

Capital Events



Special Interest Articles:

- Negotiation
- Ellen Sliger, your new Florida Capital Chapter President



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"Negotiation"

Presented by Renita Bates, Florida Education Association

We want to thank Jackie Rhody, Sheraton North Orlando, for sponsoring our meeting this month. As always, Jackie put on a good show! We met at the Residence Inn on Gaines Street and enjoyed good eats including Italian meatballs, cheese, crackers, and fruit tray, mini egg rolls, buffalo chicken strips, and veggies with dip. The array of food was delicious. Jackie went all GREEN with her give away of GREEN items.



Jackie on the right with our NEW PRESIDENT on the left, Ellen Sliger

Our speaker this month was Ms. Renita Bookman-Bates. Ms. Bates did a great job at keeping everyone engaged while talking about negotiation techniques. She informed us the importance of building a business relationship when you negotiate.

She stated that there may be other times the salesperson will be able to meet your goals for bookings. Every negotiation can be a win win for both parties when staying positive and respectful.

Some statements made by members as to what they liked best was; the example regarding the orange, personal participation, role play- rules and understanding what it means to build relationships when you negotiate.

I think everyone in attendance enjoyed the speaker and if we follow these steps we will succeed on the next negotiations.



Renita Bates (right) and again our NEW PRESIDENT Ellen Sliger (left)

"April Showers"

to you from the mystery writer



President's Message – Ellen Sliger, Florida Capital Chapter President

Greetings from your new SGMP Florida Capital Chapter President. I have some big shoes to fill! I am very excited about this new position and look forward to working with each of you. I would like to say "THANK YOU" Arlene Roberts for everything you have done to make the Florida Capital Chapter what it is today. Working together we can all make this the Best SGMP Chapter!

Welcome new members. Remember a good way to get to know your Chapter Members is to join a committee. We are always looking for volunteers.

I hope many of you will be able to attend the Honors and Awards Banquet on May 6th. This is our chance to recognize our outstanding members. Several nominations were received, so come to the meeting to see who the award winners are! Remember to RSVP for those PACT points.

Exciting things coming up!

Right now in the life of SGMP, there are a lot of exciting things happening within the chapter. We want to welcome our new **President, Ellen Sliger**, and our new **First Vice President, Amy Brown**. There has also been another change on the board. Claire Smith and Suzy Keenan have changed places on the board. Welcome to their new positions, **Secretary, Claire Smith** and **Planner Director, Suzy Keenan**.

Honors & Awards Banquet

Next month is our Honors & Awards Banquet. Please mark your calendar for this event. This is usually held in June, but with the national conference in June this year, the Honors & Awards was moved to May 6, 2008. We hope you plan to attend and share with our honored members who will be accepting awards. Please remember to RSVP for this event, Suzanne Chambers at Suzanne.Chambers@hilton.com. This will be a sit down dinner, and the sponsor will want to make sure they have enough seating for everyone. Your RSVP is always very important. Also, for this event, there is a small charge for everyone.

National Conference

JUNE 11-14, 2008 is the national conference being held in Dallas, TX. We hope several of our members will be able to attend. There is still time to register your attendance at this event. Please go to the national website now, and make your plans, <http://www.sgmp.org/EducationConferenceAttendeeRegistration.asp>. They are planning a big TEXAS YAHOO for us all! See you there!

Silent/Unsilent Auction

August is our annual Silent/Unsilent Auction, and it is a week earlier this year. Mark your calendars now for August 12, 2008, and plan to join in the fun of the auction. This is our one fund raiser during the year with proceeds going towards scholarships for the regional and national conferences. Planners as well as Suppliers need to put their thinking caps on and come up with some great ideas of things to auction off. As soon as a location is set for this event, it will be announced on the Calendar web page. Please keep an eye out for more details. We hope you will all be able to participate in this event. Cook up a dinner for someone, bring some homemade items, and be creative!

SGMP Board

Ellen Sliger
President

Arlene Roberts
Immediate Past
President

Amy Brown
First Vice President

Chantale Acacia
Second Vice President

Claire Smith
Secretary

Suzanne Kelly
Treasurer

Directors:
Suzy Keenan
Karen Lambert
Marcia Burks

Committee Reports

New Members – Welcome to our newest members!

Lisa Amos, Staff Assistant, Education Practices Commission
 Johnetta Wilson, School District of Palm Beach County
 Betty Applewhite, Retired

Kristi Griffith – Visiting from Austin, TX – Visits chapter meeting!

Kristi is a charter member of the Texas Lone Star Capital Chapter formed in 1991, also attended her first SGMP Conference in Seattle, Washington in 1991. Kristi was one of the first members to participate in the first "Looking for Leaders". She joined a national committee in the early 90's and sat on several panels as a National Committee Member which started her strive to be more involved in SGMP. She held numerous positions on the local board then decided to go for it and ran for National Board Director Supplier in 1995. Kristi lost this election, but did not give up. She ran again in 1998 and started as National Director Supplier for two years, then served two years as National Treasurer. Kristi moved on from there to serve four years as Second Vice President. While on the board she was in charge of the POY and NOY awards for several years. She worked with the Retention Task Force Committee her last four years on the board. Kristi has received her Certified Hotel Sales Professional and recently received her Certified Government Meeting Professional Certification through SGMP. A major reward for Kristi was the 2003 Sam Gilmer Supplier of the Year Award. Welcome to our city! Shown below is Kristi at our member meeting held April 15th. Thank you for taking the time to join us.



Committee Chairs

Archives
 George Fong

Community Service
 Suzanne Kelly

Honors & Awards
 Arlene Roberts

Member Services
 Marcia Burks

Membership Recruitment
 Marcia Burks
 Arlene Roberts

Membership Retention
 Arlene Roberts

National Conference
 Arlene Roberts

Programs
 Gloria Marion-Smith

Publications and
 Communications
 Arlene Roberts

Special Events
 Ellen Sliger

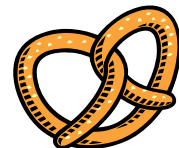
Food for Thought

Sweet and Salty's

Ingredients

Snyder's Brand Butter Pretzels - these are rectangular flat pretzels
 Bag of Rolo candies - unwrapped
 Pecans

Line a cookie sheet with foil. Preheat oven to 325 degrees. Place the pretzels on the foil. Center a rolo on the pretzel. Bake in a 325 degree oven for 2 minutes. Remove from oven. Press a pecan into the center of the rolo. Allow to cool on the foil lined cookie sheet until the candy is set. Move to a cooling rack. Enjoy!



Suzanne Kelly
 Florida Dept. of Health

**SGMP Florida
Capital Chapter**
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If you have an article
you would like to
submit, please
contact
Arlene Roberts,
Publication
Committee Chair,
According to Policy: The
newsletter will be used to
promote chapter matters only.
The newsletter will not be used
to promote a member's
business or hotel site.



We're on the Web!

See us at:

www.sgmpfl.org

National's Web Site

www.sgmp.org

Membership Report

As Of Our 4/9/08 Report
57.1% Planners
42.9% Suppliers
Govt. Planners – 52
Contract Planners – 3
Suppliers – 42
Assoc Suppliers – 1
Educator/Student - 2
Retired – 8
Total Members - 108

Looking Ahead

National Conferences:
June 11-14, 2008 Dallas, TX -
Anatole Hotel
May 13-16, 2009
Louisville, KY-The Galt House
May 19-22, 2010
Kansas City, MO -The Hyatt and
The Westin at Crowne Center
June 8-11, 2011
Norfolk, VA -The Sheraton and
The Marriott Waterside

About Our Organization...

The SGMP Florida Capital Chapter chartered June, 1989 with 35 members. The chapter offers a variety of services to its members, including monthly educational programs, leadership opportunities, social activities and a strong code of ethics.

Mission Statement

The Society of Government Meeting Professionals is a national organization dedicated to improving the knowledge and expertise of individuals in the planning and management of government meetings through education, training, and industry relationships.

May Membership Meeting “Honors & Awards Banquet”

Tuesday, May 6, 2008
5:30 pm – 7:30 pm
DoubleTree Tallahassee

Sponsored by
The Hilton Family of Hotels - Florida

RSVP
Suzanne Chambers
Suzanne.Chambers@hilton.com

Monthly Board Meetings

The Board meets the same day and place as the membership meeting beginning at 4:30 pm. Members are welcome to attend, and minutes are available upon request.

A Need to Know – Upcoming Programs

May 6, 2008 – Honors & Awards Banquet
June – No meeting due to the National Conference, Dallas, Texas
July 15, 2008 –
August 19, 2008 –
September 16, 2008 -

**ELLEN SLIGER, PRESIDENT
FLORIDA CAPITAL CHAPTER**