



international executives association

February 2008

A publication of the IEA

HAPPY VALENTINE'S DAY!



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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!!***



Welcome New Members!

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

2008 IEA Cruise Conference

October 25 – 30, 2008

“Sea of Opportunity”



2008 marks the second time the annual IEA Conference has been held on a cruise ship!

The first held in 1997 was a wonderful and highly successful “cruising conference” and this year promises to be even better!

This five day cruise will provide the opportunity for a full agenda of IEA networking at its best as well as time for fun in the sun in Grand Cayman and Ocho Rios! We will be sailing on Carnival Cruis Lines' ship "Destiny" from Miami...

Dates: Sails Saturday afternoon, October 25, 2008

Docks, Thursday morning, October 30, 2008

Cabin prices range from \$497.31 for an inside space to \$617.31 for an Ocean View with balcony (per person rates based on double occupancy and includes fees, taxes and prepaid gratuities)

PLUS Conference fees of approx \$150 per person for IEA members & guests and \$250 per non member. All attendees **MUST** pay the conference fee.

Final adjustments are being made to the online registration page on the IEA website. (Look for the announcement of it's opening shortly.)

Registrations will be required no later than April 30, 2008 and

Director :)

Syracuse

Philipp-Woronov Interiors
Marcia Philipp
Interior Design – Residential

Nanaimo

Safety Net Security Ltd.
Debbie Shea, General Manager
debbieshea@safetynetsecurity.ca

San Francisco

San Francisco Ford Lincoln Mercury
Gary Macheske, General Manager
415-861-6000

Wald Law Group
Paul Thorndal, Partner
415-399-1840

Proforma Mactec Solutions
Lowry McFerrin, President
510-534-5784

Special T Delivery
Joseph Talmadge Sr., President
415-357-9000

Seattle

Wire Craft Electric
Josh Miller
josh@wirece.com
Tomlinson Linen Service
Joel McAllister
joelm@tomlinsonlinenservice.com

Contact Changes

Executives Association of Greater Orlando
Carrie Pullias, Executive Director
P.O. Box 781352
Orlando, FL 32878-1352
Phone 407-897-3707
Fax 407-971-2758
E-mail EAGO@eago.com
www.eago.com

Calgary Executives Association
Greg McPherson, Executive Director
#200, 6 Crowfoot Circle N.W.
Calgary, AB, Canada T3G 2T3
Phone: (403) 541-0911
Fax: (403) 541-0915
Email: greg@mcphersonclarke.com
Web: www.calgaryexecutives.ca

Cleveland Executives Association
Michael Fischbach, Marketing Director
P.O. Box 30421
Cleveland, OH 44130

payment must be made in full prior to that time through credit card only.

Registrations received after this date will be on a space available basis with Carnival Cruise Lines.... so early registration is advisable.

Also, Remember – Cruise Conference participants must have a valid passport!

Conference Chair: Marcia Perlitz ,Dallas

Marcia would like to welcome the new Conference Co-Chairs: Cheryl Samilio Meyer, Buffalo, and Debbie Frey, Shreveport/Bossier to her team!



Congratulations & News

Worcester



PHOTO courtesy of Les Gardner Photography: Seated: Allison Alaimo, Director of Finance and Development, Massachusetts Veterans, Inc.; Sally Jablonski, president, WEA; Amanda Riik, Community Relations Coordinator, Massachusetts Veterans, Inc., and Denise Pierce, Chairwoman of "Toast to our Massachusetts Veterans," WEA. Standing: Joe Moro, past-president, WEA; John Flynn, Executive Director, WEA, and Vincent Perrone, president and CEO of the Massachusetts Veterans, Inc.

WEA presents Award to Massachusetts Veterans, Inc.

On January 12, Sally Jablonski, owner of Herbert Berg Florists and president of the Worcester Executives Association (WEA), presented a check for \$12,000 to the Massachusetts Veterans at the WEA Annual Dinner. The award represents proceeds from "A Toast to Our Massachusetts Veterans" a wine tasting and auction presented by the WEA which took place Oct 24. The event was held to recognize the sacrifices service men

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www.clevelandexecutives.com

Kona Executives Association
Maralyn (Marni) Herkes Executive Director
P.O. Box 2314
Kona, HI 96745
(808) 333-6598
email: Marni@KonaExecutives.com

(NEW) Washington Executives Association
Contact John Hrastar
InterSource®
2010 Corporate Ridge Drive
Suite 700
McLean, VA 22102
703.579.6800 x800
john@intersource.net

Executives Association of Greater Columbia
Ron Mankin, Executive Director
New email: exec@columbiaeagc.com

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

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

Seattle WA
Crowne Plaza
www.crowneplaza.com

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

and women have made for our country. Since 1992, Massachusetts Veterans Inc. on Grove St. in Worcester has provided a safe, strictly enforced, drug-free and alcohol-free emergency shelter for over 5,000 veterans. Worcester Executives Association, the oldest networking organization in Massachusetts, is in its 68th year. WEA comprises area businesses in specific classifications. The representatives of those businesses make an effort to increase the sale of goods and services of its members through the exchange of business information.

New Orleans

GNOEA is proud to recognize one of its members Ronald B. Blicht of Blicht/Knevel Architects, Inc., who has been a member since 1977. On September 15, 2007 the American Institute of Architects, Louisiana Chapter, posthumously awarded James Buchanan Blicht, Sr. its 2007 Medal of Honor. The Medal of Honor is the highest honor the organization bestows upon one of its members."

Seattle:

Seattle Executives Association is holding a Trade Show at the Crowne Plaza Hotel on February 27th....any Execs members who might be in the area are welcome to join them.

President Jack's March 2008 Sojourn

Monday – March 10 - San Diego - Lunch
Tuesday - March 11 – Inland Empire – Breakfast
Wednesday - March 12 – Orange County - Breakfast
Thursday – March 13 – Contra Costa - Breakfast
Monday – March 17 – Execs Association of Sacramento – Lunch
Wednesday - March 19 – Sonoma County – Breakfast
Thursday - March 20 – Sonoma Valley – Breakfast
Thursday - March 20 – San Francisco – Lunch

Hint for the hosting EA's...don't let Michelle see you giving him chocolate!

IEA BOARD OF DIRECTORS

Londra Mead, SE Rep has left the Execs of Greater Orlando and therefore resigned from the IEA Board.

Debra Sakacs, SW Rep has also resigned from the Board, sending this message:
'Contact us' on the IEAweb home page.

My time as a member of the IEA Board has definitely been a good experience and the other board members are truly remarkable individuals, personify the best of the Executives' Associations and have been so very inspiring. However, having given it considerable thought and with the approval of my Board of Directors of the Executives' Association of the San Fernando Valley, it is best at this time that I step down and submit my resignation from the IEA Board of Directors effective immediately. No, I am not leaving my position as Executive Director of EASFV. It appears that the IEA is off to a great start this year and I wish you every continued success. I look forward to seeing you at Conference in November.

Thanks to both ladies for their efforts on behalf of the IEA.

For a complete list of the IEA Board of Directors, please click on

Questions asked & answered this month:
LEADS - WHO GIVES THE BEST ?
HOW (& ON WHAT) DO YOU TRACK MEMBERS?

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

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

****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)

In keeping with this month's question, I spotted this article in the SXA newsletter....

Leads ... where can you find them?

Expand the scope of your **leads production** by making a special effort to go beyond what comes naturally ... how? **LOOK** for **LEADS** in the following places:

Your business ... employees, customers, sales meetings, coffee breaks;

Your home ... family, relatives, friends, social events;

Your recreation ... golf, hunting, fishing, out of town travel;

Your neighborhood ... business activities, moves, new construction;

Your affiliations ... civic organizations, service clubs, trade associations, fraternal orders.

LEADS are all around you ... if you just keep your eyes open and **LOOK** for them!

Ten Commandments of Networking!

From Mark McGregor

1. Thou shalt drop the "what is in it for me?" attitude.
2. Thou shalt listen.
3. Thou shalt build a relationship.
4. Thou shalt give the first referral.
5. Thou shalt not tell others of the referral you require; thou shalt "show them" with a story.
6. Thou shalt be specific of the type of referral.
7. Thou shalt reciprocate when appropriate.
8. Thou shalt participate in the network functions and network time.
9. Thou shalt thank the person who gave a referral.
10. Thou shalt follow up on the referral within 24 hours.



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