

# BIDS & PIECES



LOYALTY TO YOUR COMPANY, JUSTICE TO THOSE WITH WHOM YOU DEAL, FAITH IN YOUR PROFESSION

## Presidents Pen

Rita Wenthold

What an exciting and eventful time for our affiliate. I'm happy to report we now have over two-hundred affiliate members representing over sixty companies in the San Antonio area, many who are certified as professionals in Supply Management with ISM.

I challenge each of you to become even more involved in making this organization bigger and better every day with your dedication to spending more time networking with other professionals at our dinner meetings or fundraising events, becoming certified by ISM with the CPM or CPSM credential, and gaining knowledge in your chosen field by attending the ISM Satellite Seminars, our dinner meetings or board meetings. One other thing you could do to best help our affiliate achieve its full potential is recruit members.

We had a great speaker and dinner meeting with thirty one members in attendance on October 2nd at the Petroleum Club with an awesome speaker you may have seen before, Mary Redmond: Author, ISM speaker, entrepreneur and developer of the LeaseSpeak™ System, A Division of Independent Lease Review, Inc. Mary is well known around the country for her expertise in lease contract negotiations with training available to use her suite of tools for selection, contracting, and managing suppliers. Please view more about Mary and her products at [www.leasespeak.com](http://www.leasespeak.com).

Your leadership team made some headway earlier that day on laying out a plan of action to reach new growth goals that will deploy our vision for the affiliate. To meet some very aggressive membership goals, we developed many action items that include plans to engage with the city officials, representation from colleges and universities in our area, and businesses in outlying cities in addition to the major

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employers in our area, to both solicit new members and also gain advisors on how best to serve the community with our affiliate. We invite any of you who are interested to please plan to attend board meetings and to offer your suggestions so we will continue to be successful, and continue to grow.

Please join me and the ISM leadership team in welcoming our new Budget Committee Chairperson, Werner (Vern) Teichroeb from Standard Aero. Vern has been in loyal attendance at many dinner meetings over the years and we are so pleased to have him on the board going forward. We unfortunately have lost Tom Mac Bean as our Golf Event Chair due to relocation to the East coast, and he is already sorely missed. We could really use some help with the November 2 golf event at Silverhorn, so please contact Beverly Burnett, Robert (Gary) Smith, or Dave Sanchez if you have a desire to serve. They are actively pursuing golfers and sponsors.

Watch for news on upcoming events and their corresponding CVENT invitations or call the board member below for assistance and information:

- CPSM classes
- ISM lunch and learn Satellite Seminar
- October Dinner Meeting on 10-23-08
- CPM training classes
- Golf Tournament Fundraiser

Rita

## Past Presidents Corner

I wish to publicly thank everyone who was on the leadership team that I was privileged to work with this past year. I believe we had a great team and accomplished much due to the hard work of everyone.

Also, I wish to report that the Policy and Procedure committee is in the process of reviewing and updating our Policies and Procedures manual. We will have a draft ready for the board to review on or before the middle of November....We hope to vote on it at the Board Meeting in November and then have the membership vote on the changes at the November or January meeting depending on timing

## OPPORTUNITIES

### *C.P.M. Survey Results*

It's not too late, but we're getting close; **the last day to register for Modules 1 & 2, Oct 17, 2008.**

Sign up for the upcoming C.P.M. module review sessions.

- Module 1, Oct 25<sup>th</sup> 8am-12noon
- Module 2, Oct 25<sup>th</sup> 1pm-5pm
- Module 3, Nov 15<sup>th</sup> 8am-12noon
- Module 4, Nov 15<sup>th</sup> 1pm-5pm
- Each module is \$25 for members, \$35 for non-members
- Classes will be held in the Executive Boardroom at Via Metropolitan, 800 West Myrtle, San Antonio 78212
- Contact Dave Sanchez@ [sanchez.dave@heb.com](mailto:sanchez.dave@heb.com), or 210-938-6715 for additional information



### *CPSM REVIEW CLASSES*

- Sessions to be held every Tuesday evening from 6 p.m. to 8 p.m. starting September 9th going through December 2nd (Monday lunchtime session also available from 11:30 a.m. to 1 p.m.)
- Sessions will be hosted by Harland Clarke, located at 10931 Laureate Drive, SA, TX 78249 (near Prue and Fredericksburg )
- There is no cost for ISM members (no other ISM affiliate offers this type of review class FREE to it's members)
- Each person will need a copy of the CPSM study guide for use during the sessions (can be purchased from the ISM website)
- Contact Michael Mundahl @ [michael.mundahl@kci1.com](mailto:michael.mundahl@kci1.com) for additional information

## NEW MEMBERS-September

Jill Retzloff	Avery Curnel
Brian Woodard	Joel D. Haag
Heather Hall	Christy Cornet
Paul Couch	Myrna Carroll
Laurence Edmond	

## Monthly SPOTLIGHT.....Zack Patrick

On September 17, 2008-Zack Patrick received his CPM Certification, he is currently unavailable for comment on his certification due to he is traveling internationally please check your November Newsletter for an in depth article on his achievement.

## Upcoming Events

- CPSM classes continue through 12-02-08, Tuesday's 6PM – 8 PM at Harland Clarke, led by Michael Mundahl, C.P.M.
- ISM lunch and learn Satellite Seminar on "Applying Lean Concepts in Supply Management" is October 16 at Southwest Research Institute from 9AM to 1PM. Contact is Robert Wolfe.
- October Dinner Meeting on 10-23-08 begins at 5:30 PM for networking at the Petroleum Club, registration list and speaker handled by Robert Wolfe. (The Board Meeting will begin at 4 PM in this same venue).
- CPM training classes are October 25 (Module 1 & 2) and November 15 (Module 3 & 4) for a cost of \$25 per module (\$50/day) including lunch at Via Metropolitan Transit led by the Austin ISM trainers, arranged by Dave Sanchez.
- Sign up now on Cvent for the Golf Tournament Fundraiser – November 2 at Silverhorn and if you have any suppliers that are interested in being a Hole Sponsor or playing a round of golf with local procurement professionals please contact Beverly Burnett to get them signed up as well.



As part of our annual fundraising efforts for education and scholarship, we rely on our suppliers to help us promote increased interest and training in Supply Management. The annual Golf Outing is our principle fundraising effort so your participation is vital. Past scholarship sponsors have included:

- Cavender Chevrolet
- Power Reps Inc.
- H.E.B.
- HD Supply
- Office Depot



Golf Outing Date: Sunday November 2, 2008

Time: 11:00 A.M. Lunch, 1:30 Shotgun Start, Awards after completion of round

Place: Silver Horn Golf Club, 110 Bitters Rd. San Antonio TX 78216

We will have all sorts of prizes and giveaways, so be sure to stick around for the awarding of prizes after completion of the round.

We are looking forward to a very successful and fun day, we will see you on November 2! If you have any questions, please contact the undersigned below.

## Meet the Speaker



### *Mary A. Redmond*

**Seasoned Negotiator, Speaker,  
Author, Entrepreneur**

Mary Redmond founded Independent Lease Review in 2002 as a client advocate consulting firm in 2002. Her unique, specialized skills help companies negotiate fair, equitable lease contracts. Savings total more than \$4.5 million to date. Mary speaks, consults and writes nationally on the subjects of equipment leasing, negotiations and entrepreneurship. She is the creator of The LeaseSpeak™ System: Your Guide to Saving Money on Leases.

Programs & Keynotes Negotiations:  
How to Get More of What You Want Every Time

**Mary's five keys to successful negotiations –H.E.A.R.D.**

**H**omework: Research and plan

**E**xplore and engage

**A**ssess what you know and don't know

**R**ecommend: Explore and propose

**D**ocument and distribute the agreement

**Negotiations: How Men Get What Women Want it's all about the perspective**

- Behavior labels
- Character stereotypes in the media
- *Challenge child labor laws*
- *Disarming the tough guys*
- *Don't make a \$700,000 mistake*

***A Half Dozen Life Lessons***

*Mary donned her first hat more than 17 years ago and gained a new "hatitude." Today she uses her hats to share stories of courage that inspire and challenge you to create new ways of looking at life. Mary reveals life changing experiences and opportunities for growth. She challenges you to make subtle adjustments so that you are a more powerful, passionate player in your life. Mary Redmond works with business professionals and entrepreneurs to sharpen their negotiation skills so they are more confident and effective negotiators.*

*What clients say . . .*

"You did a great job. You understood your audience, you engaged them, and you were humorous when needed, yet had a sincere well thought-out message." -Howard Putnam, Former CEO, Southwest Airlines

"Mary does a masterful job in bringing life and excitement to a vitally important topic. Her mastery of the subject is evident. Her energy level and passion in delivering her career learning's make her presentation one of the best I have attended in a long time." -Bob Rudzik, President, Greybeard Advisors

"You are making a difference in the lives of others!" -Sarah Stump, Emporia State University

"Since we are new in our career paths, we have particular concerns about our jobs and career development. We can use the negotiation skills you taught in our work everyday." -Kansas City Young Nonprofit Professionals

"Your connection with your audience was great, and I feel that everyone's attention stayed focused on what you had to say. The significant idea that I was reminded of is the old saying, 'Everything's Negotiable.' "

Myrna Carroll, Randolph-Brooks FCU

"Mary keeps the audience's attention throughout the day with her 'right to the point' style and gives you so many take aways that it is hard to write them all down." -Susan Kellar, OppenheimerFunds, Inc.

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**THIS HALLOWEEN, SUPPORT THE FIGHT  
AGAINST A TRULY SCARY ILLNESS**



# PIN UP A PUMPKIN

**WITH CHAMPPS!**

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