

CENTRAL FLORIDA BUYLINES

ISM – Central Florida
PO Box 621416 Orlando, FL 32862-1416



**institute for
supply management**

*Newsletter of ISM -
Central Florida
Issue #4 – 2011/2012*

ISM-CF's Mission and Vision statement is "To promote and maintain excellence among purchasing/supply management professionals through continued leadership in the areas of Ethics, Professionalism, Education, Networking, Community, and Involvement."

Upcoming Events at a Glance

Wednesday, March 14 – Plant tour: A behind the scenes tour of the Amway Center, 4:00 p.m., 400 W. Church Street

Wednesday, April 11 – Professional Development and Networking Event: "Intellectual Property", joint meeting with NCMA – Networking starts at 5:30 p.m., Meeting at 6:30 p.m., Dubsdread Golf Club

Saturday, April 12 – CPSM/CSM Review Exam One

May 6 to 9 – ISM's 97th Annual International Supply Management Conference and Educational Exhibit, Baltimore, MD

Wednesday, June 13 – Professional Development and Networking Event: Officer Installation – Networking starts at 5:30 p.m., Meeting at 6:30 p.m., Dubsdread Golf Club

Saturday, June 16 – CPSM/CSM Review Exam Two

Saturday, August 18 – CPSM/CSM Review Exam Three

To Register, Visit: www.ism-cf.org

Welcome to Our New Members!

Sheengi Bartley **Bruce Lilyea – Student**

Frank Campbell - Student **Adana Lumsden**

Calandra Evans **Joyce Morin**

Lerry Forester **Jibri Robinson**

Jianli Guo **Bindy Singh**

Stephen Halczyn - Student **Brandon Strange**

Brenda Jackson **Valeta Wilson – Student**

Jerry Johnson

The President's Corner



Greetings! 2012 has started out with a bang at ISM-Central Florida. We have seen increased attendance at the January and February events fueled by the exciting presentations by noteworthy speakers. The line-up of quality programs continues as members are invited to the exclusive behind-the-scenes

look at the Amway Center on March 14th, and the joint meeting with NCMA in April. Look for more details of these programs in the following pages and on our webpage.

We are also actively looking forward to the 2012/2013 fiscal year, beginning with the election in May of new officers for the Board of Directors. Nominations are currently being sought by the Nominating Committee for the elected officers, being President, Vice-President, Secretary and Treasurer. The remaining board members are appointed by the President and include chairpersons for the Professional Development/Education, Public Relations /Communications, Membership, and Certification committees. Serving on the Board of Directors is a way to support and grow the affiliate, influence its direction, and a great opportunity to develop leadership skills while adding to your list of accomplishments and contributions. Read more about the election process and how to be involved in this issue of **Buylines**.

I look forward to the remainder of 2012 as a year of renewal and growth. I hope you join us in our endeavor to develop and advance the supply management profession in central Florida.

In your service,
Bette Hallmark, C.P.M., President
pres@ism-cf.org

Don't Miss Our Next Event!



Join us for a behind the scenes tour of Orlando's Amway Center.

Mark your calendar for March 14, 2012, 4:00 p.m.

Attendance is limited to 20 people.

Technologically, the Amway Center is one of the most advanced ever built, highlighted by the main scoreboard – the largest of its kind in the NBA. Altogether, it's unlike any arena ever built. It's a world-class experience unlike anything Central Florida has ever seen.



To register, go to www.ism-cf.org

Three Rules of Career Management for 2012

The biggest difference between today's employment world and that of our fathers' is the rapid pace of corporate change. Expectations of company stability and long lasting employment are a thing of the past. If one isn't tuned into the signals of corporate change it can mean an unexpected layoff and months of unemployment and job searching. Do you have a career management plan to ensure your career growth in times of corporate chaos?

To prevent career disaster, live by these three rules of career management:

- Expect Change
- Adjust quickly to change
- Build a strong professional network in good times

Expect change

Change in the work place is far less traumatic when it is expected as the norm. One of the most important career management skills is the ability to detect signs of corporate change. For instance:

- Rumors of corporate merger or takeover
- Corporate profit levels spiraling downward
- No end-of-year bonuses given
- Hints of layoffs to trim the budget
- Upper management suddenly resigning
- Your peers jumping ship to the competition

Don't get caught off guard by holding on to a false sense of security or displaced loyalty. Those who fear change trust corporate loyalty rather than face the reality of their precarious position in the corporate food chain. Expect change and keep your eyes and ears open—or you could be the last in line when it's time to find new career opportunities.

Don't wait for change to strike. While your job is secure and your work environment is stable, take steps to keep your skills highly desirable in the job market.

For starters:

- Stay current with technology trends of your industry
- Get certified if appropriate
- Keep your resume current at all times
- Be ready to interview at a moment's notice

Adjust quickly to change

Your ability to keep your career momentum building in the midst of corporate chaos depends on your skill at adjusting quickly to change. First,

don't over analyze your dilemma. Too often valuable time is wasted trying to figure out ways to make a bad situation work. Second rule, don't take it personally, or you won't be able to plan your exit strategy clearly. Third, take action as soon as possible. If your resume is kept current at all times you will be ahead of the pack when others consider moving on as well. Your resume should be updated every six months. For quick updating keep an ongoing record of your accomplishments as you overcome work challenges.

Maintaining confidentiality during a job search while still employed is a challenge that requires discretion and level headedness. Ideally, no one in your company should even suspect that you are looking for other employment. Resist the urge to speak to coworkers about your decision for action. Not only do loose lips sink ships, but why put ideas in the minds of others who may become your interview competition? Keep your regular work hours and try to schedule interviews during off-work time. Avoid posting your resume online where your employer may find it.

Build a strong professional network in good times.

One thing that hasn't changed over the decades is the fact that a majority of people still get new positions faster through networking. What used to be called the "good ol' boy system" is as active in the job market as ever. Technology will never replace the need to be connected to a vast network of people who can help you find new career opportunities quickly. The problem is that most people ignore their network until they need it. **Bad** idea. If you haven't kept in touch with former coworkers how will you know how to find them when you need them?

If your professional network is slim to none, get working on it right now. There are many great venues for building your network: professional associations, college alumni groups and former colleagues to name a few. Take time to meet with non-work people on a regular basis. Get to know them as friends and develop relationships built around mutual interests, friendship and trust. Make relationship building your lifelong habit and you'll never be without help when you need to make a career change.

More than ever, proactive career management is essential to professional growth. Keep these rules of surviving corporate change as the building blocks of your career management plan and you'll stay in control of your professional growth and income potential.

Deborah Walker, Certified Career Management Coach

Read more career tips and see sample resumes at:
www.AlphaAdvantage.com
email: Deb@Alphaadvantage.com

Certification Exam Reviews

ISM has recently created a new certification program, Certified Supply Manager (CSM). The exam and experience requirements are the same as Certified Professional Supply Manager (CPSM), but the CSM does not require a 4 year college degree.

Given the success of the CPSM/CSM exam review last Fall, three additional reviews have been scheduled as follows:

April 14, 2012	CPSM/CSM Review Exam One
June 16, 2012	CPSM/CSM Review Exam Two
August 18, 2012	CPSM/CSM Review Exam Three

Ed Wainwright, C.P.M., APP will be instructing the class using the ISM training materials. Ed has taught ISM-CF's C.P.M. review classes from 1985 until 2006. Ed attended the ISM Course Training in May 2011 and taught the CPSM Bridge Review in the Fall of 2011.

The reviews will be held at the OUC Gardenia Facility training room located at 3800 Garenia Ave, Orlando, FL 32839. The cost is \$50.00 for ISM-CF members and \$100.00 for non-members.

Individuals taking the class should purchase the CPSM Study Guide and the CPSM Diagnostic Exam. The materials used during the review class are also an excellent guide for individual study after the class.

Registration will soon be available at www.ism-cf.org. If you have any questions please contact Ed Wainwright at (407) 348-2489 or ed_wainwright@hotmail.com.



MEMBER SPOTLIGHT

The Member Spotlight is taking a break and will return with the next newsletter.

If you know of someone that would be a good "spotlight" candidate, please have them answer the following questions and email it to: Teddi444@earthlink.net.

The "spotlight" candidate can be **YOU!** This is an opportunity for all members to get to know their fellow members a little better, especially with the last question. We have a lot of talented and professional members.



Spotlight Questions:

1. Name and Nickname
2. Place of employment and title, and/or past employment/experiences
3. Certifications
4. Education
5. Activity in Organizations/ISM
6. Hobby/Interests
7. Tell us something about yourself that no one else may know about you.

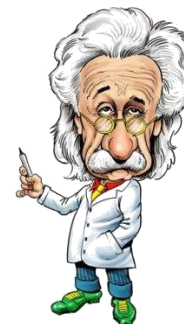


GOT NEWS?

Please send newsletter articles, announcements and news releases to David Billingsley at: comm@ism-cf.org.

“A person who never made a mistake never tried anything new”.

~ Albert Einstein





ISM-CF OFFICER NOMINATION FORM

The 2012 Nomination Committee has been formed and is ready for nominations. The nomination committee is charged with providing a slate of officers for consideration. The elected positions include President, Vice President, Treasurer, and Secretary. Affiliate members will receive an email soon with an invitation to submit nominations.

If you wish to be considered, or wish to nominate someone, submit nominations form to the Nomination Committee, care of ed_wainwright@hotmail.com. Nominations must be received no later than March 23, 2012.

This nomination form is being submitted for the ISM-Central Florida Board of Directors, office of (✓check one):

President

Secretary

*Other:

Vice-President

Treasurer

(for Appointed Position only)

Enter Nominator information: Note: If this nomination is being submitted by more than one person, please include all the names of the persons represented. Names should be listed on separate lines.

Name of Person(s) submitting this nomination:	
Your Phone Number:	
Your Email Address:	

Enter Nominee information: Note: Information requested past the name is not a pre-requisite for consideration.

Name:	
Phone:	
Email:	

Credentials Earned: (check all that apply)	CPSM [®] <input type="checkbox"/>	C.P.M. <input type="checkbox"/>
	CPSD [™] <input type="checkbox"/>	A.P.P <input type="checkbox"/>
	Other:	

Committee Service (with dates, when known):

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Previous Offices Held (with dates, when known):

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*This form may be used to suggest persons for appointed positions; submit to Nominating Committee for forwarding to current President. Submit completed form to the Nomination Committee, c/o ed_wainwright@hotmail.com