



## international executives association

**December 2008**

*A publication of the IEA*

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***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 Director :)*

**Buffalo**

Dr. Jim Schaffstall  
Chiropractor

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

Solid Surface Acrylics  
Manufacturer (Acrylics)

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

Merrill Arthur, President  
Allen Vaillancourt, VP Sales

City Made, Inc.  
Gift Baskets

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

Gary Strzewski  
Madonna Spittler

**Calgary**

Heinz Ludwig  
HL Services  
Commercial Construction  
Management

<mailto:hl-services@shaw.cabaty>

**Travelling Jack...one last time: Aloha,**

I have finally caught up with the pile of stuff on my desk, and have had time to reflect on my two terms as President, and on the cruise....To say that I enjoyed myself was an understatement.

During my two terms in office, IEA has grown, matured, and has prospered. The driving force behind these factors was not me. The driving force has been you, the members of the Board of Directors.

Your dedication and commitment, your willingness to go the extra mile is what made, and will continue to make IEA a dynamic and relevant association.

I wish to thank all of you for your support, commitment and energy during the last two years.

I also wish to thank all of the Executive Associations that allowed me to visit, and to do presentations to their members. I met many outstanding individuals, and made many new friends and business contacts. These whirlwind visits were times that I will not soon forget.

During these visits, I learned of products and services that would be beneficial to me both personally, and business wise. I have used, and probably will continue to use services obtained from the Las Vegas Execs, Seattle Execs, Abbotsford Execs, Namaimo Execs, Calgary Execs, and the Detroit Execs.

In my opinion, the Cruise was a resounding success. This was all made possible by the Board of Directors, and especially to the superhuman efforts of Cheryl Samilio Meyer, Marcie Perlitz, and Debbie Frey. Thank you ladies for a great job, great conference, and great cruise.

I will not repeat my mistakes of the cruise by failing to recognize Betty Adams, our Executive Director.

Without her, the cruise, the two years of growth, maturation, and success would not have happened.

Thank you Betty for the great work that you have done, and continue to do.

Thank you all for a most memorable two years!

***Mahalo, Jack***



**Congratulations & [News:](#)**

## Seattle

Jeff Riley  
Dinerware, Inc.  
POINT OF SALE  
SOFTWARE/RESTAURANTS  
[jeffr@dinerware.com](mailto:jeffr@dinerware.com)

Mark McCracken  
Comenity  
AUDIO VIDEO/HOME THEATER  
[mark@comenity.com](mailto:mark@comenity.com)

David Carlin  
Priceless Granite, Inc  
GRANITE/MARBLE  
[davidc@pricelessgranite.com](mailto:davidc@pricelessgranite.com)

## Las Vegas

New Honorary Member  
Joe Esposito  
*LVEA member for 23 years until he sold his business & retired*

## Syracuse:

G & G Fitness Equipment  
Bob Bombardo / Paul Nethery  
Fitness Equipment

## Open Classifications

**Greater New Orleans:** Real Estate, Interior Design and Office Supplies.

**Akron:** Auto Repair, Tire Services, Carpeting, Lighting, Basement Waterproofing, Menswear/Women's Apparel, Massage Therapy, Sound Equipment, (more listed,  
[www.akronexecs.org](http://www.akronexecs.org)

**Seattle:** Lighting Fixtures, Paint Manufacturer, Self Storage - complete list at ...[www.seattleexecs.org](http://www.seattleexecs.org)

## Travelling?

*Why not try an IEA member hotel?*

### Fort Lauderdale

Lago Mar Resort & Club  
[www.lagomar.com](http://www.lagomar.com)  
Walter Banks  
[reservations@lagomar.com](mailto:reservations@lagomar.com)

### Fort Lauderdale

LXR Luxury Resorts & Hotels  
Hotels  
Bill Stanton  
[wstanton@luxuryresorts.com](mailto:wstanton@luxuryresorts.com)  
954-728-3533  
[www.luxuryresorts.com](http://www.luxuryresorts.com)

### Miami FL

Miami Airport Marriott  
[www.marriott.com](http://www.marriott.com)  
John Mulrey  
[john.mulrey@marriott.com](mailto:john.mulrey@marriott.com)

*Whistler (Vancouver) BC*

**New Association: Hilo Bay Executives Association** is gearing up to start with 50 active members from 1/14/08. Membership drive begins 11/19/08 but our planning team members have already identified 100+ prospective members they want to personally invite to join HBEA. Contact Grif Frost )Kone EA President Cell: 808-937-0395 E-mail: [griffrost@vrhi.com](mailto:griffrost@vrhi.com)

## Executives Association of San Francisco

New Executive Director: Harry L. Reiter  
124 Greenmeadow Circle  
Pittsburg, CA 94565  
925/ 709-9634 Off  
925/ 664-1553 Fax  
[hr5000@comcast.net](mailto:hr5000@comcast.net)

## IEA Conference Pictures

**courtesy of Don Bonner, NISA Sales, Nanaimo**

Click on this link to view pa variety of pictures from the recent Cruise Cofnference....

<http://www.bonner.ca/2008%20IEA%20Conference/>

## Buffalo EA

Congratulations to BEA member Bill and Lottie Gorenflo, owners of Gorenflo's Buffalo Wholesale Lockhic was was established in 1898 and is currently celebrating its 110th year.

## EA of Rhode Island

IEA Past President **Gregory Porcaro** (EARI member) was selected as one of the Top 2008 IRS Practitioners in the United States by CPA Magazine who noted that its staff went to great lengths to find the best in the tax accounting field.

Greg has been the principal in charge of all tax, business valuation and business consulting services for Otrando, Porcaro & Associates, Ltd., a full-service accounting and consulting firm located in Warwick, RI since 1987. Greg serves as a professor of taxation in the Bryant University Graduate School's Master of Taxation Program & has written extensively on taxes in professional periodicals and has co-authored a tax-planning guides on a number of subjects.

He is a Past President of the RI Society of CPAs, the past chair of the AICPA's S Corporation Technical Resource Panel, and currently a member of it's Tax Executive Committee. In 2002, Greg was voted "Accountant Advocate of the Year" by the RI Small Business Administration. A Rhode Island native, Greg is a long time member (& Past President) of the Executives Association of Rhode Island and was President of the International Executives Association in 2006.

## Introducing the New Seattle Executives Web Site

Members of the Seattle Executives Association are happy about an improved Web site designed specifically to increase collaboration between the area's top businesses. Created by Seattle Executives' member Pacific Software Publishing, Inc. (PSP), the new Web site will serve as a hub for members to communicate and network.

One exciting feature on the site is the Business Index, offering members quick and easy access to Seattle's top businesses. The application was created as a way for members to identify potential partners that match their business needs.

Members can also use the site to submit business leads, update their profile pages and view upcoming networking events. What's more – the Web site is also accessible to other Executives Associations, instantly connecting your firm to a wide spectrum of other business opportunities.

*"Through Seattle Executives, PSP has had the opportunity to build valuable business relationships in the Puget Sound area," said Ken Uchikura, CEO of Bellevue-based PSP. "As a rapidly growing IT solutions company, we were pleased to collaborate with Seattle Executives in designing their Web site. We hope the new features and networking tools will help businesses*

Wildwood Lodge  
[www.wildwoodlodge.com](http://www.wildwoodlodge.com)  
Al Hurwitz  
[Al@alhurwitz.com](mailto:Al@alhurwitz.com)

**Calgary**  
**Banff Park Lodge**  
Janet Johanson  
Toll Free: 1-800-661-9266 Ext: 3  
[jjohanson@banffparklodge.com](mailto:jjohanson@banffparklodge.com)  
<http://www.banffparklodge.com>  
<http://www.bowview.com/>

**Abbotsford BC**  
Ramada Place  
[www.ramadaabbotsford.com](http://www.ramadaabbotsford.com)

**San Francisco CA**  
Queen Anne Hotel  
[www.queenanne.com](http://www.queenanne.com)  
Michael Wade  
[sales@queenanne.com](mailto:sales@queenanne.com)

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

**Nanaimo BC**  
Coast Bastion Inn  
[www.coasthotels.com](http://www.coasthotels.com)  
Kerry Pearce  
[k.pearce@coasthotels.com](mailto:k.pearce@coasthotels.com)

**Palm Beach FL**  
Palm Beach Gardens Marriot  
[www.marriott.com/pbipb](http://www.marriott.com/pbipb)  
Roger Amidon  
[rogeramidon@marriott.com](mailto:rogeramidon@marriott.com)

**Warwick RI**  
Radisson Airport Hotel  
[www.radisson.com/warwickri](http://www.radisson.com/warwickri)  
Cheryle LaBanca [clabanca@jwu.edu](mailto:clabanca@jwu.edu)

**Red Deer AB**  
North Hill Inn  
[www.northhillinn.com](http://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](mailto:fgibson@carolinna.rr.com)

**Seattle WA**  
Crowne Plaza Hotel  
Cristy Smith, General Manager  
[csmith@cphotelseattle.com](mailto:csmith@cphotelseattle.com)  
[www.crowneplaza.com](http://www.crowneplaza.com)

connect and build strong relationships.”

To view the new Seattle Executives Association Web site, please visit <http://www.seattleexecs.org>  
To learn more about Pacific Software Publishing and its innovative IT solutions, please visit [www.pspinc.com](http://www.pspinc.com)



### **IEA Leads & DBW (did business with)**

- Edmonton hosted Calgary member Karen Turner who gave us her Efficiency 'OHIO' speech.
- IEA Director Betty Adams booked her son's wedding reception at Calgary member Janet Johanson's hotel Banff Park Lodge.
- IEA ordered flowers from Tulsa member 'Mary Murray's Flowers' whose contact info was found by searching the IEA Company directory. Great service & beautiful arrangement!
- Tiffany Richards, the Back Rub Co. member of Phoenix Execs (Non IEA member) connected with Edmonton member Dr Wendy Coburn, West Edmonton Family Chiropractic for conference business in Edonton. Edmonton member Jeff Bertram will be in Maui for one month and is looking forward to attending at least one MEA meeting while there.
- A Member from Pittsburg (also a Non IEA member) referred a potential new member to Akron Execs.
- Buffalo signage member, ASI Modulex, also has a location in Dallas, where DEA is looking for a new signage member. Cheryl supplied the appropriate contact info to Marcia.



### **From Glenna Thomas, 2009 IEA Marketing Chair:**

*Let's try something new.....I would like to have a section where Associations can submit information about a local member companies who works outside the boundaries of their own cities. Note that we aren't encouraging that members go outside their own association, but if companies can be aware of each other, they may be able to collaborate or refer business to each other.*

This month's feature is: **VIDEO PRODUCTION** & member of Seattle EA  
"A potential customer allows only 10 seconds to decide if they will continue to watch your commercial or marketing video. Is yours worth watching?"

**Visual Media Group** is a Seattle Executives Association member that is a full service corporate and commercial video production house. They are detail oriented, committed to your success and thrive on a challenge. Commercials, presentations, or videos for staff training, marketing or the web...we do it all."

And, they are a one stop production company - from concept to execution - script writing and design to the final upload or duplication.

"Many of our clients are 'out of town', says Mark Sparks, Owner of Visual Media Group. We have clients in Montana and Dublin, Ireland.

So, if you aren't a neighbor, don't worry...we can still help you with your video needs efficiently and cost effectively."

Want to see their work? Check out the web site: [www.visualmediagroup.net](http://www.visualmediagroup.net). They'll help you answer the question: **Whadda you lookin' at?**

London ON  
Station Park Allsuite Hotel  
[www.stationparkinn.ca](http://www.stationparkinn.ca)  
[lfrench@stationparkinn.ca](mailto:lfrench@stationparkinn.ca)

Edmonton, AB Can  
The Westin Edmonton  
Brenda MacGregor  
[www.westin.com/edmonton](http://www.westin.com/edmonton)

Akron (Cuyahoga Falls) OH Sheraton  
Suites  
[www.sheratonakron.com](http://www.sheratonakron.com)  
Deborah Mason  
[dmason@sheratonakron.com](mailto:dmason@sheratonakron.com)  
[brenda.macgregor@westin.com](mailto:brenda.macgregor@westin.com)

Honolulu HI  
Outrigger Hotels & Resorts  
[www.outrigger.com](http://www.outrigger.com)  
Dean Nakasone  
[dean.nakasone@outrigger.com](mailto:dean.nakasone@outrigger.com)

If you are a video production company that belongs to IEA, please contact Mark or Kelly with information about your company. They'd love to know more about you.

Mark and Kelly Sparks, [mark@visualmediagroup.net](mailto:mark@visualmediagroup.net)



**Question of the month:**

*Glenna Thomas (Seattle Execs) asked for & received advice on a one page roster.*

*I asked Directors to tell me about their procedures for **Nominations & Elections** - Diversified answers & very interesting!*

**If you would like to ask a question of the other EA Chapters, please send your query to [director@ieaweb.com](mailto:director@ieaweb.com)**

**Previous Executive Director's Questions (and the subsequent answers) can be viewed by IEA members (only) elsewhere on this site....please use your login/password to enter the Member Portal & Resource Library.**



**Thought: The higher men climb, the longer their working day. There are no office hours for Leaders!**

*(I'm not sure whose Newsletter this was in but it explains why I get emails from EA members in the middle of the night!)*

**INTERNATIONAL EXECUTIVES ASSOCIATION**

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**Happy Holidays from the IEA Office**

