consortium, formed in 2001 - Current professionals: Carol Boyd, CMP, C. Boyd Meetings & Events; Tony Cummins, CMP, Hotel Resources; Charlotte Davis, CMP, Event Source Professionals, Inc.; Anne Findley, CMP, Plan-It Services, LLC; Mike Fernandes, CMP, Site Selection Services; Marti Fox, CTC, CMP, CMM, Global Goals, Inc.; Cindy Gromatzky, CMP, CMM, Meeting Innovations, Inc.; Dara Hall, CMP, CMM, Event Source Professionals, Inc.; Lynn Lewis-Bjostad, CMP, Premier Meeting & Event Mgmt.; Erin Longley, CMP, XcelEvents; Lisa South, CSEP, CMP, CMM, Be-Seen, LLC; and Diane Smith, CMP, CMM, Global Meeting Concepts, Inc.

OBJECTIVES:

Participants will be able to:

- Identify areas/situations in business that can pose ethical problems.
- Identify specifics that require protection.
- Construct scenarios to avoid or resolve ethical breaches in behavior (could include legal recourses).

Workshop Contact:

Dara Hall, CMP, CMM. Event Source Professionals Inc., Office: 817-267-6698, Fax: 817-788-9304, Email: dara@espinc-usa.com

Afternoon Education WORKSHOP

Time: 1:45 p.m. - 4:15 p.m.



Today's Meeting Professional

- · What is cultural diversity and how does it relate to ethics in business
- Multicultural business practices including value systems and negotiating tactics

GIFT or BRIBE? Multicultural Ethics for

How to be ethical when dealing with other cultures

Jayna Monroe

GIFT OR BRIBE? MULTICULTURAL ETHICS FOR TODAY'S MEETING PROFESSIONAL

- What is cultural diversity and how does it relate to ethics in business?
- What are good multicultural business practices and negotiating tactics?
- How can we be sure we are being ethical when dealing with other cultures?

The Multicultural Committee invites you to an interactive workshop conducted by Image Dynamics on May 24th, from 1:45 PM to 4:15 PM, following the monthly luncheon. Image Dynamics is a 15 year old company that facilitates training for a nationwide client list. This workshop may include Simulation Games, Cross-Cultural Dialogues, Synthetic Cultures, Jolts, Role-plays. . . We don't want to give anything away; just be prepared for a different approach to learning! Image Dynamics has developed an innovative and fun way to help you understand and apply ethical issues.

If you enjoyed and learned from the March luncheon and workshop, or if you're sorry you missed either one, then be sure to attend this program. If you are committed to being an effective Meeting Professional in today's global economy, you definitely need to join us. See you there!

Workshop Contact:

Jayna Monroe, JCM Special Events, Inc., Office: 972-296-3336, Email: jaynamonroe@hotmail.com

Chapter Meeting • Thursday, May 24, 2007 • 11:00 a.m. "Learn How to Play and Win Big in the Game of Business"

Presented by the Women's Leadership Committee

by Neva Lamb, A&H AwardPro

The New York Times bestselling author of Play Like a Man, Win Like a Woman tells women the ONE RULE they need to know in order to succeed in business.

In her first book, Gail Evans showed women how to get ahead in the workplace by learning the unwritten rules of business that men "wrote" and play by. In She Wins, You Win Gail takes her empowering approach to corporate success a step further by telling women that it isn't enough to understand the men's rules - women must create their own. Gail will share her 'Playbook to Success' in her humorous and entertaining presentation at our MPI's May luncheon. Some of the secrets and tips she will share:

- How to become a better power player at work while still diminishing discord and competition in your office
- Why women should forget networking and start "webbing"
- When it's okay to break the rules
- It's not just about being a team player these days. When was the last time you 'championed' for other women and did any good cheerleading? Really?

According to Gail Evans, "for every woman who succeeds, I succeed a little. For every woman who fails, I fail a little." We have to learn to play together. Stop competing with other women. Strike the "F" word ("Fight", that is) from your vocabulary. Play with the big picture in mind.

Ladies, you'll want to attend Gail's presentation if you want to learn:

- THE single most important thing women need to do
- How to better support other women to attain your own goals

Whether you're a top executive or an entry-level assistant, Gail Evans will give you the tactics and strategies you need to attain your career goals. And gentlemen, I double-dog-dare you to attend, too. Her methods and insight are also priceless for men. Come learn how to better play the game, how to succeed from a number of directions and how to WIN big!

Host Facility

Westin Dallas Fort Worth Airport

The Westin Dallas Fort Worth Airport is conveniently situated for any traveler and offers boutique-style service and quality within a serene, renewing atmosphere.

The Westin Dallas Fort Worth Airport raises the bar on airport hotels. We recently underwent a \$25 million renovation, expanding and refurbishing all of our facilities, including our 38,000 square feet of versatile meeting space. Relax in our outdoor heated pool, or rejuvenate in our WestinWORKOUT® Powered by Reebok Gym.

Our 506 guest rooms and suites are beautifully decorated and equipped with contemporary amenities like Wireless High Speed Internet Access. Enjoy a peaceful night's sleep in our signature Heavenly Bed® and refresh in our spacious bathrooms.

Westin didn't discover fresh air, but we're proud to offer it at this hotel. Learn more about Breathe Westin http://www.starwoodhotels.com/promotions/ $promo_landing.html?category=WI_BREATHE\&EM=VTY_WI_breathe>^{TM} and$ our smoke-free hotels.

DIRECTIONS

Coming West from Hwy. 635 (LBJ): Take 635 to Freeport Pkwy. Veer to the right on the exit, and go back over 635. Go through the first stop sign. Take a left on Esters, (first stop light). The hotel will be 1 mile down Esters on your right.

Coming from Downtown on I-35 E (Stemmons Fwy): Take I-35 E Northbound. Take the Hwy 183 West split off. Then take the Hwy 114 West split off near Texas Stadium. Continue West on Hwy 114 and take the Esters Rd Exit. Make a right at stop sign. Hotel is on the left.

Coming Eastbound from Downtown Ft. Worth: Take Hwy 121 Eastbound, merge with Hwy 183, continue on Hwy 183 East. Take the 121 North split-off until it merges with Hwy 114 Eastbound. Continue Eastbound on Hwy 114 past DFW airport. Take the Esters Rd. exit, (2nd exit past the airport). Turn left at the first stop sign. Hotel is on the left.



Gail Evans

She Wins, You Win: Learn How to Play and Win Big in the Game of Business

Presented by the Women's Leadership Committee

Thursday, May 24, 2007

Westin Dallas Fort Worth Airport

4545 W. John Carpenter Frwy. • Irving, TX 75063 Phone: (972) 929-4500

Sponsored by



How to make lunch your "power hour"







8:30 am - 10:45 am **IMP** Workshop

11:00 am - 11:30 am Chapter Orientation

11:30 am - 12:00 pm Registration & Reception

12:00 pm - 1:30 pm Luncheon and Program

1:45 pm - 4:15 pm Multicultural Workshop

Free Parking

Advanced Member Price \$38.00 Advanced Guest Price \$43.00 Onsite Price \$48.00

(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, May 21st

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

Ninth Annual CMP/CMM Achievement Celebration

by Pat McCain, CMP, Krisam Group

The Breakfast of Champions

Date: Thursday, June 7, 2007 Time: 8:00am - 10:00am Location: Belo Mansion

Nominees for the Colleen Rickenbacher Leadership Award







Steven Foster, CMP

Marti Fox, CMP, CTC Jim N

Jim Monroe. CMP, CSEP

The Ninth Annual CMP/CMM Achievement Celebration is coming up!

Be sure to mark this event on your calendar if you have earned your CMP and/or CMM designation; we host the breakfast every year to honor the achievement you have worked so hard to earn. (And, in my case, keep!)

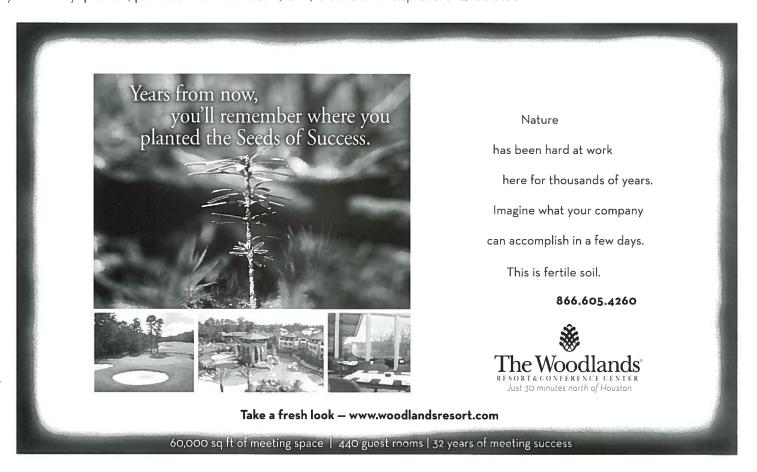
This year's guest speaker is Sam Glenn, "The Chalk Man."

Sam is the author of 15 books, has appeared on TV, radio and spoken to more than two million people. Sam's message will give you a *Kick in the Attitude*. He believes that the right attitude advances us, promotes us, opens doors and makes us healthier and happier.

During the breakfast, we'll bestow the Colleen Rickenbacher Leadership Award for 2007. This year's nominees are: Steven Foster, CMP; Circle R Ranch Marti Fox, CMP, CTC; Global Goals, Inc. Jim Monroe, CMP, CSEP; JCM Special Events

Last year we honored Betty Garrett, CMP of Garrett Speakers International as the recipient of the Colleen Rickenbacher Award. Betty joined MPI in 1985 and was our DFW Chapter President in 2001-2002. Over the years Betty has not only been a leader to her fellow MPI DFW chapter friends but she's also been a leader on the MPI International level she was named "Meeting Partner of the Year" by the National Speakers Association in 2001-2002 and has been nominated to the 2006 MPI Marion Kershner Leadership Award. It will be Betty's privilege to MC this year's breakfast and assist Colleen in the announcement of the 2007 recipient.

If you have any questions, please contact: Pat McCain, CMP, Event Chair. Telephone: 972/458-8692



April Meeting Chapter Partners

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

Featured Speaker Susan Lichtenstein Experient Inc.

Strategic Program Sponsor Kansas City CVB Rod Sanchez

Facility, Reception, Luncheon and Audio Visual Sponsor Renaissance Worthington Hotel Ft Worth Robert (Bob) Jameson

Parking

Zoom.7 - Peter Metz
Forth Worth CVB
Barbara Stone and Carrie Pace

Accommodations for Speaker Renaissance Worthington Hotel Ft Worth

Evaluation and JPA Drawing Prizes

Loews New York (Central Park)
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Fort Worth CVB
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Doral Tesoro Hotel and Golf Club
Hilton Fort Worth

Fort Worth Fam Tour and Reception

Fort Worth CVB Omni Hotel Fort Worth

April Program Committee

Lisa Flick (Chair) Creative Cuisine

Dan Titchywy Dallas Stage Right Inc

> Carrie Pace Fort Worth CVB

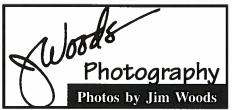
Sherry DeLaGarza, CMP, CMM MAC Meetings & Events LLC

Kimy Piland Omni Fort Worth Hotel

Robert Sanchez

Doral Tesoro Hotel & Golf Club

Barbara Stone Fort Worth CVB



April Meeting Highlights

"Strategic Meeting Management" was a Success in Fort Worth

by Carol Benavidez, CMP

MPI D/FW Chapter members enjoyed a lively afternoon in Fort Worth filled with education, a delicious lunch at the beautiful Renaissance Worthington Hotel, exciting information about Kansas City's new \$7B downtown renaissance, and an opportunity to see what's new in Fort Worth.

Speaker, Susan Lichtenstein - Vice President Corporate Markets, Experient, Inc., challenged the audience to think more strategic. We are in the business of meetings. Communication is the key within the company's inner departments. The ROI after the final meeting should be compiled on how it could affect company stock and the company's bottom line. Centralizing the meeting planning departments will increase savings with meeting planners and suppliers working together to provide the best overall deal. Meetings are much more than just logistics and for those who attended, it was a good reminder to planners to be strategic in their planning process and valuable information for suppliers to understand.

The Renaissance Worthington Hotel served a delicious "Cowboy Chic", Inside Out Chicken Chile Relleno with Ranchera Salsa followed by Chocolate Chile Pots de Crème for dessert.



Our speaker, Susan Lichtenstein (Experient, Inc) shared many important strategic points with attendees; one being the importance of strategizing internal communications within your organization to ensure every stakeholder is engaged in reaching the company's goals and objectives.

Our program sponsor, Kansas City Convention and Visitors Association showed an exciting video featuring top restaurants, shopping, and great things to do in the downtown Kansas City area. A great location for your next meeting!

Following the monthly program, several Chapter member planners took advantage of the opportunity to see what's new in Fort Worth, sponsored by the Fort Worth Convention and Visitors Bureau. The tour ended at the Convention Center, where there was a reception hosted by the future Omni Hotel Fort Worth.

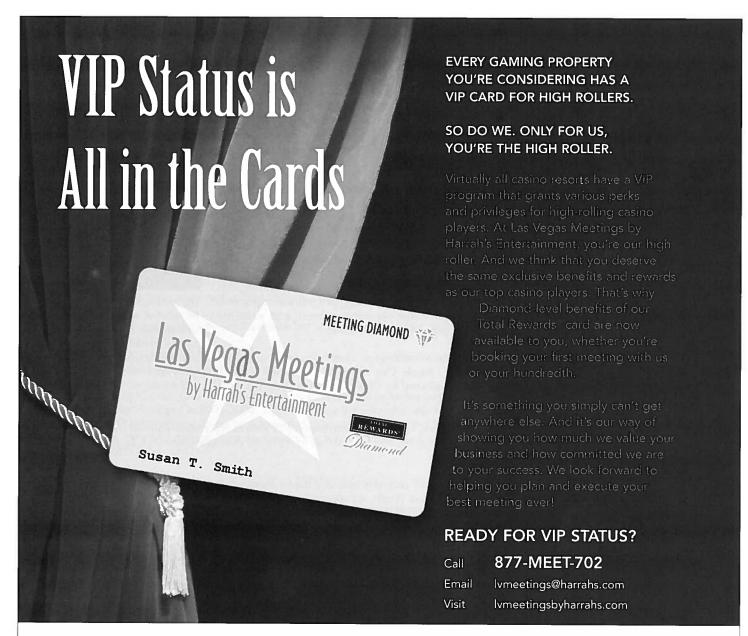
Thank you to our parking sponsors, Zoom.7 and Fort Worth Convention and Visitors Bureau and thank you to our wonderful prize donations for the evaluation and JPA drawings!



Thank you to our April monthly meeting sponsor, The Kansas City Convention Association!



Peter Metz (Zoom 7 Genuine Meetings and Events) "parked" himself during the reception to visit with attendees! (Thank you to both Peter's company and The Fort Worth Convention & Visitors Bureau for sponsoring the parking for the April meeting)



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EDUCATION NEWS

Students: The Future of MPI

by Crystal Simmons, Chair, MPI D/FW Student Committee

MPI (International) and the D/FW Chapter Student Committee recently hosted 17 students on a tour and reception of MPI Headquarters at 3030 LBJ to introduce the organization to students who are studying hospitality as a profession. These students represent future planners and suppliers with two-year and four-year degrees. These students have shown a respect and appreciation of MPI with a commitment to join the organization, and work to improve the benefits of being a MPI Student member and create avenues for other students to become part of the organization.

The MPI mission in laymen terms is to raise the level of meeting planning as a profession on the same level as other professions that require certification. Students assert that they will be the ones that continue what planners of today start, which will require a dialogue that includes planners, suppliers, students and faculty.

The need for communication between these groups is to ensure that students are coming into the meeting industry with the required skills needed for the meeting industry today. The meeting planning industry relies more and more on the internet, web pages, registration systems and automation of those systems to create a pleasant experience for meeting attendees. Yet, most programs do not have enough technology as a basic part of their programs.

The education that is taught is great at its core, but needs more practicality to handle and create databases and web pages, changing links and navigating through a contact database. This is one area where there is disconnect. MPI is ready and able to focus on issues that will benefit our membership whether you're student, planner or supplier.

Congratulations to:

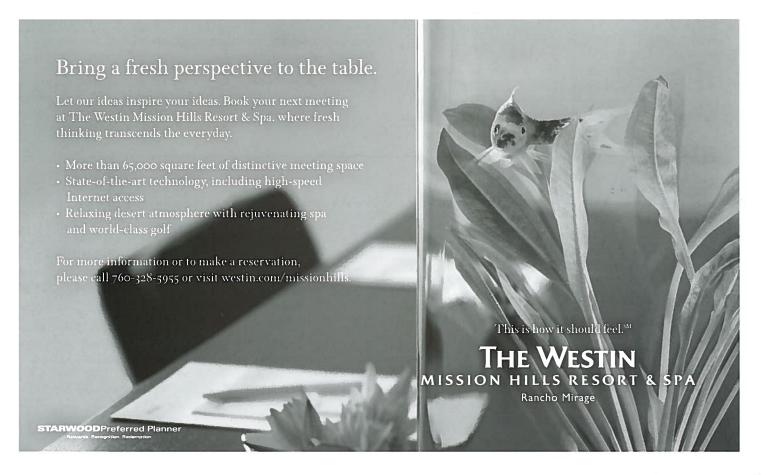
Lisa Earl and Natasha Williams both from the Richland College program, chosen to represent the D/FW Chapter at WEC 2007 Future Leadership Forum

A Special Thank You to:

Elaine Conrad, VP of Membership, MPI
Jenna McMillen, Senior Manager, MPI Resource Center & Services
Krista Rogers, Chapter Relations Manager, MPI
Dave Alve, Director of Member Services, MPI
Bedford Wynne, VP of Membership, D/FW Chapter
Patricia Royal, CMP Director of Member Care, D/FW Chapter
M.T. Hickman, CMP, CTP Program Director, Richland College
Kip Eads/Director of Programs, International Association of
Exhibitions and Events

Mary Kathleen Baldwin, M.S., Career Development Specialist/ University of North Texas

Michelle Lemay-Patten, Planner/Student, MPI D/FW Chapter





Sherry DeLaGarza, CMP, CMM

March Meeting Highlights

by Sherry DeLaGarza, CMP, CMM, MAC Meetings & Events LLC

"You Don't Have to Leave Home to Go Global" was the theme for the March luncheon keynote presentation brought to us by Laraine Kaminsky of Graybridge Malkam. Kaminsky dropped the jaws of many attendees when she presented the following facts:

- 28% of Dallas's population is new, arriving in the last 5 years
- In the city of Dallas, 43% of the residents do NOT speak English at home
- Between 30 and 40% of Dallas hotels are owned by Indians (from India)
- The top 3 trading partners for D/FW in 2004 were China, South Korea and Singapore

It's not just important for meeting planners and suppliers who plan and execute meetings in other countries to understand culturalism - we have a global world right here in our backyard. How do we as meeting professionals survive and grow in this ever-changing cultural climate?

Kaminsky suggests increasing our "cultural curiosity" to foster a learner's attitude in our encounters with clientele from cross-cultures. We, as Texans, need to break through our use of "code" language, for example "I'll sit on it for awhile" and other idioms. Take the time to make sure your clients understand what you're telling them. And if you don't understand what they are telling you, don't be afraid to ask them to explain.

We, as Americans, have a tendency to be very business-like and to the point when meeting clients or potential clients for the first time. We don't normally take the time to really get to know them and build a relationship before conducting business. In many cultures, this is not acceptable. There are times that at a first meeting, no business is conducted. In order for these cultures to conduct business with someone, they must first create a feeling of trust and if they don't know you, they can't develop their trust in you. Like here in our MPI circles - we get to know one another by serving on committees, getting to know each other's habits, and building the trust factor. Then we develop a supply chain of individuals we are comfortable doing business with. Kaminsky suggests that in your initial emails to a client, begin with niceties - ask about their family or something else personal. And remember - a gift is NOT a bribe. It is expected in certain cultures.

One way we create uncomfortable situations is when we see someone's name and make automatic assumptions on their nationality. Many audience members presumed Kaminsky was Polish, when she is actually from South Africa. We need to put aside pre-conceived notions and

prejudices and take the time to get to know someone instead of relying on our first impressions. A large part of the learning curve in becoming a culturally-competent person is to look inside ourselves and how we react to uncomfortable situations. As Kaminsky stated "we need to become comfortable with the uncomfortable."

Kaminsky encourages us to keep our cultural humility and curiosity peaked and always aware of the cultural differences in our society. She challenges each of us to take the Culturally-Intelligent Professional quiz. How would you rank your:

- ability to adapt your behavior
- ability to trust when dealing with the unfamiliar
- willingness to have your own views challenged
- ability to make independent decisions when you are far from your usual resources
- patience when you are not in control
- sensitivity to nuances of differences
- willingness to change yourself as you learn and grow (versus changing others to fit you)

"An important aspect of cross-cultural competence is not so much what we learn about other people, but what we learn about ourselves and our reactions to other people" (adapted from Dr. Raymond Terrell, Miami University).

The Multicultural Initiative Committee would like to challenge each of our chapter members to become more adaptable to uncomfortable situations and culturally-inclusive in all of your professional dealings. Continue to strive to become truly culturally-competent professionals. You and your business will benefit.

MPI D/FW: 30 Years of History! ... Continued from page 1

- ♦ The Travel, Exhibition & Meeting Management (TEMM) Program at Richland College was developed and implemented by the MPI D/FW Chapter, which chose Richland College for the location of its Continuing Education courses in Meeting Planning, Travel and Exhibition Management in 1992 when chapter members Norb Dettmann, Doug Heath and Bill Boyd expressed concerns there was no degree plan offered for local area students to pursue in the field of travel and meetings. Chapter leaders and college officials planned the development of an associates degree in meetings, travel and exhibition management. The first organizational Board meeting was held in 1993, and the first program coordinator was hired in 1994. The first scheduled classes were offered in the Fall of 1994.
- MPI selects the D/FW Chapter to help launch two new association-led projects. In March 1999, the chapter participates in a Pilot Program for MPI's new "Platinum Series" educational program for chapters. In March 2003, the Women's Leadership Initiative previews at a luncheon at the Wyndham Anatole featuring noted relationship expert and author John Gray, Ph.D.

There's a lot more, and in the next few issues of The Current, I'll be recounting our amazing chapter history as we build towards our 30th Anniversary Celebration, June 28th at the Marriott Las Colinas. Mark your Calendar NOW for what will be an incredible evening event.

And if you're one of the 612 members with less than three years in MPI D/FW, get ready to find out just how YOU can contribute to the Legacy of our great chapter.

MEMBERSHIP NEWS



Heard it through the

Grapevine!

Leah Belasco 'Grapevine' Columnist



Matthew Massengale, DMCP, has joined *EDS* as a Supply Chain Specialist in the Global Meetings and Events Department. Matthew previously was with *Ultimate Ventures*.

After 17 years with *Renaissance Hotels & Resorts* in several locations including Texas, **Jim Gabler** has rejoined Renaissance as Director of Sales & Marketing with *Renaissance Worthington Hotel*. Most recently Jim served as DOSM at *The Adam's Mark Dallas*.

Maria Escafullery, CMP, has joined the *Grand Bay Isla Navidad Resort*, a *Wyndham Luxury Resort* in Mexico, as National Account Manager based in the Dallas area. Maria formerly was with *Tropical Incentives*.

Katherine Hines, formerly with Barton Creek Resort in Austin, has joined the Texas team of HelmsBriscoe. Still based in Austin, Katherine (who is now Mrs. Stuart Fowler; Stuart is with Barton Creek Resort) remains an active member of the D/FW Chapter.

Gina Patrick, CMP, has joined *HomeVestors of America, Inc,* as Associate Director of Meetings and Conventions. Previously, Gina was with *Society of Petroleum Engineers.*

Steve Parker, CMP, has joined *The Real Estate Council Foundation* as Director of Development.

Congratulations to **Kellie Goodson**, **CMP**, with *VHA*, *Inc*. She and her husband Chris welcomed Winnie, their beautiful new daughter, on March 28th, 2007!

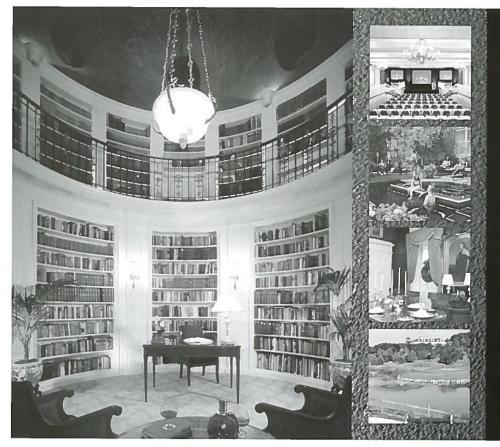
Our condolences to **Lisa Flick** on the recent loss of her mother.

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



SOME FACTS YOU MAY NOT KNOW ABOUT THE D/FW CHAPTER

- 1. The Chapter was chartered in 1977 with a total of Four members.
- 2. In November 1979, the chapter grew to 115 members and the 1st issue of the current was published.
- 3. The Chapter meetings were \$ 7.50 per member in 1979.
- 4. In 1983, six years after being chartered D/FW finally has 200 members.



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