

2013 AMEC

Annual Meeting & Educational Conference

August 28th-31st, Hyatt Regency, Bellevue, WA

The Welcome Reception on Wednesday night, Themed “Denim & Diamonds” was again a fun time to kick off the Annual Meeting & Educational Conference in Bellevue, WA. It was a fun night with great music, buffet and a chance to meet new, re-connect and network with friends from chapters near & far! I always make it a point to find my NAWIC friend Suzie Kayrouz from the Louisville, KY Chapter. We met in Toronto, ON Canada in 1988, the first ‘convention’ for both of us!

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Thursday morning started off with the Annual Meeting. We were welcomed by Bellevue Mayor Conrad Lee, with 335 in attendance and a voting strength of 267.2 (the .2 are ‘members at large’ who are not affiliated with a chapter). Our Keynote speaker was Dawonna St. Louis, her presentation, titled “Audacious Acts of Successful Women”. She was very entertaining and fun as she was speaking, some of her tips were:

- Follow the word ‘but’ with something amazing! “I could try for this job, but....I might try for this better one with more money”!
- Think ‘What can I do next’...some people hire on thinking, “What are you going to do for me?”
- Toot your own horn!
 - 1-Identify the issue
 - 2-3 things you did to resolve the issue
 - 3-How was it a benefit or Impact to the team or issue
- To be noticed in a meeting (and taken seriously)...
 - Sit at a key point at the table (each end or the middle), lift your chair seat up and lean in!
 - Always have a “Wing Diva”! Someone who has your back and will bring the attention back to you. If you’re presenting a point or idea and get interrupted, your Wing Diva can say, “Excuse me Tammy, I’d really like to hear what Sally has to say!” ☺
- Don’t listen to Statistics! There is no glass ceiling...There is only your power! It’s about having a fear and being courageous! What stops you from shattering the glass ceiling? NOTHING – You’re unstoppable!
- If you make a silly comment or one that doesn’t make sense (and we all do!), follow it with “That was a silly comment, I’m way more brilliant than that! ☺
- At a networking event, take a Wing Diva. Deflect away from yourself and toot your Diva’s horn. It makes you look good and gives your Diva credibility.
- ‘Crabs in a Barrel’ mentality; People (a lot of times women) try to keep you from succeeding, because they don’t want to be alone. So they’ll ‘pull you back into the barrel’. Cut off contact with those negative people in your life.

NFSF (NAWIC Founders Scholarship Foundation): \$68,800 was awarded to 52 students; \$23,000 was donated by members/chapters, plus, they had a \$150,000.00 bequeath from a late Dallas, TX member!

NEF (NAWIC Education Foundation): The office move to Orlando, FL is complete.

Chapters may now have their By-Laws/Standing Rules approved every other year if no changes.

After the meeting, our speaker at then Industry Luncheon was Jim Roberts with Granite Construction. They are one of the largest heavy/civil contractors in the US and have been in business for more than 90 years. He discussed the changing environment over the last decade and where the industry is headed and how companies need to adapt in order to grow and excel!

“Dare!-Playing it safe is not as safe as it used to be” by Dawnna St. Louis was the seminar I attended first that afternoon. It expanded the “Toot your own Horn” in her keynote earlier.

- Identify the issue and separate yourself from it. (Example: Invoices not being paid timely to receive discounts and a loss of money to the company...)
- What you did (up to 3 things) (I identified the issue of lost discounts...I initiated a new procedure of xxx where invoices were being processed more timely...I identified the managers that were not approving invoices promptly and talked to them about our procedures)
- As a result, we were able to save \$xxxx.xx (or realize a XX% increase) in discounts in the 3rd quarter. (%’s make the numbers more powerful!)

Make yourself an email folder named “Awesome”, put all compliments, praises or ‘Atta girls’ you get in it. Look at it before you go in to...ask for that raise, etc., see all your strengths to give yourself confidence!

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On Friday morning I attended “Happy People Win” by Jean Steel. What you may not know could make the difference between merely surviving and really thriving in a work still dominated by men.

- First Impressions: First impressions are made in the first 3 seconds! If you make a bad first impression with someone it takes 12 good times to erase the 1 bad!
- Attitude: Keep your workspace tidy, remind yourself to SMILE. Decide to have a great day! Take a moment every day to remind yourself of the things you’re grateful for!
- Assertiveness: Find your voice. Assertiveness involves advocating for yourself in a way that is positive and proactive. Be honest, appropriate for the person & situation and it’s not universal. It is learned, not in-born. Learn to say No: Say ‘yes’ to the person...’No’ to the request. It’s not what you say; it’s *how* you say it.

I also attended a Membership & PR/Marketing Workshop & PEP (Speakers), frankly the PEP one was confusing and disorganized and I really didn’t get anything out of it!

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Saturday morning I was on the other side of the room as myself and 2 other Tomboy Tools Consultants presented 6 ½ hour sessions of “The ABC’s of DIY”! We took on a different topic in each ½ hour from auto maintenance, basic electrical, painting plumbing, gardening & wall hangers.

That evening was our Awards Gala and a wonderful evening to the event! It’s always fun to dress up for a night and cheer on our winners of the national awards!

You get such a different perspective on NAWIC when you attend the regional or national meetings, where you see what is going on in other regions & chapters and gain the knowledge of wonderful speakers and meet women from all over the country who may do the same as you every day! You and your company would really benefit from your attendance!

Thanks you for allowing me to represent our chapter at this meeting & conference!

Robin, Langkamp, CIT