

# CENTRAL FLORIDA BUYLINES

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



*Newsletter of ISM -  
Central Florida  
Issue #2 – 2015/2016*

*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, October 14, 2015*** – Professional Development and Networking Event, Belinda MJ. Brown, "How Communication Can Either Cost You Or Bring You Millions", Starts at 6:00 pm. Logan's Roadhouse, 3060 W Sand Lake Rd., Orlando, FL 32819

***Wednesday, November 11, 2015*** – Professional Development and Networking Event, Starts at 7:30 am.

***Wednesday, December 9, 2015*** – Professional Development and Networking Event, Starts at 7:30 am.

***December 3-4, 2015*** – ISM Indirect 2015 Conference, Evaluating Your Impact Through Innovation, more information on page 3.

***Wednesday, January 13, 2016*** – Professional Development and Networking Event, Starts at 7:30 am.

***Wednesday, February 10, 2016*** – Professional Development and Networking Event, Starts at 6:00 pm.

***To Register:*** visit [www.ism-cf.org](http://www.ism-cf.org)

---

### **Notice**

The ISM website is being updated and will be unavailable from October 21 to October 26. The ISM Central Florida website is not affected by this update and will continue to be available.

---

**NEWSLETTER ITEMS** – Please send newsletter articles, announcements and news releases to David Billingsley at: [comm@ism-cf.org](mailto:comm@ism-cf.org).

---

---

## Professional Development and Networking Event

**October 14, 2015**

Starts at 6:00 pm – Networking, Dinner and Presentation  
Logan's Roadhouse, 3060 W Sand Lake Rd, Orlando, FL 32819

### **“How Communication Can Either Cost You Or Bring You Millions”**

**Speaker:** Belinda MJ. Brown, ★ Executive Coach ★ Women Success Expert ★ Learning & Leadership Development ★ Corporate Alignment ★

---

#### **Belinda MJ. Brown, CPC, ACC, EQi 2.0, CSCP**

★ Executive Coach ★ Women Success Expert ★ Learning & Leadership Development ★ Corporate Alignment ★

**[www.equanimityexecutive.com](http://www.equanimityexecutive.com)**

Belinda, will be conducting an interactive exercise she calls “Laser Communication”. Join us at Logan's Roadhouse, 3060 W Sand Lake Rd, Orlando, FL 32819, for the presentation and networking.

**Laser Workshop:** How Communication Can Either Cost You Or Bring You Millions. By the end of the Laser Workshop, attendees will be able to understand their energy styles and to assess potential clients or suppliers to approach communication from a successful and win-win perspective.



The attendees will learn to:

- Understand Energy Styles to meet their personal and professional goals
- Learn the Power of Words

Belinda MJ. Brown is a certified executive coach. Her coaching practice, Equanimity Executive, assists executive women and men, diverse and emerging leaders and their global organizations successfully enhance their performance in a wide range of areas including personal transformation and organizational development.

Her own expertise is to empower Women and Global Leaders to BE who they are wherever they are. She also consults with companies in the areas of organizational development, talent development and diversity management.

*(continued)*

---

Belinda's focus can be put into 3 general topics:

1. Self-Awareness, Communication and Personal Branding
2. Women Leadership Development
3. Leadership in a Globalized and Diverse Environment

Belinda has held diverse leadership positions during 15 years starting in Customer Service and finished her corporate career in Global Sourcing. She collaborated with executives and directors from engineering to legal departments in industries such as retail, automotive, services and hospitality.

---

**ISM Indirect 2015 Conference**  
Elevating Your Impact Through Innovation

December 3-4, 2015 - Orlando, FL

Measuring the value of indirect spend presents a challenging opportunity for cost management, gross profit and margin growth. Because of indirect spend's significant influence on the bottom line, procurement executives understand that it is a top focus for controlling and reducing cost. Join us at the ISM Indirect 2015 Conference and discover how to strengthen your impact by learning practical supply chain strategies and gaining insights from leading experts and industry innovators.

More details are available in the Event section of the ISM website.

---



Hello,

The board members of the Central Florida ISM Affiliate invites you to attend our monthly meetings and join our Affiliate, if you are not already a member. We have put together an exciting schedule of speakers and topics for the year including:

- Negotiation
- Strategic Sourcing
- Procure to Pay
- Public vs Private Procurement
- Supplier Diversity
- Data Analytics
- Project Management for Supply Management

Please check out our website at [www.ism-cf.org](http://www.ism-cf.org) to see the dates and times of meetings. This is a great way for procurement industry professionals to attain credit hours, network, and learn. It will be an exciting year ahead and we hope you enjoy the events.

Sincerely,

Lou Emma Cromity - President, Central Florida ISM Chapter

---

## ISM® Podcasts



Are you familiar with ISM's Podcast Channel? Browse the ever-expanding library of audio podcasts covering a broad spectrum of supply management and general business topics — from the basic to advanced. Download and listen while you work, during your commute or even in your down time.

Available podcasts include:

60 Second Supply Chain Manager Series

Business Management

Ethics

General Supply Management

Globalization/International

Leadership

Legal

Negotiations

Personal Career Development

Procurement

Professional Credentials

Risk Management

Services Procurement

Sourcing

Supplier Relationships

Supplier Diversity

Sustainability/Social Responsibility

Talent Management

Technology

A.T. Kearney Procurement & Analytic Solutions

ISM Promos

To listen, go to the Online Education section of the ISM website.

---

# TOP TEN REASONS TO ATTEND

Three days of learning and sharing with leading minds in supply management. Develop a high performing team that can help drive top-line and bottom-line revenue. Sessions from influential industry speakers, the hottest topics and world-class networking opportunities are just the tip of the iceberg.



# ISM2016

ANNUAL CONFERENCE

May 15-18, 2016 | Indianapolis

**LEARN: DO, DON'T, DIRECT, INDIRECT, PEOPLE, TOOLS, RISK, REWARDS & MORE...**

## 1 OUTCOMES MATTER

We know at the end of the day, results, data, revenue and, ultimately, the bottom-line are the things that matter. And because supply management is so integral to the business, you need to keep abreast of the industry's latest developments — this conference is sure to level up your competencies.

## 2 ELEVATED LEARNING

We cover the topics that matter most to today's procurement leaders and, then top it off with a healthy dose of creativity, enhancing inspiration and innovative action points and key takeaways.

## 3 GREATEST MINDS

Content is developed by top-level professionals from a broad range of industries including: Apple, Google, Toyota, Pfizer, Ann Inc., Sodexo, Millicom, Wabash, Rapid Ratings, NFP, On Semiconductor, Direct Energy, NYU Langone Medical Center and many more.

## 4 NETWORKING WITH THE BEST

With over 2,000+ like-minded thought leaders, there will be opportunity for both structured and informal networking sessions. It's an excellent opportunity to forge new professional contacts.

## 5 FAST TRACK CERTIFICATION

Experience specialized content designed to support the CPSM® and CPSD™. There will be an opportunity to begin the certification process. Set yourself apart with an ISM designation.

## 6 BEST OF THE BEST

Experience presentations from industry leaders. Hear unique case studies that will help facilitate knowledge. The most influential speakers will come from around the world to present their expertise.

## 7 REFRESH & RECHARGE

Designated refresh and recharge station will be available to recharge you and your electronics. There will be free WiFi and working areas for you to catch up on any urgent work. These areas will include recharging stations.

## 8 EXPERIENCE IT AGAIN

Attendees will have an opportunity to download presentations, listen to podcasts from presenters and follow our blog. First experience with ISM? You will receive a complimentary ISM membership for one year to experience additional benefits.

## 9 UNPRECEDENTED EXPERIENCE

Take part in unique tours, golfing, meet & greet keynotes, learning tracks, networking with industry leaders. These experiences only begin to scratch the surface of what will be offered.

## 10 KEEP EXPENSES LOW

We provide refreshments in the Exhibit Hall as well as a delicious breakfast and lunch on conference days. Drink tickets will also be provided for networking events.