



international executives association

August 2006

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!

It must be summer time, I haven't heard from any members lately...but Debbie Smith, CEA did send me a note about a new EA starting:

Collin County Executives Association (suburb of Dallas, TX). Greg Stapp and 2 other CCEA members visited CEA last month and then met afterward with 2 CEA past presidents and the ED. They are currently only at 15-18 members, but will grow fast. For more information, contact Greg Stapp gregstapp@hotmail.com

Travelling?

Why not try an IEA member hotel....

Thanks to Michael Wade, member of the SFEA for the suggestion....I'll lead off with him.

Otherwise these are listed in the order in which the 'Company Directory Search' spit them

IEA Welcomes Two New Members!!

Well, technically we are welcoming them BACK...

The IEA Board is thrilled to have both Associations back as members. We will start introductions with the EA Chapter who has had a hellish year. Following months of non contact after Hurricane Katrina, the Greater New Orleans Executives Association has re-emerged... like the mythical Phoenix.

GNOEA has continued to operate through the past year and while they have lost some members, and other members are operating at less than a pre-Katrina level, there are over 60 active GNOEA members. We hear that 'Small Business' continues to be the backbone of the rebuilding of New Orleans and the GNOEA members are at the heart of it.

President Charlotte Binnings encourages all IEA members to travel to New Orleans, and use GNOEA members such as her travel agency or Enterprise vehicles through the New Orleans Office. Travel in New Orleans is very inexpensive right now...and you will be making a difference!

Please check out the GNOEA website at www.gnoea.com or contact Executive Director Susan Busby via email sbusby@gnoea.com

Secondly, and also in the South Central Region, the Tulsa Executives Association have confirmed their

out...please let me know if any details are incorrect or missing.

San Francisco CA
Queen Anne Hotel
www.queenanne.com
Michael Wade sales@queenanne.com

Palm Beach FL
Palm Beach Gardens Marriot
www.marriott.com/pbipb
Roger Amidon rogeramidon@marriott.com

Warwick RI
Radisson Airport Hotel
www.radisson.com/warwickri
Cheryl LaBanca
cheryl.labanca@ju.edu

London ON
Station Park Allsuite Hotel
www.stationparkinn.ca
lfrench@stationparkinn.ca

Fort Worth TX
Etta's Place
etta@flash.net
Leslie Bensen leslie@ettas-place.com

Red Deer AB
North Hill Inn
www.northhillinn.com
Joyce Boone (no email)

Las Vegas NV
Stardust Resort & Casino
www.stardustlv.com
Mary Ann Burns
maryannburns@boydgaming.com

Windsor ON
Holiday Inn Select
no web site listed
Todd Cuthbert fomwin@lodian.com

Calgary AB
Coast Plaza Hotel & Conf.Centre
www.calgaryplaza.com
Danielle Durrand
ddurrand@calgaryplaza.com

Charlotte NC
Hampton Inn & Suites Southpark at Philip's Place
no website listed
Fay Gibson fjibson@carolinna.rr.com

Abbotsford BC
Ramada Place
www.ramadaabbotsford.com
Jean Marc Guillamot
jean_marc@ramadaabbotsford.ca

Edmonton AB

return to IEA.

TEA has continued to grow and currently have 115 members. TEA is working on developing their website but Executive Director Ann Hammack can be reached at tea@tulsacconnect.com

Welcome Back to IEA!

2006 IEA Conference Updates:



<http://getwired.seattleexecs.org>

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

Leads ... Leads ... Leads !!

A little poetry to help you remember...

(taken from the Syracuse July 18th newsletter...thanks, Linda B!)

The time is here, that time of year, to analyze a **LEAD**.

Are there some facts that we should learn to help a **LEAD** succeed?

The answer is, "Of course there are," and these we'll now proclaim...

To start things off, let's be exact about the referral's **NAME**. Then follow this with utmost care, and give the right **ADDRESS**. 'Cause if our prospect can't be found, how can there

The Westin Edmonton
www.westin.ab.ca
Brenda MacGregor
brenda.macgregor@westin.com

Miami FL
Miami Airport Marriott
[no website listed](#)
John Mulrey john.mulrey@marriott.com

Akron (Cuyahoga Falls) OH
Sheraton Suites
www.sheratonakron.com
Deborah Mason dmason@sheratonakron.com

Honolulu HI
Outrigger Hotesl & Resorts
www.outrigger.com
Dean Nakasone
dean.nakasoen@outrigger.com

Seattle WS
Crowne Plaza
www.crowneplaza.com
Rene Neidhart
rneidhart@crowneplazaseattle.com

Nanaimo BC
Coast Bastion Inn
[no website listed](#)
Kelly Reay cbastion@nanaimo.ark.com

Fort Lauderdale FL
Lago Mar Resort & Club
www.lagomar.com
Walter Banks [no email listed](#)

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Mbr: Christine Cromwell, Sonoma Cty
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mkmarks@mmcc.com
Dir: Marcia Perlitz, Dallas
dalexec@dallasexecutives.com

Northeast Region:
Mbr & IEA President:
Greg Porcaro, Rhode Island

be success?
What number, too, would someone call to reach them
on the **PHONE**?
If you don't know, then look it up; don't let it go unknown!
Then name the **PRODUCT** the prospect seeks; what
SERVICE he may buy.
Now stay alert when you converse, and give these truths a try.
There's no mystique in finding **LEADS** and sources
are immense.
If you'll just learn what others sell, then use some
common sense!

Question of the month:

From the Executive Director of the Nanaimo Executives Association (and I know this is a 'on-going' question for many Associations)

Bad Debt - How do other Associations keep their Membership Dues Accounts Receivables up to date?

Boards seem to spend an inordinate amount of time on this one. Has anyone come up with a permanent solution? We (Edmonton) have tried posting names in the weekly newsletter which is something members try to avoid but it seems a tad harsh.

Please email Maria Poague mariapoagu@shaw.ca and please 'cc' the IEA Director director@ieaweb.com

Got a Question? Send it to

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(& Editor)**

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pbemsdd@hotmail.com

Dir: vacant

Members-At-Large:

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lee2566@pacbell.net

Jerry Leipply, Akron

jleipply@att.net

2006 IEA Conference Hosts

You should have received your post cards in the mail.

Remember, the hotel deadline is coming up very quickkly.

Glenna Thomas, Executive Director,

Seattle Executives Assn.

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[*glenna@seattleexecs.org*](mailto:glenna@seattleexecs.org)