



international executives association

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A publication of the IEA



HAPPY NEW YEAR!

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Managing Director Betty Adams

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



Congratulations & News

New Orleans: Sad news from GNOEA:

Malcolm Gerard 'Gerry' McCann, Jr. went home to God after a courageous battle with cancer, on Wednesday, December 26, 2007. He was 64. Mr. McCann was born in New Orleans and lived in Metairie for the past 40 years. He was the founder and owner of McCann Electronics, past-president and board member of the N.O. Better Business Bureau, and Past-President and Executive of the Year of the Greater N.O. Executives Association. He won numerous awards in his chosen field of electronics and was named to the Electronic Hall of Fame in 2004. His radio show "Living With Home Electronics" was on the air for 24 years. Everyone he touched he taught. Beloved husband, father, father-in-law, Son, Brother, Grandfather.

Sample comments from GNOEA members:

*****I am so saddened by our loss, by the world's loss, of Gerry. He was a beacon of life and love to all - or so it seemed in the short time I was privileged to know him. God has him now and so I know heaven must be even brighter.***

***** I can't express the degree of sadness I feel upon hearing about the death of Gerry McCann. He was truly a shining light in GNOEA, and will be missed by all who has come in contact with him. I have known several members of his family through school and St. Benilde Parish, but only met Gerry since joining GNOEA. He has truly become a friend that will be missed.***

***** Yesterday GNOEA lost a leader, a friend and an esteemed member who will be sorely missed. He seemed so upbeat and strong, it is hard to believe. I am saddened and feel a great sense of loss.***

Save the Date!

October 25 – 30, 2008

Annual IEA Conference

aboard Carnival Cruise Line's "Destiny"

5 days from Miami to Grand Cayman and Ocho Rios

These and more questions will be answered in

your conference information and reservation packet.

Online registration available early 2008.

See: <http://www.ieaweb.com>

Don't Miss Out on this Unique Conference Experience!

Doing Business With: Nothing reported this month

Welcome New Members!

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

Seattle Members

HVAC: COMMERCIAL,
Cosette Gibson of PSR HVAC & Mechanical Services
cosette.gibson@psrhvac.com

DATA STORAGE & SHREDDING,
Doug Jordan of Datasite Business Archives
djordan@datasitenw.com

FOOD SERVICE EQUIPMENT & supplies
Garrett Mullen of Smith & Greene Company
gmullen@smithandgreene.com

FUNERAL SERVICES,
Cameron Smock of B-W Memorial Corporation
csmock@bonneypaterson.com

Associate Members

Nick Ballard of NYK Logistics (Americas)
nick.ballard@nyklogistics.com
Brent Bates of Fox Plumbing
brentb@foxph.com
Cam Bedry of Bath Fitter
cbedry@bathfitter.net
Justin Castilla of Industrial Communications
jcastilla@industrialcomm.net
Rob Miller of PSR HVAC & Mechanical Services
rob.miller@psrhvac.com

Edmonton

Westcon Precast
Precast Concrete Mfg
Rob Andrusiw, Mfg Partner
rob@westconprecast.com

Stielow Canada Inc
Mailing Equipment
Maurizio Oss-Cech, Pres.
maurizio@stielowcanada.ca

Earthsource Geothermal
Geothermal Contractor
Hamish Moir, President
h.moir@esgeothermal.com

San Francisco

Travel Agency
Rosey Wong, Owner/President
Innovative Travel Services

Saturday, October 25, 2008 1:30 pm – IEA Welcome upon boarding
2:00 pm – Board meeting
6:00 pm – Meet & Greet cocktail party

Sunday, October 26, 2008 - 9:00 am Opening ceremonies/meeting/introductions
12 Noon – Lunch
2:00 pm – 5:00 pm – meetings, workshops, discussions
Evening free

Monday, October 27, 2008 - 7:00 am - 4:00 pm - Grand Cayman
Evening free

Tuesday, October 28, 2008 — 7:00 am – 3:30 pm – Ocho Rios Jamaica
Evening free

Wednesday, October 29, 2008
9:00 am – Regional meetings
10:00 am – Working Sessions
12 Noon – Lunch
2:00 pm – Board meeting; seaside chats
4:00 pm – Closing of conference & introduction of 2009 conference
Evening free

Thursday, October 30, 2008 - 8:00 AM Dock in Miami



The Power of Positive Phrasing

When giving information or instructions to customers or coworkers, take a lesson from lifeguards – focus on the Positive.

If, while at swimming pool, a youngster starts running on the deck, the savvy lifeguard won't say, "Stop running!" Instead, she'll say, "Walk please!" When dealing with customers, rather than saying, "We won't be able to deliver until the weekend," instead say, "We can have it for you as early as this weekend." Same information, but it's likely to be better received when offered as a positive.

Jeff Mowatt author of Influence with Ease (one of the speakers at the Calgary IEA Conference)

Questions asked & answered this month:

Attorney, Personal Injury
Joel H. Siegal, Owner
Law Offices of Joel H. Siegal

Limousine & Car Service
Patrick A. Domingo, Owner
Protocol Transportation

1031 Exchange
Adam Skarsgard/Owner
Asset Exchange Company, LLC

Long-Term Care Insurance
Nicholas Paleologos, Owner

Contact Changes

**Executives' Association of
Tucson (not renewing)**
**New address: 1700 East Fort
Lowell Road, Suite 103,
Tucson, AZ 85715**

Travelling?
**Why not try an IEA member
hotel....**

Seattle WA
Crowne Plaza
www.crowneplaza.com
Rene Neidhart has resigned from
the hotel. His replacement at SEA
is yet to be named

Edmonton, AB Can
The Westin Edmonton
Brenda MacGregor
www.westin.com/edmonton
brenda.macgregor@westin.com

Miami FL
Miami Airport Marriott
www.marriott.com
John Mulrey
john.mulrey@marriott.com

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

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

Fort Lauderdale FL

*I guess everyone was too busy shopping...no questions
this month. But I did get a request from a BEA
member...*

Dear IEA,

*I am a member of the Buffalo Executive Association who recently
joined IEA. I am involved in various Energy areas. The most
interesting is a FREE audit of a firm's gas, electric and phone bill that
covers their previous six years of service.*

*The client provides just one copy of their utility&phone bills. If an
overcharge exists it plus the interest,compounded at 1.5% monthly, is
returned directly to the client. They then reimburse us a portion of the
refund.*

*Overpayments can be in the hundreds, thousands or millions of
dollars. Last quarter we delivered a check to the Stock exchange for
\$225,000.00. Every member in our organization can not benefit from
our service. The key point is it is initially free. The audits can be done
both nationally and internationally.*

*I would like this information to be forwarded to the IEA members but
do not want to cause a conflict with current local members.*

*I have a great packet that I can forward. Please advise the address(es)
and number of copies needed and they can be forwarded within 24
hours.*

*Thank you in advance,
Best regards,
(Ron) Ronald T. Marconi
President, RTM Enterprises, Inc.
rmarconi@RTMenterprises.us
PHONE : 716 688 0969
FAX: 716 689 4554*

****IEA Members can find the answers & comments on a variety
of topics by logging into the Member Portal.**

**Got an Idea or a Question? Send it to IEA Managing Director (&
Editor)**



The Annual Survey Forms are due back.
**These Excel forms show Statistics for Executive Directors
(# of hours, duties, etc) and Associations (# members,
dues, etc). All Associations who update their data (non
members, too) will receive a copy of the updated info.**



Wishing you a very Prosperous 2008!



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

Betty Adams: director@ieaweb.com

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

San Fernando Valley
Holiday Inn – Woodland Hills
marilyn.cornejo@sbcglobal.net
www.HIWoodlandHills.com
Marilyn Cornejo

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

Nanaimo BC
Coast Bastion Inn
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
fgibson@carolinna.rr.com

Abbotsford BC
Ramada Place
www.ramadaabbotsford.com

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