

CENTRAL FLORIDA BUYLINES

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



**institute for
supply management**

*Newsletter of ISM -
Central Florida
Issue #1 – 2012/2013*

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, September 12 – Professional Development and Networking Event: "Three Common Mistakes Leaders Make and How to Avoid Them", Speaker: Kathy Ryan, Pinnacle Coaching Group, LLC – Networking starts at 5:30 p.m., Meeting at 6:30 p.m., Dubsdread Golf Club

Tuesday, October 9 – Professional Development and Networking Event – Joint meeting with APICS – Networking starts at 5:30 p.m., Meeting at 6:30 p.m., Dubsdread Golf Club

Tuesday, November 13 – Professional Development and Networking Event – Networking starts at 5:30 p.m., Meeting at 6:30 p.m., Darden Corporate Office

To Register: Visit www.ism-cf.org

The President's Corner



A New Year Begins....

Dear Members,

"Every new beginning comes from some other beginnings end."

~ Seneca

As a new year begins, so does the anticipation of new opportunities along with new challenges. As the new President of ISM Central Florida, I'm excited and scared at the same time. However, my hope is that the opportunities far surpass the challenges and the year will be successful, exciting, and fun for all our members!

The new Board of Directors met for the annual retreat (strategy planning session) in mid-July. We had a very successful day, ultimately highlighting that our key focus this year is YOU – our members! We have had a decline in participation at events and have realized that we need to do things differently in order to give you what you expect from ISM Central Florida – VALUE! What does this mean? It means that we will be trying new events, new venues, additional educational opportunities, and much more! In order to make sure we are delivering what you feel valuable, we need to open our ears to your feedback. So *please* be sure to communicate your ideas and feedback to any of the Board members so we can meet your needs.

In addition to meeting our members' expectations, we also need help from our members. Did you know that volunteering to either be a Board member or to help on any of the events / committees is a way to not only participate within ISM Central Florida, but also to gain CEH's toward your certification? Now you do! We currently have open Board positions, but we will also have opportunities to help on other events. If you're interested, reach out to a Board member and we will accept your interest with open arms!

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We filled in the summer with a Networking Event in August. Although the turnout was smaller than the previous event, I think it was still successful! We had new members, existing members, student members and non-members attend. It was a diverse mix of people who had different interests....which is what networking is about! I think there may have been some potential interviews coming out of that event! Keep an eye out for the next event, as I'm sure there will be one! Read much more below about what has been going on within ISM-CF and what is still to come.

I look forward to seeing each and every one of you throughout this next year.

Respectfully,

Traci L Nichols, C.P.M.

President
pres@ism-cf.org

Professional Development and Networking Event

SEPTEMBER 12, 2012

Networking begins at 5:30, Dinner is served at 6:30 p.m.
Dubsread Golf Club, 549 Par Street, Orlando, Florida



3 Common Mistakes Leaders Make and How to Avoid Them

KATHY RYAN, SPHR, is owner and founder of Pinnacle Coaching Group, LLC. Over the last 25 years, Kathy has influenced thousands of people in the business and non-profit sectors through on-site and remote coaching, speaking and training. She is able to deliver practical wisdom with a perfect balance of reality-based advice and light-hearted

humor. Her expertise covers a wide range of subjects including leadership, communication, human resources management, motivation, team dynamics, performance management and personal development.

Kathy has a degree in psychology and history from Dickinson College in Carlisle, Pennsylvania and has earned a lifetime certification as a Senior Professional in Human Resources (SPHR) from the Society for Human Resources Management. She has been certified in the use of the Myer-Briggs Type Assessment (MBTI) since 1995, and uses it, as well as other assessments, as tools for self-discovery in her consulting and coaching practice.

PLEASE NOTE ROOM CHANGE: The meeting will be held in the Fairview Room next to the golf shop.

Kathy is author of the new book, *You Have to Say the Words: An Integrity-Based Approach for Tackling Tough Conversations and Maximizing Performance* published by Achievement Press. She is also co-author of the book, *The Baby Boomers Handbook for Women* published by the Professional Woman Network. She has written and published numerous articles on leadership and other personal development topics, as well as producing the blog, *Inspired Leadership*, at www.CoachKathyRyan.com.

Take a Look at Us Now!

**Institute for Supply Management™ (ISM)
Unveils New Website**

(TEMPE, Ariz.) July 25, 2012 — Visitors to the Institute for Supply Management™ (ISM) website at www.ism.ws are enjoying an attractive new look and extensive functional enhancements, thanks to an ambitious revamp, which debuted July 19, 2012. As part of the user-centered website redesign, ISM members and other users were asked how they wanted to find and search for information and content.

ISM's website has long offered public and members-only content in the form of articles, educational courses, conference proceedings, research, products and news. Improvements and new features include:

- Easier way to find content — Through the blue boxes across the top of every page, individuals can either click on the main topic heading, or click on anything that appears on the second menu. Once on that section's main page, visitors will see more options on the right side of the page.
- Significantly improved search capabilities throughout the site — Either use the blue box at the top right of every page, or link directly to search at www.ism.ws/Search/SiteSearch.cfm.
- Improved site map section — Accessible via the link at the top right of the page. This provides a full menu of all the main navigation items throughout the site.

The redeployed site is adaptable to desktop computer as well as tablet and smartphone devices. Take a look at us now at www.ism.ws.

Meet Your 2012/2013 Board of Directors

The following members were recently installed and will serve as officers of ISM-Central Florida's Board of Directors for the 2012/2013 term. To learn more about each board member, visit www.ism-cf.org. Thank you for your willingness to serve.



President -
Traci L. Nichols, C.P.M.



Director, Certification –
Ed Wainwright, C.P.M.,
A.P.P., - Retired



Vice President –
Larry L. Turner, CPSM, C.P.M.



Director, Public Relations –
David Billingsley



Treasurer -
John G. Morris, C.P.M., A.P.P.

Director, Membership - Now recruiting!!

Advisor to the President - Now recruiting!!

This is your opportunity to contribute to ISM-CF and your profession. If you would like to volunteer or for more information, contact Traci Nichols at pres@ism-cf.org.



Secretary –
Theodora (Teddi) McCorkle, C.P.M.,
CPPB



Thank you Bette Hallmark, C.P.M.!!! Bette served as our President for three terms. ISM-CF is truly grateful for your dedication and devotion to Supply Management!



Director, Education and Professional
Development –
Jibri Robinson

Call for Presenters!

Call for Presenters for ISM Central Florida Professional Networking and Development Events.

ISM Central Florida is looking for supply management professionals to tell their stories, inspire others and build their own reputations as industry experts by presenting at Professional Networking and Development Event. This is a great opportunity to educate other supply management professionals, as well as network with a variety of people who have passion for the profession.

ISM Central Florida seeks proposals from supply management leaders representing all sectors, including manufacturing, non-manufacturing, services, institutional and public, and from small, medium and large organizations. ISM Central Florida Events attract attendees from all industries and all organizational roles, with typically 20 to 30 people in attendance. Presenters should be prepared to share best practices, tools and techniques, and creative and innovative approaches. Most presentations are 20 to 30 minutes long and include a question-and-answer period for those who attend.

Please submit your interest to Jibri Robinson, Director of Professional Development / Education, at educ@ism-cf.org.

CONDUCT AN AUDIT - ON YOURSELF!



Conducting an Internal Audit — On Yourself
Author: James E. Martin
 From: July/August 2012,
eSide Supply Management
 Vol. 5, No. 4

Aiming the magnifying glass inward isn't easy,

but it is necessary if you want to advance your career. Here are five questions to ask yourself (and answer) honestly.

Like most supply chain professionals, you probably cringe when you hear: "Internal Audit will be reviewing your procedures." You may think, *Why bother? Don't they understand I'm here to save the company money and do the right thing? It's those mavericks I try to corral who should be audited. This is just a waste of time.* But, is it?

By design, an internal audit identifies weaknesses and strengthens positions. When it's over, it rarely ends as we imagine. In fact, we often emerge in a better position than we were in before.

Shifting the Focus Inward

So, why not conduct an internal audit on *yourself*? It's not easy; admittedly, it's downright awful. But, it needs to be done. A personal audit can help you identify your own weaknesses and flat spots. Here are some personal audit questions you need to ask yourself.

1. **"What's my value to the organization?"** You should be able to make the case in two sentences, or in a 10-second-or-less statement. These days, attention spans are shorter than ever. If you can't already make your case for why you add value in that amount of time, you'd better figure out how — and quickly.
2. **"Do I create problems, or do I solve them?"** Problem-solving is an underrated strength. I'm not sure how or why so many problems occur in the business world, but they do. Being someone who can identify and solve them makes you an asset to any department or organization. Figure out how to be a problem-solver, and people will come to you first for advice and issues. And, they'll always want to get your buy-in.
3. **"Do I like where I work?"** I've had days where I dreaded going to work at a particular organization. Not surprisingly, I wasn't productive.

Does your organization make you feel that way? How productive can you expect to be in such a poor state of mind? If you don't like where you work, take steps to get out. Yes, it's easier said than done. Nevertheless, it needs to be done.

4. **"Who's the most senior person I can approach to discuss problems or concerns?"** Are you given access to decision-makers in your organization, or are you being blocked? Not being given the chance to shine in front of senior management is a problem. You have to evaluate how you're either encouraged to step into your boss' shoes or shielded from all the action.

For example, I wrote one boss's presentations to the deputy CFO. But, I never met that high-level executive, aside from sharing an occasional elevator ride.

5. **"Finally: Am I liked in my organization?"** This is a difficult question to ask, because most people won't answer you honestly — at least, not to your face. If given the chance to respond anonymously, what would your peers/coworkers say about you?

In my experience, many people have no idea or sense of how they're perceived. One person I worked with thought he was liked by everyone. In reality, no one could stand him! Not being liked is a career killer.

Moving Forward, Armed With Awareness

As with any good audit, once you've answered these personal-audit questions, you need to address what changes are in order. Making personal changes is one of the most difficult undertakings in life. Just think about how hard it is to break simple habits — even bad ones! Yet, doing so usually improves your life.

Make the changes needed for self-improvement. You'll emerge a stronger person — one who's capable of surviving any challenge.



James E. Martin is a principal of AKS Partners in Melville, New York and chair of the ISM Global Group. To reach this author, please send an email to author@ism.ws.

For more career advancement resources, visit the ISM database.

<http://www.ism.ws/Pubs/eSide/?navItemNumber=22797>

2012/2013 BUDGET

The budget as set by the BOD at the retreat for 2012-2013 is a zero balance budget with income of \$11,461 and expenses of \$11,461.



If you know of someone that would be a good "spotlight" candidate, please have them answer the following questions and email it to Louemma.Cromity@ocps.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.



DEEPEST CONDOLENCES

Mr. Richard Straw, C.P.M., member of ICM-CF since 1978, passed on Thursday, August 23, 2012. Richard devoted countless hours as a volunteer and board member and he will be sorely missed.

In recognition of Richard's outstanding contribution to ISM-CF, the scholarship program has been renamed the Richard Straw Educational Assistance Program. Our deepest condolences go out to Richard's family and friends during this most difficult time.



ISM WEB SEMINARS

ISM presents numerous web-based seminars throughout the year. Join us to learn about new trends that affect your role in supply management. Participate from any location — all you need is a computer with an Internet connection, speakers and/or headphones. Earn one (1) Continuing Education Hour (CEH) for each live web seminar session you attend - and, keep up with the latest developments in supply management.

Upcoming and previous web seminars are available at www.ism.ws.

GOT NEWS?

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





LOW-COST WAYS TO EARN CEHs

Need to earn Continuing Education Hours (CEHs)? Short on funds to pay for training? Don't despair. ISM has several low-cost options to keep your CPSM®, CPSD™, C.P.M. or A.P.P. certification current. Some are even **free**.

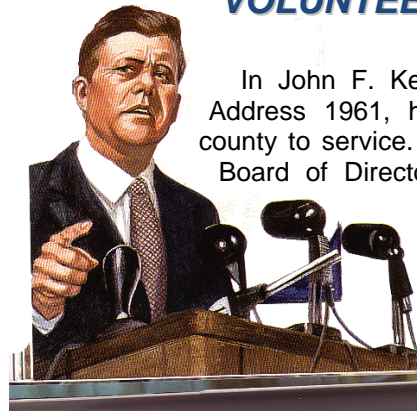
- The ISM Knowledge Center has four **free** online courses:
 - ISM **Report On Business**® (ROB) #3967
 - Price Analysis, Cost Analysis or Total Cost of Ownership: Determining the Best Approach #3921
 - Principles and Standards of Ethical Supply Management Conduct With Guidelines #3972
 - The ISM Guide to Sustainability and Social Responsibility #3974

Register at www.ISM-knowledgecenter.ws.

- ISM presents **free web** seminars throughout the year on trends that affect supply management. You can participate from anywhere in the world and earn one Continuing Education Hour (CEH) each time you attend the live program. Register in the Seminars section of the ISM website.
- Already an ISM member? You earn one CEH for every year you are an active ISM member during your current certification period.
- Attend your ISM affiliate meetings. Most meetings are US\$50 or less and usually you receive at least one CEH each time you attend.
- Did you take or teach any business-related training through your employer?
- Did you take any personal career development courses such as "Effective Communication" or "Microsoft Excel"?
- Was your article published in a supply management-related magazine or journal?
- Did you attend or present at one of ISM's conferences or seminars? Did you attend or present at other industry-related conferences or seminars?

For details on CEH qualification, visit the Professional Credentials section of the ISM website or e-mail certification@ism.ws.

VOLUNTEERS NEEDED



In John F. Kennedy's Inaugural Address 1961, he challenged the country to service. Today we in your Board of Directors challenge you our members to service. Just like Kennedy, we need **you** to step forward and say **! WILL**. We have

a need for a member to fill the position of Director of Membership, or serve as co-chair, to work with the other members of the Board to market our organization to a yet untapped field for membership to ISM-CF. You will deliver the good news of what, we as an organization, can do for their corporation, and/or individuals, through the venues of continuing education, professional certification, networking, and many other benefits to drive toward excellences in any Supply Chain Organization. Please consider serving your profession and ISM-CF. For more information or to volunteer, contact Traci Nichols at pres@ism-cf.org.

“ **D**o you want to know who you are? Don't ask. Act! Action will delineate and define you. ”

~ Thomas Jefferson

