



international executives association

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A publication of the IEA

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INTERNATIONAL EXECUTIVES ASSOCIATION

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Fax: 780-413-1975
Managing Director Betty Adams

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



Welcome New Members!

Thanks to the Nanaimo Execs for suggesting the IEA Newsletter is the perfect venue for welcoming new company members to the IEA chapters. For inclusion, just send info on your new members to the IEA Director.

Syracuse

CRAL Contracting, Inc.,
email craig@cralinc.com;
Craig Zinserling, President;
Category: Environmental Contracting



Happy Valentine's Day

2007 IEA Conference

Energizing Connections

September 26-29, 2007

Calgary, Alberta, Canada

*Greg McPherson Executive Director,
Calgary Executives Assn.*

*Sponsorship opportunities available
(Edmonton Execs will host Hospitality Suite)*

www.calgaryexecutives.ca

HR One Inc.
email khoey@amtekhr.com;
Kevin Hoey, VP/CFO
Categor: Payroll Company

Solvay Bank, Inc.
email: jjibbs@solvaybank.com
www.solvaybank.com;
John Gibbs, VP Corp. Banking
Category: Commercial Bank

Las Vegas

Southwest Gas Co.
Jeff Shaw - CEO
email: jeff.shaw@swgas.com
www.swgas.com
Category: Utility - Gas

Wright Engineers
Brent Wright - CEO
email: bw@wrightengineers.com
www.wrightengineers.com
Category: Engineers - Professional

Nanaimo

V.I. Pest Doctor
Richard Johnstone
email: doctor@thepestdoctor.com
www.thepestdoctor.com
Classification: Pest Control

Edmonton

Gold Dust Casino
Rob LeLacheur
Email: rob@golddustcasino.ca
Web: www.golddustcasino.ca
Classification: Casino



Chapter Contact Changes:

Jacksonville

Joyce Beard Executive Director
PO BOX 55082 - JACKSONVILLE, FL. 32216 -
904.724.8815
E-Mail: EAJaxNews@aol.com
Web Address: www.EAJax.biz

Pinellas

Donna Perry, Executive Director
Phone: 727-784-6507 Fax: 727-784-6514
1651 Cobble Court Palm Harbor FL 4683
E-mail: donnapea1@yahoo.com
Web: www.peafl.com

Rhode Island

Laurie Ramaker is now serving as the Executive



Las Vegas Executives Association Celebrating its 40th Anniversary 1967-2007

Valentine's is the perfect time to celebrate an anniversary and a perfect time to share with other EA's Marguerite Widener's wisdom on:

How to Succeed in the Las Vegas Executives Association....

of course this applies to almost every Executives Association...

Know each member personally.

Do not sit with the same members each week. A person at the next table may be just the one to help you.

Never forget a "Thank You." A fellow member who has expended effort in your behalf not only expects but deserves it.

If any member firm approaches your firm for business, offer him a fair opportunity. All factors being equal, lean a little.

Keep your eyes and ears open for LEADS AND BUSINESS for fellow members. They will be anxious to help you in return.

Follow through when a member gives you business. Make certain he gets the best products and service.

Attend all meetings, sell yourself and you'll probably sell your own products and services.

Be loyal to the interests of LVEA. Always consider yourself an integral part of the Association.

Remember - Your record follows you. If you do a poor job for one member, the word is likely to spread.

Arrive early for meetings and stay a few minutes later. Visiting with your fellow members can pay big dividends.

Show an interest in the other members' Classification Talks. You expect the same courtesy.

Assume a role in expanding LVEA's business horizons by increasing the size of the roster. Growth with quality new members is always encouraged.

Food for Thought - Everyone can succeed in LVEA with half trying by ...

Adhering to the attendance requirements;

Participating fully;

Utilizing LVEA's competent sales force (your fellow members), and

Recommending new members and replacements who can contribute to and profit from the Association.



Buffalo Execs to host North East & North Central Regional meeting in May...

BEA is looking forward to hosting NE & NC EA members in May and hope that each association will be able to send at least one representative to make this the best regional ever!

Date: Thursday, May 10, 2007 - Saturday, May 12, 2007

Place: Buffalo, New York

Host: Buffalo Executives Association

Contact Cheryl Samilio Meyer, Executive Director

Phone: (716) 852-6916

Director for EARI, and working with Jack Hutson.
email: ramakerad@cox.net

Cowtown (Fort Worth, Tx)

Patrice Pruitt-Story, Executive Support
patrice@patricepruitt.com

Tri-Valley

Cristin Kiper Sanchez, Executive Director
P.O. Box 985 Pleasanton CA 94566
Ph (925) 580-7719
Fax (925) 485-1394.
Email: cksanch@sbcglobal.net

Start Ups

Following is contact information for two cities who would like to start Executives Associations. If you are interested please contact them direct.

Houston

Steve Roppolo: Ph 713.647.5819.
sroppolo@laborlawyers.com

Lakeland (near Tampa Bay, FL)

Dayton Rumbough
hdrumbough@tampabay.rr.com



Annual Surveys & Renewal Forms have been sent and are Due Back!!

Travelling?

Why not try an IEA member hotel....

Las Vegas NV

Gold Coast (Boyd Gaming)
<http://www.boydgaming.com/>
Mary Ann Burns
maryannburns@boydgaming.com

Nanaimo BC

Coast Bastion Inn
[no website listed](#)
Kelly Ackeral lcbastion@nanaimo.ark.com

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

E-mail: info@buffaloexecutivesassociation.com

Website: www.bfloexecs.com

Hotel: Hyatt Regency (rate currently at \$109 per night)

Highlights: Participation at Buffalo Executives Association Annual President's Dinner - Guest Speaker: IEA Vice President Cindy McFall Friday, & Saturday Educational Sessions at Buffalo Convention Center. Additional (at cost) activities 'might' include golf (at Brierwood Country Club, and its 12 lane bowling alley, or possibly a visit to the Casino in Niagara Falls. Why not take this opportunity to spend a couple of days in the beautiful Buffalo/Niagara Region and see what all the excitement is about.



An EA Success Story - From West Palm Beach to Buffalo

The following tale was submitted by Cheryl Samilio Meyer, Ex. Director of the Buffalo Executives Association. It all started when West Palm Beach EA member Shelley Unocic contacted the IEA office for information on Executives Associations in the Western New York area. She received responses from BEA, Syracuse and New York. It turned out Shelley and her husband were transferring to Buffalo with her husband's firm. They were looking for any information they could get about the area, where to live, housing, etc.

The BEA members were asked if anyone knew of any developers looking to hire a really talented lady (of course, she is - she's an EA member!) The responses flew in from our members and before you know it Shelley had an interview with a local developer, arranged by the Vice President of our member real estate firm. Shelley landed the position and is now working for the firm in the **Western New York area.**

But it doesn't stop there. Shelley and her husband worked with the realtor and found that they wanted to build a new home, not buy an existing structure. They were assisted in doing this by the BEA member realtor. The house got built using BEA members, the house builder, landscaping, fencing and concrete work were all done by member firms and, in the near future, there may even be a pool coming - of course installed by a BEA member.

Cheryl's comment: "What I can tell you is that the Executives Associations work! As I tell all of the BEA members, you have to be at the table to be a player. 80% of the success they see from their membership comes from showing up at meetings and cementing relationships. This is just one example of how well EA works, not just locally, but globally."



Congratulations & News

Warwick RI

Radisson Airport Hotel

www.radisson.com/warwickri

Cheryle LaBanca clabanca@jwu.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)

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 fgibson@carolinna.rr.com

Abbotsford BC

Ramada Place

www.ramadaabbotsford.com

Jean Marc Guillamot

jean_marc@ramadaabbotsford.ca

Edmonton AB

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.om

Las Vegas

FORTUNE announced in January that **Paychex** (LVEA member) has been ranked number 70 on the 10th annual "100 Best Companies to Work For" list. Paychex is a leading provider of payroll and human resource.

Convenience Store News (furnished by LVEA Member - Rick Crawford - Green Valley Grocery)

IRR-Viewpoint, a study conducted through Integra Realty Resources has released results, based on a national survey, evaluating four property sectors in real estate -- office, retail industrial and multifamily commercial real estate. The study followed positive growth patterns, strong current conditions and a balance of absorption between vacancy and planned projects.

The top 10 places with the greatest potential for retail businesses are: Las Vegas, San Diego, Austin, Tx, Phoenix, Miami, Orlando, Seattle, Denver, Los Angeles, Tampa, Fla. (Note - only one of those cities doesn't have an EA)

Mary Ann Burns, Stardust Hotel Representative in LVEA, is now with the parent company, Boyd Gaming, serving as their Director of Sales - Nevada Region.

She has an extensive backgroun in the hotel gaming industry in Nevada, having served in a variety of senior hotel sales and operating positions. She began her career with Boyd Gaming in 1988 as Hotel Director of Operations for the Stardust Hotel and Casino. For the last several years she has also overseen sales efforts at the Stardust. In her new position, she will overseeing sales for the Orleans Hotel, Sam Town, Gold Coast and Sun Coast.

If anyone needs rooms in Las Vegas, Mary Ann can assist.

Fort Lauderdale

Walter Banks, owner of Lago Mar Resort (headquarters hotel for the 2001 IEA Conference) has just been appointed a director of the Federal Reserve Bank of Atlanta's Miami branch.

Another EAFL member, **Tom Shea**, owner of Right Management Consultants, was named to the same board last year.

Shreveport-Bossier

SBEA member, **Grady Golden**, owner of Builders Supply, has been selected Business Leader of the Year by the Greater Shreveport Chamber of Commerce. He was honored at a banquet on January 18th. This award is annually presented to a northwest Louisiana business owner or leader who is an established business executive, a proven leader and has made significant contributions for the betterment of the city.

Dallas

Robert and Kathleen Ellington had dinner last month with Prince Charles in Philadelphia!

They attended a white tie gala celebrating the 150th anniversary of the Philadelphia

Symphony. Prince Charles & Camilla were also scheduled to be at the event!

Robert and Kathleen own a café in Dallas that is well-known – they have been in the business for years and have worked alongside such culinary notables as Julia Childs and Jacques Pepin

Don Hankins has received the "Man of the Year Award for 2006" from the International Business Brokers Association. Don said for several years he was "just there" in the IBBA and then became a real part of the organization by becoming involved. Yes, you do get out of an association what you put into it!

DEA Past President **Ed Bernet** of Ed Bernet Entertainment announced the Levee Singers are

doing very well at the Pocket Sandwich Theater...almost always sold out 3-4 weeks in advance...

DEA Board member **Susan Parker** of Texas Moving Company, has been with the firm for 8 years and just finished her third year in sales and guess what? She did \$1,000,000.00 in sales last year!

EA San Francisco welcomes Peninsula EA

Dean Nakasone
dean.nakasoen@outrigger.com

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

Fort Lauderdale FL
Lago Mar Resort & Club
www.lagomar.com
Walter Banks reservations@lagomar.com



2007 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: Debra Sakacs, San Fernando Valley
dsakacs@socal.rr.com
Dir: Tiffany Mock-Goemann, San Francisco
tiffany@freshalliance.com

North Central Region:
Mbr: Cindy McFall, Akron
gifts@cookiefrontier.com
Dir: June Cox, Detroit,
junecox@sympatico.ca

South Central Region:
Mbr: Michael Mitchell, New Orleans
mmitchell@laborlawyers.com
Dir: Marcia Perlitz, Dallas
marcia@dallasexecutives.com

Northeast Region:
Mbr: Brian Rothschild, New York
brothschild@envirochrome.com
Dir: Jack Flynn, Worcester
jackflynnwea@aol.com
Past Pres: Greg Porcaro, Rhode Island
gporcaro@oppgcpa.com

Southeast Region:
Mbr: Phil Everingham
(resigned)
Dir: Londra Mean, Orlando
EAGO@cfl.rr.com

Members-At-Large:
Jerry Leipply, Akron
jleipply@att.net



Neal Coogler, Executive Director, Robin Azevedo of McRoskey Mattress Company, Dr. Leta Zwiebel, Psychologist and Jeff Jahnke of Home Gear visited EASF last month. This is part of the efforts of EASF to expand their networking beyond San Francisco with members in other non-competing categories. In November, PEA hosted Tiffany Mock-Goeman for breakfast in Palo Alto.

EASF member Terminix has already reached out to PEA for networking and possible membership. Way to go!

2007 IEA President Jack Schneider **SE/SC Trip Itinerary**

- Feb 6 – Dallas Execs Assoc Breakfast Meeting (Dallas TX)
- Feb 7 – Pinellas Execs Assoc Breakfast Meeting (Clearwater/Tampa FL)
- Feb 8 – Cowtown Execs Assoc Breakfast Meeting (Ft. Worth TX)
- Feb 9 – Execs Assoc of Jacksonville Lunch Meeting (Jacksonville FL)
- Feb 13 – Execs Assoc of Greater Miami Breakfast Meeting (Miami FL)
- Feb 14 – Execs Assoc Greater Orlando Breakfast Meeting (Orlando FL)

All EA members can join him at any of these meetings - just be sure to verify your attendance with the local Executive Director first!

