

2014 Annual Meeting & Educational Conference (AMEC)

Sept 3-6, 2014, Indianapolis, IN

Submitted by: President Robin Langkamp, CIT

Wednesday afternoon we got registered & received our credentials, then ventured through the NAWIC marketplace to see what new items different chapters were selling and to talk to some of our corporate sponsors. After a quick bite Janet & I got all 'Duck'ed out for the "Rev up your Engines!" sport themed Welcome Party! We started Thursday with the general session where business is conducted and heard our Keynote speaker, Stacey Hanke, Communications Expert on "Speak to be Heard". Our attendance total was 348.

At the Industry Luncheon, we heard Dr. Jenne Britell, Chairman of the Board, United Rentals; speak about how they are integrating women into their management teams and sales force.

The next session I went to the seminar "Speak to be Heard!: Influencing Others to Take Action" by Stacey Hanke. A couple of tips from her were; *Speak & think in bullet point sentences. *Don't use 'filler' words: um, ah, well, right, ok, like... *Only speak when you see eyes. *You should have someone tell you during a certain period when you use filler words. *record yourself talking and actually listen to hear what you're saying.

The next seminar was "It's Not What You Said! It's What You Didn't Say: The Secrets of Body Language and the Messages it Relays!" I didn't think I would like this one, but it turned out to be very interesting with useful information and tips: *Be aware of Nodding: Men think you're agreeing with them, Women think you're emphasizing with them. *Greeting someone with a tilted head implies friendliness...not appropriate with boss or client. *Handshake: If they shake hands with hand on (horizontal) that is 'controlling', turn the handshake with thumbs up to 'even' positions. *A two handed handshake is like a hug; a handshake with their other hand on upper arm or shoulder is being dominant, raise your other hand to their upper arm/shoulder to level the field of power. *Exit Strategy: /finish your presentation, shake hands, walk to the door then turn and stand in 'power stance" (feet in 'A' position, hands clutched in front of you or holding something (folder, briefcase) at your side) do not hold anything in front of you! *Smile: Show emotion in your smile!

On Friday we started with the "Victory Lap" breakfast fundraiser for NEF. NEF is working on a certification for Contract Administrator. The next seminar was on Strategic Planning. It is a process, not a product. Your goals should be SMART, Specific, Measurable, Achievable, Realistic and Time Bound.

I was honored to be seated at President Yasmine Branden's table for the installation of next year's officers and Directors. It is always a fun and heartfelt ceremony. After the afternoon session all the regions met separately with each of the 2 merging regions for a get to know you session. It was fun to talk about the process for merging, get to know the Region 10 members. We also played a fun icebreaker to get to know each other!

Saturday morning was filled with more seminars.

I attended "Three Big C's to Success", Changing your mindset and maneuvers.

Control: “NO” is a complete sentence! Keeping your standards high = happier life!

Curiosity: who else, how else & where else? Pounce: use your voice! Go for it!

Collaboration: Live unapologetically! Surround yourself with fun people!

Use these tips and you’ll have 7 extra hours a week; use them to find better friends! 😊

That evening at the awards banquet was very special. Besides the national Member, Future Leader, and Lifetime Achievement of the Year Awards, there were committee awards also, The PR & Marketing Award for “Beyond the Norm” was presented to us!, Eugene #77! Also, The WIC Week Award for Best Public Relations also went to our Eugene Chapter! Our Billboards and other WIC Week activities earned us this special attention!

All in all it was a great AMEC and I was honored to help represent our chapter and appreciate your support!