



Capital Event

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President
Chris Schuh, CGMP



President's Message

Good Day to Everyone:

Thank you to our sponsor for the August meeting, Ms. Nancy Fischer from Visit Gainesville. The ALOFT luncheon was excellent with the program, which was presented by Dr. Gabrielle Gabrielli, "Everyone Communicates Few Connect: What the Most Effective People Do Differently", was inspiring.

Our membership is currently 108 not including those who are retired or students. We are holding steady, but the membership committee and our Board are actively recruiting members. You can be a part of that work as well, simply ask someone who plans meetings to join. The details for membership can be found at http://www.sgmp.org/membership/membership_apps.cfm.

Please remember to take time and sign up on a committee or two to support your chapter. We always need volunteers to help run the chapter efficiently and successfully, and remember that you can be on more than one committee. The Publications & Communications Committee, with the chair Arlene Roberts is seeking members to write articles for the newsletter on local and national news for our newsletter. You can contact her at 850-245-9072 or Arlene.roberts@fldoe.org. The committee chairs are listed on the inside of the monthly program, which is distributed at each meeting.

Thanks to Buenita Carter Lee for accepting the task of being our chapter photographer. She has quite the task of filling the shoes of our long time skilled photographer, George Nero. Thank you George for your years of service to the chapter, your skills will be missed.

You are always welcome and encouraged to speak to any of our board members or committee chairs with questions you may have or suggestions for creating a better chapter for the Society of Government Meeting Professionals.

"Get Connected to Government Meetings – Plug Into SGMP"

Thanks to Our Sponsor, Nancy Fischer, Visit Gainesville

Once again, Nancy has out done herself for SGMP. It is always a pleasure to have Nancy sponsor one of our meetings with the soft sound of music and a most fabulous array of lunch items; including a mixed green salad with fruit and nuts, bread, baked chicken, mixed vegetables, and an absolute wonderful pasta with vegetables. And to top things off, a delectable fudge chocolate cake with chocolate and raspberry sauce topped with a strawberry. YUMMMmmmm. Catered by Bella Bella, 123 E 5th Avenue, Tallahassee.

Three area hotels joined Nancy, shown below left to right; Brett Kolmetz, Plaza Hotel Suites; Nancy Fischer, Visit Gainesville; Adam Anderson, Best Western Plus and Gateway Brand; Chris Schuh, President Florida Capital Chapter; and Duncan Wall, Homewood Suites, Hilton Garden Inn, and Courtyard by Marriott.

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Committee Chairs

Community Service, Buenita Lee; Honors & Awards, Mary Jo Ortiz; Membership, Leola Cleveland; National Conference, Gloria Marion-Smith; Programs, Jennifer Anderson; Publications, Arlene Roberts; Special Events, Patty Ball Thomas; Sponsorship, Wendy Priesand; Marketing, Gabrielle Gabrielli, PhD

Monthly Board Meetings – Minutes Available Upon Request

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

Everyone Communicates, Few Connect

By Gabrielle K. Gabrielli, Ph.D., CGMP

*"Leadership is not about titles, positions or flowcharts.
It is about one life influencing another." - John C. Maxwell*

Every day, we communicate frequently through text messages, phone calls, email, and in person. Unfortunately, miscommunication happens frequently, and we often miss opportunities to connect with people through much more meaningful communication. In leadership guru John C. Maxwell's book Everyone Communicates, Few Connect: What the Most Effective People Do Differently (2010), he says there is only one thing that stands between you and success, and it is not experience nor talent. Maxwell argues that if you want to truly succeed, you must learn to connect with others.

Every communication we have with others is an opportunity for a powerful connection, and we can all improve our ability to connect with people. Doing so helps reduce conflict, create better relationships, improve results, convey ideas, and build leadership skills. The Everyone Communicates, Few Connect book shares leadership strategies through five principles and five practices to help people develop their ability to connect with others beyond simple communication.

Principles - Connecting:

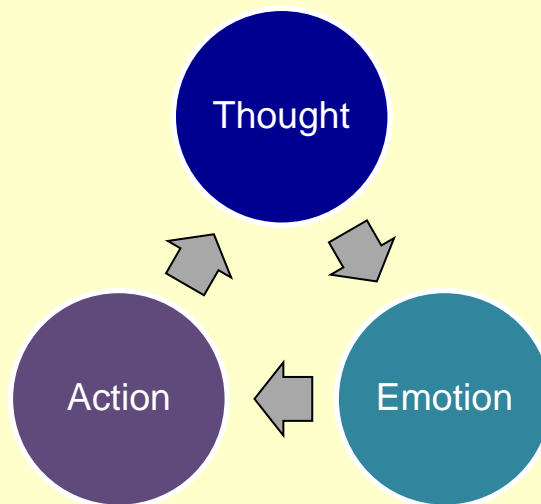
1. Increases your influence in every situation
2. Is all about others
3. Goes beyond words
4. Always requires energy
5. Is more skill than natural talent.

Practices - Connectors:

1. Connect on common ground
2. Do the difficult work of keeping it simple
3. Create an experience everyone enjoys
4. Inspire people
5. Live what they communicate.

Let's take a look at some of the principles and practices in more detail.

Connecting goes beyond words. We already know that nonverbal communication carries even more meaning than spoken words; if our actions don't match our words, we create an atmosphere of confusion and mistrust. On the other hand, when thought, emotion, and action are congruent, we convey what people can feel and it helps us connect with people at a much deeper level than just verbally.



Connecting is more skill than natural talent. Have you ever met people who seem to have the natural ability to connect with others whether one-on-one or speaking in front of a large audience? Chances are that they developed those skills through training, practice, or networking opportunities. For example, many studies have shown that Americans fear public speaking more than death! While it is hard to believe that people would rather be in the casket than speak at the funeral, I often say that powerful things happen when people are willing to get out of their comfort zones and overcome fear. When people have the fear of public speaking, one thing I recommend is joining a local chapter of Toastmasters International. Participating in such a group that provides a wealth of knowledge and support helps people develop their public speaking skills, and those skills improve confidence in many other aspects of communication. What is it that makes people want to listen to others? Maxwell says successful connecting involves:

- Relationships - who you know
- Ability - what you can do
- Success - what you have done
- Insight - what you know
- Sacrifice - how you live.



Connectors connect on common ground. When you find things in common with others, you instantly establish a connection. You never know when that connection will lead to a long-lasting personal or professional relationship. We all have choices available to finding common ground. Maxwell says common ground choices are:

1. **Availability** - I will choose to spend time with others.
2. **Listening** - I will listen my way to common ground.
3. **Questions** - I will be interested enough in others to ask questions.
4. **Thoughtfulness** - I will think of others and look for ways to help them.
5. **Openness** - I will let people into my life.
6. **Likeability** - I will care about people.
7. **Humility** - I will think of myself less so I can think of others more.
8. **Adaptability** - I will move from my world to theirs.

Connectors inspire people. People don't follow unenthusiastic leaders. True leaders inspire others. The "inspiration equation" is the following:



What people know includes that you understand them and you are focused on them. What people see includes your conviction and your example. What people feel includes your confidence in yourself and in them as well as your gratitude for them. When you inspire others, you help them achieve things they may have never thought possible.

Connectors live what they communicate, which creates trust and credibility. Those feelings convey integrity for the person communicating. Maxwell says we should ask ourselves the following questions as part of our "credibility checklist":

1. Have I connected with myself?
2. Have I made right my wrongs?
3. Am I accountable?
4. Do I lead like I live?
5. Do I tell the truth?
6. Am I vulnerable?
7. Am I following the Golden Rule?
8. Do I deliver results?



Connecting with You

Most of you know that I am a geek including being SGMP Florida Capital Chapter's longtime webmaster, and that I am a CGMP, but I'd like to share that I am also proud to be a John Maxwell certified coach, speaker, and teacher. I have followed Dr. Maxwell my entire adult life, but I'm thrilled to now be a partner with my mentor who has written over 70 books on the topic of leadership. I was honored to spend time with Maxwell in Orlando in August, where I was also selected to record "A Minute with Maxwell" video with him. I chose the words "plugged in" as the topic. Please connect with me for more information including opportunities to attend free lunch and learn leadership training workshops at <http://pluggedinleadership.com> and <http://gabrielleconsulting.com>!