



international executives association

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A publication of the IEA

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INTERNATIONAL EXECUTIVES ASSOCIATION

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Managing Director *Betty Adams*

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

Doing Business With:

Nothing reported this month...although I heard some great testimonials in Calgary....the details wre promised...soon!

Welcome New Members!

Welcoming new company members to the IEA chapters. (For inclusion, send info to the IEA Director.)

Buffalo

Buffalo Alarm

Security Systems
Michael Adolf, Owner
Tom Powers, General Manager
(716) 833-4781
tom@buffaloalarm.com

2008 IEA (Volunteer) Board of Directors:

President **Jack Schneider** (Honolulu)
Vice-President **Cindy McFall** (Akron)
Treasurer **Brian Rothschild** (New York)
Secretary **Tiffany Mock-Goemann** (San Francisco)
SW reps: **Jack Schneider**, **Christine Cromwell** (Sonoma County),
Tiffany Mock-Goeman, **Debra Weiss-Sakacs**(San Fernando Valley)
NW: **George Vestal** (Seattle), **Glenna Thomas** (Seattle)
NC: **Cindy McFall** (Akron), **Greg McPherson** (Calgary)
SC: **Ann Hammack** (Tulsa), **Michael Mitchell** (New Orleans)
SE: **Londra Mead** (Orlando), **Jerry Barrett** (Orlando)
NE: **Jack Flynn** (Worcester, Mass), **Brian Rothschild & Greg Porcaro** (Rhode Island)
At Large: **Marcia Perlitz** (Dallas), **John Wilkinson** (Honolulu & Kona)
Legal Counsel: **Jerry Leipply** (Akron)
Managing Director: **Betty Adams** (Edmonton)

Complete contact available by clicking 'Contact Us' elsewhere on this website.

And we have a new Website Development Committee (Tiffany Mock goeman, Greg McPherson, Don Bonner, Karen Turner, Carla Young & Greg Helfrick) who are going to looking at the layout of the IEA site as well as looking at developing an on-line Leads Forum for members!

2007 IEA President Jack Schneider's Travel Journal

Picture taken by Nanaimo (British Columbia) EA Membership Director, Carolyn Scott.



The group photo shows: FRONT ROW LEFT TO RIGHT, seated: Eileen Gyger (Welcome Wagon Alternate Rep), Michelle, Jack, Gunn Yardley,

Contact Changes

Ron Mankin, Director.

EA of Greater Columbia

New email: ron.mankin@gmail.com

Travelling?

Why not try an IEA member hotel....

Edmonton AB

The Westin Edmonton

www.westin.com/edmonton

Brenda MacGregor

brenda.macgregor@westin.com

Miami FL

Miami Airport Marriott

www.marriott.com

John Mulrey john.mulrey@marriott.com

Akron (Cuyahoga Falls) OH

Sheraton Suites

www.sheratonakron.com

Deborah Mason

dmason@sheratonakron.com

Honolulu HI

Outrigger Hotels & Resorts

www.outrigger.com

Dean Nakasone

dean.nakason@outrigger.com

Seattle WA

Crowne Plaza

www.crowneplaza.com

Rene Neidhart

RNeidhart@cphotelseattle.com

Fort Lauderdale FL

Lago Mar Resort & Club

www.lagomar.com

Walter Banks

reservations@lagomar.com

San Francisco CA

Queen Anne Hotel

www.queenanne.com

Michael Wade sales@queenanne.com

San Fernando Valley

Holiday Inn – Woodland Hills

<http://www.hiwoodlandhills.com/>

Marilyn Cornejo

marilyn.cornejo@sbcglobal.net

Las Vegas NV

Gold Coast (Boyd Gaming)

<http://www.boydgaming.com/>

Mary Ann Burns

maryannburns@boydgaming.com

Nanaimo BC

Coast Bastion Inn

Alternate for Island Document Storage & Shredding. Maria Poague (ED for the NEA)

Our President, Jim Turley (of Turley's Florist) is in the red shirt behind Michelle. Randy Spensley is to Jim's right. Many of us donned colourful, 'Hawaiian looking' attire to properly welcome Jack and Michelle. We had little umbrella decorations in the water glasses, we had fun!! We went just outside of the meeting room for this picture on the hotel patio which gave a nice backdrop. submitted by Maria Poague, Executive Director NEA

During his Presidency (so far), Jack has managed to visit 23 Executives Associations

Next up for our travelling President: Oct 16: Tulsa (OK), Oct 17: Houston (TX), Oct 18: Akron (OH), Oct 23: Ft Lauderdale (FL)



The Calgary Skyline

Highlights of the 2007 IEA Conference:

The Board approved the application of the Buffalo Executives Association for IEA membership. Please join us in welcoming the 78 members plus Executive Director Cheryl Samilio-Meyer & all the members of BEA to IEA.

Cheryl Samilio Meyer, Executive Director

Buffalo Executives Association

info@buffaloexecutivesassociation.com

Ph:(716) 852-6916

2008 IEA Conference

Book the Date! October 25 - 30, 2008

IEA 2008 will be held aboard a 5 day Cruise (*aboard EAGM member Carnival Cruise Lines ship*) from Miami to Grand Cayman & Ochos Rios, Jamaica.

The IEA Educational & Networking sessions will be held during the 2 'sailing' days.

The IEA Board will host this event, specifically Co-chairs Marcia Perlitz

www.coasthotels.com

Kerry Pearce

k.pearce@coasthotels.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

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)

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

2007 IEA Board of Directors

For a complete list of the IEA Board of Directors, please click on 'Contact us' on the IEAweb home page.

& Londra Mead.

Watch for the information packages - coming soon! **Basic 'all inclusive' (room & meals, port charges & taxes plus registration fee) packages will start at approx. \$650 per person, based on double occupancy.**

Registration will be available on-line at www.ieaweb.com before year end.

IEA Silent Auction ...Thank you for the Donations

The funds raised from the annual IEA Silent Auction go a long way in maintaining our website and other IEA initiatives. The final tally is still being calculated but a BIG thanks must go to 2007 Auction chair Londra Mead (Orlando) for the biggest auction ever....

Congratulations & News

Las Vegas, Nevada

Congratulations to Marguerite Widener on her 25th Anniversary at LVEA.

She says: " I can't believe that I will have been director of Las Vegas Exec. Assn. 25 years as of Sept. 20th --- and of course before that, 11 years in Hawaii. It's been fun and I love the people."

The following two articles are taken from August editions of the Syracuse Executives Newsletter. BIG thanks to Linda Bennett!

ARE YOU "LEADS-CONSCIOUS?"

100% participation is what we continually strive for! It can afford numerous business opportunities for you and your fellow members! Make an effort to submit at least one lead per week ...

Look for them constantly!

Expound at each meeting!

Appreciate their value!

Don't be complacent!

Some member will benefit!

Leads are everywhere ... search for them at your business, your home, your neighborhood, organizations, social activities, etc. Be sales-promotion minded ... be a go-getter! Give thought to your fellow members' needs when opportunities arise and act upon those needs ... help a member and a member will help you in return!

Your Craft Talk ... and its benefits!

How long has it been since you've given a Craft Talk?

Check out these benefits of giving a presentation on your product and/or service to your fellow members!

- You have a captive audience at our weekly meetings. Think how long it would take to call on each member and spend 15 minutes telling your story.
- You educate and train new members to be "salespeople" for you and refresh the memories of long-time members.
- You reveal your operating principals and demonstrate your professionalism.

It's good exposure to bring members up to date with your products and services.

- You become a "known quantity." People we know well are a "known quantity" with whom we will deal with directly and will recommend to others. Without advertising, a terrible thing happens ... **NOTHING!**

Members refer – recommend – patronize. Let them know what you want them to do! Meet and educate your **"SALES STAFF!"**