



CONNECTS

Are You Ready for the CMM Journey?

By MaryAnne Bobrow, CAE, CMP, CMM

In an article written for *The Meeting Professional* in 2003, a new recipient of the CMM designation described his CMM pin as the most expensive piece of jewelry he ever bought. He then went on to say that he would not hesitate to do it all over again. Why would anyone spend more than \$3,000 and six days away from home to attend the Global Certification in Meeting Management program? Why would anyone spend an additional 80 hours or more in developing a formal business plan?

What does it take to participate in the CMM program? Let us start there, as it is the easiest question to answer. The CMM Program is divided into four parts: (1) application and acceptance into the program, (2) pre-residency study assignments, (3) registration and attendance at the residency program, and (4) post-residency exam and strategic business plan.

It is anticipated that applicants for the CMM program will have (1) 10 or more years of industry experience, (2) a desire to move their careers from logistic to strategic, (3) a need to speak the same language as C-level management, (4) a desire to stay ahead of competitors, and (5) perceive a need to demonstrate value to upper management. The application process is simple, completed online, and notice of acceptance is speedy.

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WORTH YOUR TIME

- June 5** Annual Event, Hilton Arden West
- June 6** Golf Tournament, Timber Creek Golf Course
- July 17** Committee Faire & Luncheon, Location TBD
- August TBD** Tools for Chapter Leaders, Location TBD
- September 18** Educational Luncheon, Hyatt Regency Sacramento

Watch your mail and e-mail for details on these upcoming events.

Don't Miss Our Annual Event June 5



Don't miss this year's Gameshow Gala Annual Event Tuesday, June 5 at the **Hilton Sacramento Arden West**. This fun-filled evening begins with the Silent Auction from 5:30 - 7 p.m. where you'll have the chance to bid on fabulous items such as vacation packages, spa treatments, restaurant gift certificates and much more! After the Silent Auction you'll enjoy dinner and entertainment from 7 - 9 p.m. So bring your family, friends, and co-workers and join us for MPISSN's biggest event of the year! Register online at www.mpissn.org. See you there!

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PRESIDENT'S MESSAGE

Margie Starr, CMP
Sheraton Grand Sacramento



Wow...how time flies! Being president of our chapter has been an amazing experience. I cannot believe that my term is almost over, yet I look forward to joining the distinguished members of past presidents. I am very proud to be part of such a wonderful organization and affiliated with so many dedicated and caring people. **Laura Bohannon, CMP**, immediate past president, put everything in place for an effortless transition from her tenure.

We have met, and in many cases exceeded, almost every goal we set at the beginning of our term. Our Board of Directors, committee chairs and members have worked very hard to ensure revenue goals are met, but more importantly, our membership has been provided with timely communications, continuing education programs, and networking opportunities to enhance your careers. We are extremely fortunate to have **Cindy Miglino, CMP**, chapter administrator, and **Carol Berry, CMP**, bookkeeper, to manage our business and finances. Our chapter leaders have taken MPISSN to a new level, and we will continue to soar with the enthusiasm of our new Board. **MaryAnne Bobrow, CAE, CMP, CMM** has an infectious passion for the meetings industry that is sure to spread throughout our membership. Please let her know how you would like to be involved.

Be sure to attend the **Annual Dinner/Auction on June 5** and bring your friends and family who are not in the industry to give them the opportunity to bid on fantastic travel packages. And spend a beautiful day in the sun with your colleagues at **Timber Creek Golf Course on June 6**. You don't have to be a great golfer to play, but it helps to have one on your team!

Thank you for the opportunity to be your president, and I look forward to serving you in my new capacity as immediate past president. I love MPISSN, but more than anything, I value the friendships that will last a lifetime.

Mark Your Calendars! New Member Orientation

The **New Member Committee** would like to extend an invitation to all new members and continuing members to come join us for an informational new member orientation. If you're interested in meeting fellow members, learning more about our Chapter and our future plans, and understanding where you fit in...plan to attend!

Topics:

- * What is MPI
- * Benefits of being an MPI member
- * Local networking
- * Volunteer opportunities
- * And much, much more

The next orientation is just prior to the July luncheon:

July 17, 2007, 10:30 - 11 a.m., Location: TBD

If you have any questions, or for more information, contact one of the committee co-chairs, **Lisa Bispham**, 916-446-6700, lbispham@csdaca.org; or **Betsy Kennedy**, 916-920-7367, bkennedy@radissonsac.com.

News From International

MPI International Redesigns Web Site Preparing for a Year's Worth of Growth in Global Meetings

By Rob Price, Senior Programmer/Analyst for MPI

Every once in a while, you look at your company's Web site and think, "What do I do now?" And in MPI's case, we've been thinking that for a while. A year-and-a-half ago, we built the Web site to make room for upcoming projects, and over time, we just kept adding and adding. The site wasn't bad, but it just didn't leave any room to breathe and certainly left no room to grow... in any direction. We could finally answer the "Why redesign" question; our cup runneth over.

With our newest design, the space is available again and the vision is clear: community. In the latest look and feel, we are preparing for a year's worth of growth in the global meetings community. And we're expecting you to help! With MPI membership over 22,000 and the industry expanding all over the world, it is time for us to focus on you. That's right, we're handing the keys over to the industry. Now, let me show you the ignition.

New Features

The latest enhancements to this site are designed to give you a space in the online community. I could go on about graphics and navigation, but this Web site is about you. To deliver against that statement, consider the following new developments.

- **A meetings industry Wiki:** a community authored and edited encyclopedia of the meetings industry. If you need to find out what RFID is, this is your stop. Are you an expert on incentive travel? Write an article in the Wiki.

- **Personal pages:** our latest online directory is easier to get to and gives you more space. You can now add your photo as well as a description of yourself and/or business. Just check out Corbin Ball's page for an example.
- **Personal blogs:** Want to write about your last great event or give your opinion on the state of the profession? You now have a place. (By the way, the three newest blog entries are always featured on the MPI home page, so you're guaranteed a little marquee time!)

What's Next?

Most of the immediate plans are still centered around developing the community and your part of it. I have a long list on a whiteboard of features and improvements we'll be working on. More so than my whiteboard, however, I want to hear what the community thinks. I am imagining that some will grab at these new tools with great gusto and others will quietly watch and absorb. In both cases, we want to learn about the space we share and what we can do to help in your success.

In the coming weeks, we will continue this series of "InSite" articles that are intended to show you how to use our Web site for your benefit. In the meantime, tell me what you think about the job we've done.

Reminder: MPI International's Web site is www.mpiweb.org.



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2007 Greening the Hospitality Industry Conference

By Katherine Winans, CMP

Just over 100 meeting professionals from the United States, (including three from MPI/Sacramento Sierra Nevada – **Susan Buntjer, CMP, Nancy Marzocco** and **Katherine Winans, CMP**) Canada and Europe attended a February 6-8, 2007, conference in Portland, Oregon, hosted by the Green Meeting Industry Council (GMIC). Roundtable discussions and presentations during the conference focused on best green practices and case studies in the areas of food and beverage, destination management, meeting planning, exhibitions, transportation, and hotel management.

According to green business guru and Greenbiz.com founder Joel Makower, meeting professionals need to consider how green adds value to meetings and conventions. In his opening comments at the 2007 Greening the Hospitality Industry Conference Makower described how the broad business community is embracing sustainability as a key business strategy, making how to be “greener” a hot topic, particularly for meetings.

Green for the sake of the earth, although noble, is no longer sufficient, nor sustainable, according to Makower. Meeting professionals need to consider how green strategies bring not only environmental benefits, but serve to fulfill business, social and other strategic objectives as well. He advised the industry to consider the following questions:

- “What are your criteria for green meetings?”
- “What are your metrics for measuring success?”
- “What does wild success look like?”

The conference also provided news of green meetings research and certification from Europe. Fiona Pelham reported on the development of BSI's (British Standards Institution) new standard for sustainable events in the United Kingdom, to be launched later this year. Dale Hudson also presented findings from recent research into the environmental attitudes of planners from IMEX, indicating that 67 percent of meeting professionals have taken environmental considerations into account when planning a meeting or incentive program.

A highlight of the event included a back of house tour of the Green Seal-certified host hotel, the Doubletree Hotel & Executive Center Portland Lloyd Center. By adopting green planning measures the GMIC and the host hotel were able to make the 2007 Greening the Hospitality Industry Conference a carbon neutral event, offsetting 85 metric tons of meeting-generated CO2 emissions, including emissions from both facilities and delegate travel. Other achievements included:

- 24 gallons of free trade organic coffee was brewed by Portland Roasting, a sustainable business observing Natural Step principles.
- 130 lbs. of food waste was diverted from landfills to Cedar Grove Compost.
- Usage of water pitchers removed an estimated 310 plastic bottles from the waste stream.
- \$2,300 was invested in small farms within 100 miles of Portland by choosing to buy food locally.



Meeting professionals need to consider how green strategies bring not only environmental benefits, but serve to fulfill business, social and other strategic objectives as well.

- 45 locally grown bulbs and flowers were used as centerpieces that will be planted on the Doubletree's property.

The conference concluded with an energized working session where delegates brainstormed priority green actions for the industry to pursue within 2007. A report of these outcomes and invitation to action will be released shortly by the GMIC and available at www.greenmeetings.info.

Katherine Winans, CMP is a self-employed Independent Planner and Association Administrator with 20+ years in the meetings industry. She is a 15-year member of MPISSN and member of the Green Meetings Industry Council.

Six Good Reasons to Buy Locally Grown Food Products

For hotel properties one of the criteria for being a green hotel is purchasing as many locally produced food products as possible. It could be a head of lettuce or a bottle of wine but locally made products provide significant advantages for the environment and the local community. Although there are times and locations when it is impossible to buy locally, Northern California and Northern Nevada generally have little problem. Creative purchasing can minimize the property's environmental impact and enhance the bottom line.

Things to consider: What percentage of the goods is bought from local vendors? If purchasing from a distributor, what percentage of what they supply is grown or produced within a few hours' drive of the property? If buying meat from another continent, perhaps another look at purchasing practices is in order. Here are six good reasons to buy locally produced products.

1. Locally produced items require less fuel for transportation. Fewer greenhouse gases are generated. Most food, for example, travels 1,500 miles from farm to plate, while locally grown food typically travels 50 miles or less.



2. Locally grown food usually arrives in markets within 24 hours of being plucked from the vine or dug from the ground. So, it's unusually fresh and tasty. Fresher foods also keep longer—reducing waste in the kitchen.

3. Because locally grown foods are so fresh, they are also more nutritious—a real plus for your guests.

4. When food items are bought direct from farmers or at local farmers' markets, the farmers keep 80 to 90 cents of each dollar. When food is sold through middlemen and marketers, farmers often receive just 10 cents of each dollar spent.

5. When buying local, a greater portion of each dollar spent stays home to support the local economy. Tax dollars stay in the community.

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LEADERSHIP

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Planners Enjoy “One-Stop Shop” at MPISSN Table Top Trade Show

By Jessica Lewis

As chair of the Special Events Committee I'd like to thank all of our exhibitors, sponsors, and planners who participated in the 2007 MPI Sacramento/Sierra Nevada Chapter Table Top Trade Show. The support was incredible, and this event would not have been possible without you. Thank you also to those exhibitors



GRAND PRIZE WINNER! **Renee Pierce** shows off her new iPod video.

and sponsors who donated prizes for the drawing; the prizes were generous and thoughtful. Members, I encourage you to take a look at the participating companies and to think of them when selecting your next meeting location and additional services. I would also like to thank the committee members who put this event together, especially **Amanda Flagas**, who put in a lot of hours to make this a fantastic event. The other volunteers who made this event possible also deserve a round of applause for a job well done: **Cathy Mikles, Roberta Campbell, JoAnn Chadwick, Teresa Fung, Cassie**

Papin, Celeste Hynes, and Jennifer Wallis, thank you! It would also not have been possible without the support of Chapter Administrator **Cindy Miglino, CMP**. Thank you Cindy!

This year's event included a grand prize of an iPod video! Each planner in attendance received one ticket, to obtain additional chances, planners had to visit every table top exhibitor and get their “passport” initialed. Congratulations to planner **Renee Pierce** who won the fantastic prize.

The Table Top Trade Show is a unique event that offers planners really good one-on-one time with the suppliers, to learn more about their properties and services, and conduct quality research.

This year's show featured some new MPISSN supplier members and new faces in general. It was great to see such diversity!

Before I sign-off, I would like to thank our host, the **DoubleTree Hotel Sacramento**, who provided us with the beautiful ball-room venue featuring lovely carpet, wall coverings, and lots of natural light.



PUTTING A SPRING IN THEIR STEP: Planners **Amy Orr, CMP**, (l) of *Orrganized Events* and **Alicia Smith** of the *California Chamber of Commerce* enjoy re-connecting at the show and visiting with the exhibitors.

Participating Exhibitors

Anaheim/Orange County CVB
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 Sheraton Grand Sacramento
 Sierra Event Co., Inc.
 Simon Pearce
 Sonoma County Tourism Bureau
 The Success Connection
 Tahoe Biltmore
 Wyndham Palm Springs Hotel



BARELY ROOM TO MOVE AROUND: Busy aisles at the April 2007 MPISSN Table Top Trade Show.



Jessica Lewis is 2006-2007 Special Events Committee Chair and has been a member of MPISSN since 2001. She is the Conference Manager for the California Science Teachers Association.

The service was excellent, and the product was great. Thank you also goes to **Party Concierge** who provided the Spring themed entrance décor, and after a last minute request, you can always count on them to deliver. Thank you also to our emcee of the event, **Mike Regan** of MR. DJ Services. He kept the event moving on time and played some upbeat music that kept the energy in the room high.

Finally, thank you again to all of the planners and exhibitors, without your support, this event would not be possible. Thank you for braving the rain that blessed us that afternoon. I hope you will be able to join us again next spring!



SPRING IS IN THE AIR: Once again Susan Crane, (r) owner of the The Party Concierge, helped make the event festive.

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April Morning Education Session and Luncheon Offer Key Insights and Networking Opportunities

Communication – The Best Practice in All Economic Times

By Mary Zavislan, CMP

If you didn't attend the April 17 program, you missed a passionate presentation by Gary Hernbroth, president of Training for Winners. Special thanks to the **Sheraton Grand Hotel** and hostess **Margie Starr, CMP** for sponsoring a spectacular venue and lunch.

Hernbroth, a meetings industry sales and marketing veteran of 28 years, reminded attendees of the time when it was a "buyers" market and customer service was fine tuned, prompt and accommodating. Now in the "sellers" market, planners are complaining about phones calls that are not returned, lack of attention to detail and general disinterest in conducting businesses. Hernbroth calls this phenomena "afluenza." Since the recovery of the hospitality industry post 9/11, business has improved overall and he explains that complacency is a "slippery slope" especially for those who are new to the industry and haven't experienced the ebbs and flows of the industry.

On the other hand, suppliers have complained that planners are often difficult to contact and decision-making time and process is lengthy.

In his 45-minute presentation, Hernbroth was able to offer solutions to the ever-challenging planner/supplier relationship:

- Learn from history – nurture business relationships in bad or goods times because economics patterns will shift.
- Personal communication – Put down the Blackberry, pick up the phone and follow up with an e-mail, or vice versa.
- Ask your customer how he/she prefers to communicate.
- Ask yourself if you are easy to do business with – Create availability for your sales representative or customer.
- Return calls and e-mails to update, even when you don't have the answer – people appreciate the "no-update update" rather than an unreturned call or e-mail.

The take away – Timely and personal communication and customer service is the key to improving planner and supplier relationships.

To learn more about Gary, visit www.trainingforwinners.com.

Special thanks to luncheon host:
Sheraton Grand Sacramento Hotel

And our generous sponsor:
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Mary Zavislan, CMP is the Chair of the Monthly Program Committee, and Meetings & Membership Director of the California Transit Association, an association managed by Shaw/Yoder, Inc.

Excel Workshop a Crowd Pleaser!

By Joy Florentino, CMP

WOW, what a turn out! MPISN's April morning educational session on Excel drew a room full of meeting professionals determined to become Excel experts! And it didn't take long for everyone to realize we were in for a fantastic session. At 8:29 a.m., after speaker **James Spellos, CMP**, president of Meeting U, displayed a tip on his Housing List worksheet, **Cindi Williams, CMP** with Western Home Furnishings Association exclaimed, "I can go home now!" Of course she opted to stay and learn more.

Giggles erupted as new tips were learned and silent high-five's were seen throughout the room. "This is wonderful," **Tamalon Littlefield** with California Optometric Association whispered aloud as we learned yet another formatting technique. Only a few minutes into the Charts portion of the presentation, **Hilary Burton**, Sacramento CVB, said "This is some STUFF"

It was an awesome educational session that brought the world of meeting planning together with the world of Excel. Everyone who attended walked away with great tips that will be sure to make our lives easier and our spreadsheets more efficient!



As a Senior Account Executive for Marriott International, Joy Florentino, CMP, has enjoyed a career in the meetings industry for over 15 years. She specializes in working with state associations to place their annual conferences and programs into Marriott, Renaissance and J.W. Hotels and Resorts. Contact her at joy.florentino@marriott.com.

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CMM Journey *continued from page 1*

Part Two is to register for the program and book travel and lodging for the residency program. Once registration is received by MPI, pre-reading assignments are sent. Do take the time between registration and arrival on site to finish the pre-reading. It will help immensely during the time onsite and later with the development of the business plan. MPI Scholarships are available for the CMM program. To apply for a scholarship (tuition only, not lodging and airfare), a candidate must first be accepted into the program and register for it.

Part Three is the onsite participation in the residency program. Approximately 50 individuals are accepted into the program in the United States. Participants are broken into teams and, throughout the program, work together on various assignments. Each day, beginning at 8 a.m., attendees participate in sessions involving strategic management (the focus of the CMM program). It is this type of programming and testing of knowledge that distinguishes the CMM designation from the CMP designation. Teams work and bond during evening meals and sessions.

Part Four is the post-residency exam and strategic business plan. The post-residency exam must be taken within about a week after leaving the residency program. The exam is in essay format, with answers based on the topics covered during the residency program. Passage of this exam is essential for continuing on to the final stage – preparation of the business plan.

Prior to leaving the residency program, each participant meets with the individual who will grade the business plan. The CMM candidate must propose a sound business plan that

Currently there are but a small number of CMMs in the Sacramento Sierra Nevada chapter—less than one percent of the chapter's members.

is written for a specific purpose, e.g., funding for new business growth, funding a start-up business, etc. When the candidate leaves

the location of the residency program, it is after writing a short abstract describing the purpose for which the business plan will be written. The complete business plan, including financial documentation and other appended documents, are due approximately 60 days from leaving the onsite program. While it may sound like a lot of time – it is not. It is imperative to begin work on the plan immediately and continue to build it, refine it, and perfect it until it is ready to be submitted. There are no extensions of time on business plan submissions.

The business plans are graded based on multiple criteria. If a plan is viewed as being inadequate or incomplete, the candidate is assigned a coach who will assist them in by pointing out the areas needing refinement. Once the plan has been reworked, it is submitted to the coach for evaluation. If the coach deems it to be acceptable, the person receives the CMM designation. If the coach does not accept the reworked plan, it is sent to the original reviewer for a second opinion. If both the coach and the reviewer believe the plan to be inadequate, then the candidate is not awarded the CMM designation.



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So why go through all this if there is even a remote chance that you will not receive the CMM designation? The answer is simple: because you know your strengths, you have the desire to move from logistical to strategic, and have confidence in your ability to meet the stringent criteria for achieving the CMM designation. Once achieved, there are no recertification requirements.

Currently there are but a small number of CMMs in the Sacramento Sierra Nevada chapter—less than one percent of the chapter's membership. There is little doubt, however, that as this designation grows in esteem and popularity, the percentage will increase. Are you our chapter's next CMM?



MaryAnne Bobrow, CAE, CMP, CMM is the managing partner of Bobrow & Associates, an association and meetings management company in Citrus Heights, California. She is President-Elect of the Sacramento Sierra Nevada Chapter.

Buy Locally *continued from page 5*

6. Buying local provides a competitive edge for your food and beverage operations. You can market the fact that your menu ingredients are fresh and locally grown.

Analyze where the food comes from. Pull out a map and mark the locations. What you discover may surprise you. After you have gotten over the initial shock, take a serious look at what you can do to reduce the distance from point of food origin to your property. If you purchase in bulk from a distributor, include them in the process. Explain your concerns. If they want to keep your business, they will work with you to find new suppliers closer to where you are located.

If no local or regional grower is available, choose a locally owned distributor that can meet your needs. No matter where you get your food products, choose organic and Fair Trade items when possible. They have less environmental impact and tend to be produced responsibly. Be aware of the impact of your decision to cater to local or regional vendors. On occasions, developing nations that are 100 percent reliant on food exports can suffer from the disappearing business.

Purchasing can be a complex process but it most definitely is one area where your property can have a positive environmental and social impact. And, it is not just food that matters. Where you buy your mattresses or pillows also is important, as well as the construction materials that will be used for your new property or renovation.

Edited from an article in Green Lodging News, February 26, 2007, by Glenn Hasek, Publisher

The Cal Neva: Returning style to your meetings

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12 Mistakes Made When Creating PowerPoint® Slides and How to Correct Them

By Jim Prost — Fripp & Associates

How would you answer this multiple-choice question? Which of the following statements best describes your view regarding PowerPoint® slides?

- (a) My PowerPoint® slides demonstrate what a great graphic artist I am!
- (b) My PowerPoint® slides are great because I use everything the software has to offer!
- (c) My PowerPoint® slides enhance my presentation, reinforce my points, support me and my message, and most importantly they do not overwhelm my audience!

From the audience's perspective, answer (c) the better choice.

Let's take a look at some common mistakes made when creating PowerPoint® slides and how to correct them.

Mistake #1 - What You See Is What You Get! (Remember WYSIWYG?)

Solution: What shades of colors you see on your computer screen will not be the same shades of colors that are projected. (If you don't project your presentations go to Mistake #2). Even some of Microsoft's templates are difficult to see when projected. Hint: Try to project your presentation for preview before you present to your audience.

Mistake #2 - Creating Slides That Are Hard on the Eyes or Even Impossible to Read

Solution: Think in contrasts! Use dark background colors and light colored type or light colored backgrounds and dark colored type.

Mistake #3 - Selecting Inappropriate Colors for Your Slides

Solution: Color can incite emotions! Unusual shades of red, brown, yellow and green can put your audience on edge throughout your presentation (this is not a good idea unless that is your intention!). Red is considered a "hot" color and should only be used as an accent color.

Mistake #4 - Choosing Difficult to Read Fonts

Solution: Helvetica and Arial are good fonts to use. Microsoft frequently uses Times New Roman but that font projects like "dot matrix" text. Sans-serif fonts (like Arial and Helvetica) look much better when projected.

Mistake #5 - Putting Shadows on Text

Solution: Putting a shadow on text makes the text difficult, if not impossible, for an audience to read. Putting a shadow on a textbox will automatically put a shadow on the text included in the textbox. Keep it simple and plain but attractive!

Mistake #6 - Not Letting Your Audience Know Where You Are

Solution: Put slide numbers on slides so that your audience members can refer to them.

Mistake #7 - Starting Your Presentation Before You Are Introduced

Solution: What do I mean by this? I recommend putting a blank slide as your first slide in your Power Point presentation. This way your title slide will not appear before you do!

(Value-added hint: if you must wait a long period of time before you start presenting, you may consider adding two blank slides. Click to the second blank slide a minute or so before you are introduced so that your computer will wake up - even if you turned the sleep or hibernate function off - just like people, they can fall asleep during a presentation!).

Mistake #8 - Selecting More Than Two or Three Fonts

Solution: In any one presentation, two or three fonts are all that you need. Keep it simple and plain but attractive! Sound familiar?

Mistake #9 - Using All the Bells and Whistles to Show How Good You Are With Power Point

Solution: Be consistent! Whatever you do on one slide, do on all slides. For example, use the same fonts, coloring, animation, transitions, etc. across all slides. And do not use every element available in any one presentation!

Mistake #10 - Not Being Able to Read Your Print Out

Solution: I recommend going to the View pull down menu and selecting grayscale. Look at your slides in this view because this is how they will print on a black and white printer. If you see a solid black box or element, text, etc. right-click on that element and select the grayscale view and change it to black and white.

Mistake #11 - Animations That Don't Work

Solution: When you create a slide, the order in which you add each element is the order in which those elements will animate when you show the slide show. Go to the Slide Show pull down menu then click on Custom Animation. You can click on each element and add the wanted effect and select the order in which the object will animate in the custom animation sidebar. Again, keep it simple.

Mistake #12 - Each Slide in a Presentation Appears To Be Different

Solution: When creating a new presentation, go to the Master Slide and format the text both for color and font, what animations should occur, add the slide number and any other element you want to appear on each slide.

With a little talent, a dash of creativity, and a hint of restraint, your next Power Point presentation will be a work of art instead of a solution to insomnia.

Jim Prost, Fripp & Associates, JProst@Fripp.com, 1-800-634-3035, <http://www.frippandassociates.com>

8th Annual Golf Tournament



WHEN: Wednesday, **June 6, 2007**
 6:30 am Sponsor Check In
 7:00 am Golfer Check In
 8:00 am Shotgun Start
 1:30 pm Awards Luncheon

WHERE: Timber Creek Golf Course
 7050 Del Webb Blvd
 Roseville, CA 95747
 PH: (916) 774-3850
www.timbercreekgc.com



Includes: Golf, cart, range balls, contest holes, awards BBQ luncheon, putting contest, and prizes.

Clubs: Please contact the course for rental clubs

Registration and payment

- \$135 – Single Golfer**
- \$520 – Foursome**, all four players must sign up at the same time with full payment.
- \$25 – Lunch Only**

Registrations received after May 22, 2007 will be charged an additional \$15 per player and \$50 per foursome.

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Cardholder's Name

Authorized Signature

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