



international executives association

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A publication of the IEA

Just how big IS Trade between Canada & the US?

INTERNATIONAL EXECUTIVES ASSOCIATION

P. O. Box 4044, Edmonton, AB T6E 4S8 Canada
Telephone: 780-413-1979
Fax: 780-413-1975
Managing Director Betty Adams

We don't have to be in the same room to be on the same page!!

Members in the News!

Nothing reported this month so I will fill in with some Leads & Did Business With stories!

Sonoma County

Christine Cromwell wants to share some IEA success:

1. Eric Henderson-I referred him to Kona Exec's. He is an interior designer currently working on several projects in Hawaii. He will use Kona Exec's for furniture, fabrics, etc. He used the Miami Exec's for the same purpose last year when he was working in Miami.
2. Referred a local client-declines to give his name. He will be retiring in the next two years and intends to buy a yacht and sail the Hawaiian islands. Gave him Phil Everingham's info to discuss yachts.

This article was compiled by Foreign Affairs Canada and was published in the Edmonton Chamber of Commerce newsletter last month....I thought it would interesting for IEA members, too.

Did you know Canada and the U.S. enjoy an economic partnership unique in the modern world? We share the world's largest and most comprehensive trading relationship, which supports millions of jobs in each country. Since the implementation of the Canada-U.S. Free Trade Agreement in 1989, two way trade has tripled. Under NAFTA, growth in bilateral trade between Canada and the U.S. has averaged almost 6.0 percent annually over the last decade. In 2004, our bilateral trade was close to \$680 billion, with over \$1.8 billion worth of goods and services crossing the border every single day.

Canada's trade with the U. S. is responsible for more than half (52%) of our GDP. The U.S. represents roughly 4/5 of Canada's exports and 2./3 of our imports. Canada, in return represents 23.5 percent of America's exports and 17.4 percent of its imports. In 2004, Canada was the number one foreign market for goods exported by 39 of the 50 states, and ranked in the top three for another eight states. In fact, Canada is a larger market for US goods than all 25 countries of the European Union combined, which has more than 15 times the population of Canada.

Canada and the U.S. also have one of the world's largest investment relationships. The U.S. is the largest foreign investor in Canada and the most popular destination for Canadian investment. In 2004, U.S. direct investment in Canada was worth more than \$228 Billion, while Canadian direct investment was close to \$165 billion, which makes Canada the 7th largest investor in the U.S., accounting for 7.6 percent of all Foreign Direct Investment (FDI) in that country.

Almost all of our exports and imports cross the Canada-US border without incident, a remarkable achievement for a trading relationship worth almost two billion dollars a day. Our two countries, however, do maintain key differences in economic policy and respond in different ways to world economic conditions and the global free trade agenda. In cases where we have not been able to resolve our difference through consultation, we have relied on WTO and NAFTA dispute settlement procedures.

2006 IEA Conference Update:

3. Thanks to Lee Jones of San Francisco Exec's for bringing his tax work to me.

Honolulu

(Jack Schneider was busy in West Palm Beach last year)

Michelle's mom lived, and still lives in West Palm Beach. She wanted to sell her place, and move into a more upscale senior living environment. I called Allison at the Palm Beach Execs, she gave us the contact info for a realtor, and a moving company. Both contacts were great, they went above and beyond to effect a seamless move, and a great sale.

Michelle & her mom couldn't have been more pleased. Once again I was a "hero".

Also, in Shreveport at the 2005 Conference Auction, I purchased the room and dinner packages that were donated by the Hotel member of the Palm Beach Execs. I used them just prior to coming to Vegas for our Board Meeting. The hotel was great, and we were treated extremely well. I also went to the Palm Beach Execs weekly meeting, and sang the praises of the mover, the realtor, and the hotel!

IEA

(from Betty Adams, Director)

At the end of April, the IEA Board again held their mid year meeting in Las Vegas at LVEA member, the Stardust Hotel. The service was so outstanding, I also felt compelled to do business with the LVEA Florist and had them send a 'thank you' to Mary Ann Burns & her staff.

Miami

(From Marti Bueso) One of Miami's members, Gayle Reichner of The Cardiology Center takes full advantage of her membership in IEA. She has been a positive voice in promoting IEA - always telling stories of the assistance received from IEA members as her two grown daughters move around the country or change careers. Her daughter Melissa moved to New York City recently and I encouraged her to contact New York Execs. She stated she already had! Here is result one! "I got in contact with Bob Goodman with Support Personnel, a member of EAGNY. I had Melissa send him her resume and he just emailed me that they have an appt tomorrow. This organization ROCKS!"

Non IEA Members:

Marin County (BEAM)

(New Executive Director)

Christine Ruppe

Email is RupRancho@aol.com

Marin Exec's phone #s 415-458-3161



<http://getwired.seattleexecs.org/>

Everything is on this website...the most up to date information plus the Registration form

October 4, Wednesday

Board of Directors meeting at the Crowne Plaza Hotel Boardroom at 9:00 am.

Lunch in the Regatta Café 12:00 – 1:30

Board meeting concludes at 4:00 pm

Rookie Welcome Regatta Café 3:00 pm

CONFERENCE DELEGATES

4:00 pm – 7 pm "Get Wired" welcome festivities and Registration at the Washington Athletic Club, 1325 Sixth Avenue, Lobby Lounge; Featuring Dale Chahuly Glass Collection

Walk 1 ½ blocks along 6th Avenue to the private Washington Athletic Club.

Announce to security you are a member of IEA annual conference and you will be escorted to the party. Following, you are free to explore the sights of Seattle. Gather a group and enjoy a NW quest for local cuisine and entertainment.

October 5, Thursday

7:30 am – 8:30 am Wake up to a fabulous buffet Breakfast hosted by the Crowne Plaza Hotel

8:30 am Welcome to Seattle by IEA Conference Host Chairman, George Vestal and Greg Porcaro, IEA President

9:00 am Keynote Speaker: Michael Salzberg, President of Campbell Sales Company and a Senior of VP Campbell USA, a \$3.2 billion division of Campbell Soup Company.

10:00 am Break and refresh / locate your breakout session

I would like to let you know as the Memorial Day weekend in the US is just passed, that we are very excited and look with great anticipation to your visit in October. The final details are coming together and you will receive a post card mailing in a couple of weeks with exact instructions to learn more about the IEA Annual Conference in Seattle.

Of course, we are using the internet to inform you and all members about the conference, but remember we can be reached by phone, fax and email should you like to inquire further. If you'd prefer to have the registration forms mailed; no problem.

Could your membership be reached better with a mailing, we can do it.

Just let us know what will assist you in creating more excitement about building your network and connecting with IEA members this fall in Seattle. Members who believe in executive associations relationships, from across the US and Canada, will be in Seattle to explore mutual business possibilities and connections to build undeniably profitable relationships.

Yours truly

Glenna Thomas, Executive Director,
Seattle Executives Assn. 206-352-3955
glenna@seattleexecs.org

OCTOBER 4 -7, 2006 Crowne Plaza
Don't Miss It !!!

NW REGIONAL MEMBERS:

Remember 1999?

- WE'RE HERE TO DO IT AGAIN! YOU WANT TO BE HERE TOO!

Akron

Akron is hosting the **North Central Regional meeting on June 8-9th**. Contact Becky Draper for more information bdraپر@akronexecs.org

2006 IEA Board of Directors

Northwest Region:

Mbr: George Vestal, Seattle

george@mcdonaldemployment.com

Dir: Glenna Thomas, Seattle

glenna@seattleexecs.org

Southwest Region:

Mbr: Jack Schneider, Honolulu

jschn@lava.net

Mbr: Christine Cromwell, Sonoma Cty

queenc@sonic.net

Dir: Marguerite Widener, Las Vegas

infor@lvea.com

Dir: Tiffany Mock-Goemann, San Francisco

tiffany@freshalliance.com

North Central Region:

Mbr: Cindy McFall, Akron

gjfts@cookiefrontier.com

Dir: June Cox, Detroit,

junecox@sympatico.ca

South Central Region:

10:10 am

3rd floor conference room - informal discussion
Table topics on a variety of subjects; select a table
for a brainstorming session and idea exchange.

11:20 am

Return to Lobby for the typical Seattle Executives
Assn luncheon.
Registration for all guests not currently registered

11:30 am

Networking and casual conversation as you locate
your assigned table

12:00 noon

Gavel in the luncheon meeting.
Meeting time is extended to allow for guest introductions

1:30 pm

Meeting closed with 20 minutes break before
afternoon sessions
Locate your breakout session

1:50 pm

- 1) Association Development by Lynn Melby
Board leadership – identifying and
mentoring good leaders
- 2) Business Development – (Topic and speaker TBA)

2:45 – 3:00 pm

Break

3:00 – 4:00 pm

- 1) Association Development by Lynn Melby, cont'.
Where do associations fit in the future?
Excerpts from Jim Collin's groundbreaking
"Good to Great" study of Associations.
- 2) Business Development (Topic and Speaker TBA)

4:00 – 5:00 pm

Informal networking in the "Get Wired Café"

5:00 pm

Evening dinner and activities are no host.
See Seattle on foot, by boat or by monorail

October 6, Friday

8:00 – 8:45 am

Calgary Stampede Pancake Breakfast
Ride'm cowboy and hang on to your hats

Nestled in the foothills of Canada's Rocky mountains,

Calgary is one of the fastest growing cities in North America with a current population of 1 million people. Calgary has a well-rounded economy that boasts many diverse interests. Traditionally an "oil city", Calgary also is a centre for agriculture, high tech, education, and real estate. It is the second largest head office city in Canada and a popular destination for meetings and conventions with its unique western hospitality and proximity to the Canadian Rockies.

8:45 – 9:00

Calgary Executives Association Presentation

The Calgary Executives Association is pleased to be hosting the 2007 IEA Conference. Join us for a traditional "Stampede Breakfast" as we begin to 'energize your connections' for 2007 in the Heart of the New West.

2007 IEA Conference - September 26-29, 2007
Hyatt Regency Calgary - Calgary, Alberta, Canada

9:00 – 10:00 am

Keynote speaker

Mbr: Marion Marks, Shreveport
mkmarks@mmcc.com
Dir: Marcia Perlitz, Dallas
dalexec@dallasexecutives.com

Northeast Region:
Mbr & IEA President:
Greg Porcaro, Rhode Island
gporcaro@oppgcpa.com
Dir: Jack Flynn, Worcester
jackflynnwea@aol.com

Southeast Region:
Mbr: Phil Everingham
pbemsdd@hotmail.com
Dir: vacant

Members-At-Large:
Lee Jones, San Francisco
lee2566@pacbell.net
Jerry Leippy, Akron
jleippy@att.net

**Question of the month:
Got a Question? Send it to**

**IEA Managing Director
(& Editor)**

**Betty Adams:
director@ieaweb.com**

Brian Turner CFO of Coinstar

10:10 *Break and Locate breakout sessions*

10:20 – 11:20 am *Breakout sessions:*

- A) *What every Executive Director must know.*
Lynn Melby discusses the necessities for an association to succeed and the pitfalls in dealing with volunteers
- B) *Hiring the right person – What to do when you haven't.*
Dave Salzberg provides step by step procedures to make your next job hire "the right hire".
- C) *"Be at ease when speaking before your association!"*
Mary Ann Dorward, nationally known actress, speech writer and public speaking consultant

11:30 – 11:40 *Gray Line Bus will load on 6th Avenue at 11:30 for a ride to the waterfront. If you miss the bus, take a taxi (or run) to pier 56 to board The Royal Argosy. You don't want to miss this!!!*

11:40 – 11:50 *Boarding – ON TIME, don't be late.*

12:00 – 2:00 *Tour Puget Sound on The Royal Argosy. Fine dining and sightseeing on the one of a kind locally built vessel. Casual seating until 1:15 when we regroup for our **Regional Meetings and election of Regional officers.***

2:00 – 4:30 **Free time:** *Enjoy Seattle sights and shopping. Arrange a "group huddle" and problem-solve – share ideas. Rest and relax.*

4:40 pm *Board the Gray Line of Seattle bus for our dinner gala*

5:30 – 9:30 pm *Washington Mutual Bank is opening its Private Conference Center for our use. This is a gorgeous NW structure ... Silent Auction begins at 6:00. Register and provide your bid information so you can get your name on the items right away.*

8:00 pm *Silent auction closes*

9:30 pm *Bus leaves for downtown Seattle.*

October 7, Saturday

8:00 – 9:00 am *Light breakfast*

9:00 – 10:00 am *Ralph Bruksos, Training Consultants. Sales and management trainer, author, public speaker. From his book, "Turning Change into a Payday."*

10:15 – 11:15 am *Town Hall question and answer period. 2 executive directors and 2 association presidents will answer association questions posed to them from the audience. Break.*

11:30 – 12:00 am *IEA report by Betty Adams, IEA Executive Director*

*IEA report by Greg Porcaro, IEA President
New officers introduced / Thank you's and good bye's*