



international executives association

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A publication of the IEA

INTERNATIONAL EXECUTIVES ASSOCIATION

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

Members in the News!

Honolulu

June 6 From HEA member Manny Menendez: ...I am in Budapest right now & will give a big speech here on China tomorrow to a bunch of Merchant & Investment Bankers and European government officials and then some FUN. I will go to the opening game of the World Cup which is the largest watched sporting event in the world with over a Billion people viewing !!!! I was invited by the President of the 2006 World Cup and one of the most famous soccer players of all time (like Pele)...Mr. Franz Beckenbauer who is the only person ever to play in the World Cup and win it and coach his team and win it also. Here is a picture of Franz and myself.

IEA Welcomes a New Member!!

The IEA Board of Directors voted unanimously to approve the application of the **Tampa Business Executives Association** for membership in IEA.

TBEA was founded in January 2006 and has 12 members. President is Joe Lewkowicz (Caldwell Banker) and the Executive Director is Nancy Kissane. Since TBEA is a brand new Association, there are many classifications to be filled. If you have contacts & suggestions for members in TBEA, you can check out their current roster at www.tampaexecs.com or contact Nancy via email nancyk@tampaexecs.com

IEA members have been on the move this month, meeting & networking with each other....as always, there are tales to tell:

Submitted by Marion Marks, Shreveport-Bossier member & IEA Board Member following his meeting with the Greater New Orleans Executives Association

Note: On behalf of the International Executives Association Board and members, Marion volunteered to contact the New Orleans Executives and attended their meeting on June 21st. He was to inform GNOEA of three immediate offers. San Francisco Executives Association raised \$1500.00 immediately following Katrina for GNOEA - it will be used to buy new computers and other essential equipment essential to run the Association. Seattle Executives Association has offered free conference registration to a delegate from New Orleans. The IEA will waive the annual dues for GNOEA for one year.

From Marion: This is my recent communication to the out-going president of GNOEA. I went down on Sunday afternoon with Ginger to New Orleans. On Monday I made it a point to check in on a number of the members businesses or research what I could about how they were doing.



*Pls give my regards to everyone at HEA(& IEA)....by the way I will be with Mr. Beckenbauer at the opening so look for me!
Kind regards your Global Goodwill Ambassador,
Manny Menendez*

Seattle 2006 Conference Hosts

You should receive a post card in the mail very soon with exact instructions to learn more about the IEA Annual Conference in Seattle.
*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!

Question of the month:

Got a Question? Send it to

IEA Managing Director (& Editor)

Betty Adams:

director@ieaweb.com

From the Sergeant at Arms of the Abbotsford Executives Association (formerly President, Treasurer, etc.).

My question is, do any other members of the IEA have a data base or generic list of "*fineable offences*" that could be levied by the Sergeant at regular weekly meetings?

In our meetings, we've generally fined people for "standard" offences such as:

- failure to sign in to the meeting
- referring to the Association as a "Club"
- failing to identify yourself when speaking at the meeting
- cell phone ringing during the meeting.
- failure for people to hand in reports on time
- failure of an entire table to give "Leads" in a meeting -etc.

Of course, these fines are all in good fun (the cost of each fine is \$1), and our members actually get quite a chuckle out of the fines levied. But if anyone has more suggestions for additional offences to look for, I'd appreciate it.

At least **75%** were DRIVEN from their place of business or the member's residence was uninhabitable. Actually I believe the rate was higher – but I don't want to exaggerate. We had a somewhat quiet buffet dinner with three board members, including the president elect Tom Tappen, and Susan Busby the ED to discuss the Tuesday program presentation and what would work best for them. Getting around is much easier now than in prior months, but still nonworking traffic lights and large stretches of "dead city." Saturday was particularly violent, and the national guard and State Police now have a presence with local police to shut off gang activities. None of this affected my visit.

New Orleans is better off each time I return. However it is quite apparent that there is "NO captain of the ship".

The good news is that private business is making things possible in the chaos. This small group of businessmen and businesswomen have pulled together to succeed where many have quit or just given up. Many former CEO "decision makers" and not hands-on managers have become deliverymen, repairmen, crew chiefs, on-the-job workers. Some 60 and 70 year-old semi-retired businesspeople are in the trenches of work, as well as doing their own home repairs. From pulling out stinky molded, mucky sheetrock, stucco, carpets, curtains, clothing, rugs, mattresses and you-name-it, they have and are in the process of rebuilding their lives.

Many of the stories I heard were too much for me before I met the GNOEA members. But to hear and see the rebirth of their businesses and the association was inspiring.

The membership of GNOEA is down to about 61 – from a high of around 100 pre-Katrina. They have about 3-5 members who are having to take leaves-of-absence because they can't even take time to attend a once-a-week breakfast. Susan Busby will be communicating with IEA about an updated roster with the new president, board and committee members. I attended a board meeting also Tuesday, and have a sense that they are still working out the association's recovery. There is money in the bank and they are doing some great programs to help members, but the recovery will be LONG and HARD.

My observations led me to other items that IEA could do, and, I think this fits into their scheme for assistance.

1. They need skilled workers BADLY. They will pay a premium to hire skilled workers. If you know someone who feels a "calling" to assist in New Orleans, get with the appropriate GNOEA member.
 2. The soon to be announced University Link could be a critical way to send business leads to GNOEA members. If you have an association member or someone you know from ANYWHERE who has a child attending Tulane University, get them to use GNOEA members for any services possible.
 3. Get with Charlotte Binnings for any travel in New Orleans, Use Enterprise vehicles though the New Orleans Office. Travel in New Orleans is very inexpensive right now...
 4. Remember, the GNOEA member businesses are struggling to make maximum use of their available resources. So if you send business, don't be surprised if normal communication is slow – but let them know it's coming from the IEA. Keep GNOEA in your plans and think about the needs of New Orleans.
 5. If you can go to New Orleans – GO – there is much still worth doing. New Orleans is still the home for many historical and cultural things you can't get anywhere else.
- Marion K. Marks, M&M Communications Concepts

Reply to Marion from GNOEA:

I would like to Thank You on behalf of our Greater New Orleans Executive Association for being our guest speaker this morning and the bearer of many gifts.

I know that you brought many of us an enthusiasm and

Rudy Paxian
Sergeant at Arms
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*Betty's note - we don't fine anyone although
sometimes I wonder why not...please copy me
with your answers.*

2006 IEA Board of Directors

Northwest Region:
Mbr: George Vestal, Seattle
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Dir: Glenna Thomas, Seattle
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Southwest Region:
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Dir: vacant

Members-At-Large:
Lee Jones, San Francisco
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Jerry Leipply, Akron
jleipply@att.net

encouragement and we can all us at this time.
Please thank the association in San Francisco for the \$1500.00,
Seattle for one of our executives to attend the 2006
conference, and the International Executive Association for the
paying our dues for one year.
Hopefully soon we will have more deposits than withdrawals.
Thank you,
Charlotte Binnings, President GNOEA

Submitted by Becky Draper, AEA Director

THE IEA NORTH CENTRAL REGIONAL CONFERENCE

was held June 7-9 in Akron, Ohio. Although attendance from other Associations was small, we had an excellent conference which was helpful to our guests as well as to our own AEA members. Wednesday evening was a social get together at our Hotel/Conference Center member firm Sheraton Suites, which is also where our overnight guests roomed. The 'meat' of the Conference was attended by many of Akron's members as well as our guests at our regular meeting place, where TLC Catering, Inc., our Catering classification has sole catering rights; it was a day long meeting on Thursday, June 8th. The schedule began with a morning seminar Strategies for Excellence, which was professionally presented by our dynamic duo, Beth Loesch and Susan Morgan, who are outstanding presenters of business communication seminars!

The luncheon was attended by 89% of our members and our guests and our speakers were **IEA President, Greg Porcaro** (Rhode Island Executives Association), giving us an update on IEA, and **June Cox, E.D.** of Detroit Executives Assoc., who helped us relax and laugh with her presentation on Stress and Humor. Both were warmly received and June's presentation was hysterical! The afternoon was divided into two sessions, the first being 'Working with Focus Groups and Why'. Our second afternoon session was roundtables with pertinent subjects for discussion; many good ideas were shared amongst those attending. The meetings were basically over at 4:00 p.m. A few of us went out afterward for dinner, etc.

Friday's agenda was the great Firestone Country Club golf outing, put together by **Past IEA President, Dominic Rizzo**. We had 7 foursomes, one of which was a foursome from Canada. All in all, it was a very successful conference. Perhaps 2007 will see more guests attending. We thank our Detroit, Cleveland, Pittsburgh, Rhode Island & Windsor guests for taking time out of their busy schedules to attend and look forward to sharing ideas and information in the future.

Edmonton & Red Deer Joint Meeting (B. Adams)

On June 15th, five member of EEA travelled south to Red Deer to join the Red Deer Leads Executives Association for their regular meeting. Following a brief introduction of EEA by Vice President Dan McOuat, a round table discussion of the inner workings of the RDLEA was held with lots of input from the EEA members on what was the same and what was different for the two groups. The 2 Alberta groups hope to meet again soon and have Calgary join them next time.

Are You Plugged In?

*By Peter Biadasz, Southern Plains Bureau
Chief*

(Peter is a member of the Tulsa Exec's) This article recently appeared on the National Networker online e-zine

<http://www.thenationalnetworker.com/>) and is reprinted with their permission.

It is my belief that everyone should be in a formal networking group. We all have our informal gatherings. But nothing makes the week brighter than meeting with other motivated professionals to re-energize a great week, whether that meeting is in the morning, noon or in the evening.

The networking group (or tips group, leads group) I belong to (and was elected to its Board of Directors) is associated with the International Executives Association. The group is comprised of business owners or company decision makers, meets weekly for lunch, and passes an amazing amount of business amongst its members. At 115 strong in membership we know that passing business, not just passing leads, is what pays the bills. Don't get me

wrong, we do pass a lot of leads, but with focus.

The International Executives Association (IEA) has over 110 executives associations worldwide representing over 5,000 members. Not only are the members a great resource for you locally, but if you are doing business or traveling to another part of the country (or world) you may find there is an association in your geographic area of interest.

According to Betty Adams, managing Director for The International Executives Association, the Executives Association movement has been in existence since 1916. She expressed that "the ongoing success of IEA is due to the generosity of spirit and willingness of the individual business members who pass leads and business to each other without the expectation of immediate return." In 1996 IEA was incorporated so that each local association would be assisted to connect with other IEA members worldwide.

Isn't it nice to know you have far reaching networking resources? To see where the associations are located just go to www.ieaweb.com and click on the chapter directory. Your business will never be the same.

(Thanks to Linda Bennett for letting me share - I think every Association needs to remind members once in a while)

"Exclusivity of Classification is a Privilege..."

As a member of SXA, you and your firm are granted exclusivity in your classification.

That means that your primary business, either products or service, comprises at least 70% of your revenue ... and you and only you can promote that product or service at SXA functions.

Your firm was eligible for membership in SXA because the major portion of your business was not in competition with the main activity or profession of another member.

Should your business, at any point after acceptance as a member, begin to handle other products or services which are out of the realm of your designated category and which may be in conflict with another member, please remember ... **you cannot promote that product or service!** Please also make your sales staff mindful of this requisite as well!

To avoid any conflict, be aware of what each member provides and take care not to invade his/her classification!

2006 IEA Conference Update:



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

You can find everything about the conference at the Get Wired web site including the Registration form