



## international executives association

**January 2009**

*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 :)*

**Las Vegas**

Sunburst Shutters & Window Coverings  
Stan Nielson  
General Manager/Owner  
Shutters & Window Coverings

**Buffalo**

Excuria Salon & Spa  
Paul Grenhauer  
Salon & Spa  
[paul@excuriaspa.com](mailto:paul@excuriaspa.com)

City Made, Inc.  
Gift Baskets  
[www.citymade.com](http://www.citymade.com)  
Gary Steszewski

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

***Happy New Year!!***



**Congratulations & News:**

**Las Vegas**

From Marguerite Widener, Executive Director of Las Vegas Executives Association: One of our Business Newspapers, "Las Vegas In Business" has started a new section listing the "50 Most Influential People in Las Vegas" who have the "Power" or "Juice" in Southern Nevada. LVEA (& IEA) are proud to see 4 LVEA members listed in the top 50.

**Bruce Woodbury** - Partner, Jolley Urga Wirth Woodbury Standish  
**Kristin McMillan** - VP/GM, Embarq  
**Somer Hollingsworth** - Pres/CEO, Nevada Development Authority  
**Fafie Moore** - Co-Founder, Realty Executives of NV

**Shreveport-Bossier**

At the SBEA Christmas Party, Linda Biernacki received the Ronny Joe Hampton Award - an award for the best of the best of SBEA. She is in the "winner" picture below with SBEA President Doug Rountree. Many of you will remember Linda as the IEA Conference Chair when we visited Shreveport-Bossier Execs.



**Whistler (Vancouver) BC**  
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/>

**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)

**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)

**Condolences** go to IEA President Cindy McFall whose father passed away December 15th. Also Passing this month: Jack Rose, one the first Akron Execs members 1963 (holder of the classification of Carpet and Upholstery) AEA president in 1967 and the recipient of the Robert Freed Founders award in 1989. He attended AEA until at least 2003 when he retired at or near his 80th birthday.

**Get well wishes** to IEA Past President Jack Schneider who found out he wasn't so indestructible after all and had some surgery during the past month. (in his own words) "I am hanging around the house (in the midst of a remodel) recovering rapidly."

*December was Holiday Party month for all EA chapters....many used the opportunity to ignore the 'charity' rule and share the spirit of the season with the less fortunate through donations to food banks, children's toy drives, serving staff, etc. So I thought I would share a story of a long standing & far reaching initiative featuring two Edmonton EA members.*

**Edmonton member David Cosco, President of Integra Tire** is also a director for Partners in the Horn of Africa which is a registered, Canadian based charity supporting clean water, micro-financing and educational programs in Ethiopia. The "Partnership" is between the Canadian charity and local villagers who must also raise funds & volunteer assistance to keep administration costs at a zero level (unlike other charities who spend up to 50% on admin costs). Mr. Cosco has traveled to Africa many times helping villagers and of course, talked of the need for help to fellow EEA members. **Terry Hillaby, VP of EBA Engineering** spoke to his board of directors about supporting this charity as an alternative way to celebrate the firms 40th anniversary. EBA staff were delighted to help. Staff members held a lottery to see which staff get to go to Africa to work on projects. EBA has pledged \$50G annually for the next 10 years, along with in-house fund raising efforts and initiatives building clean wells & schools. Recently it was learned that a safe crossing of the Ethiopian Ayu River was desperately needed. Over 11,000 people wade across the river on market days and 20-30 are drowned each year. The Partnership has raised funds locally in Edmonton to build a bridge so it will be called the Edmonton High Level Bridge to recognize the warm hearts of Edmontonians half a world away.



## Chapter News: Changes

### Executives Association of New Jersey

Debra Yohannan, Executive Director contact info:  
209 Montague Place, South Orange, NJ 07079  
(P) 973-763-5227 (F) 973-763-2873  
**(New Email)** [debeanj@optimum.net](mailto:debeanj@optimum.net)  
(Web) <http://www.eanj.com/>

### EA of Solano: Sad News from Solano, CA

"The Board of Directors for the Solano Executives Association have voted to close our Association effective 12/31/2008. Due to the economy and our inability to keep, retain or gain enough new members to remain financially viable we are forced to call it quits. We wish you all the best."  
Lori Collins, Broker Associate/REALTOR

## Chapter News: Starting

New Association: **Hilo Bay Executives Association** is gearing up to start with 50 active members from 1/14/08.  
Contact Grif Frost )Kona EA President Cell: 808-937-0395 E-mail:  
[griffrost@vrhi.com](mailto:griffrost@vrhi.com)

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@carolinnar.com](mailto:fgibson@carolinnar.com)

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

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) OHSheraton  
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)

**INTERNATIONAL EXECUTIVES  
ASSOCIATION**  
P. O. Box 4044,  
Edmonton, AB T6E 4S8 Canada  
Telephone: 780-413-1979  
Fax: 780-413-1975  
Managing Director Betty Adams  
[director@ieaweb.com](mailto:director@ieaweb.com)

**ATLANTA & TORONTO** - I have the contact info of business owners interested in talking with other business people in the area who wish to start an EA in these cities. Please email [director@ieaweb.com](mailto:director@ieaweb.com) for more info



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

Edmonton members: Jason DeLuca attend the Calgary Execs meeting and Jeff Bertram attend a Maui Execs meeting later in the month. Jeff also contacted Ft Lauderdale member Lago Mar about an upcoming stay need.

And, the Edmonton Executives Association Annual **Weekend Ski Trip** will March 14-15. EEA will be doing business with Calgary Execs member Banff Park Lodge for rooms and meals. (Other EA members welcome to join us - contact Betty Adams for info)



### EA Featured Member

**This month's featured member is: Manny Menendez**, HEA Past President & co-founder of Noble Pacific Holdings LLC, talks with Bloomberg's Bernard Lo about the US and Chinese bailout programs. ... To see the recent interview on Bloomberg TV from Hong Kong, please type the following:

- 1) Go to [www.bloomberg.com](http://www.bloomberg.com)
- 2) Go to Search News (top right corner) and type **Manny Menendez**
- 3) Click 'Play'

Thanks to HEA Ex. Director Cindy Adair for sending this interesting update on one of our well-traveled members.



### December Director's Discussion:

What is your policy regarding how to prevent members from participating in "competing" business-referral organizations (although we all know that Execs doesn't REALLY have competitors!) What sort of groups do you consider 'competing'? How successful are you in enforcing this? **Interesting, this is one area in which the Chapters disagree - answers were split -66% do not allow this while 33% do.**

From the Syracuse Newsletter: At a recent Syracuse Execs (Nov 11th) Table Talk session, the question for discussion was: **How has**

## **TECHNOLOGY changed our lives and our jobs?**

Some of the responses included:

- Digital CAD systems allowed us to work jobs in CA.
- Internet allows us to work all over the United States, but we also compete against Internet pricing.
- One problem is the expectation is to receive product and goods much more quickly.
- Thirty (30) percent of our leads come from the Internet

**It is a quickly shrinking electronic world!**

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.



### **To Finish:**

Some Sage Advice from another IEA Past President, George Vestal of McDonald Employment Services, Seattle who sent the following quote from the IBS small business report. He says: "I like it a lot and have printed copies for my use to remind me when I get down about business."

**“REMAIN POSITIVE TO THE MAXIMUM EXTENT YOU CAN.  
REMEMBER THE CHALLENGES YOU HAVE OVERCOME IN THE PAST  
AND THAT THIS IS JUST ANOTHER CHALLENGE.”**

**Happy New Year from the IEA Office**