

The Great Lakes View

MISGMP NEWSLETTER

March 2011

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SGMP National Elections began on March 8th and will continue through 5PM, March 15th. Voting is online and you should have received information on how to vote from the National office via email. If you have not, please email [Rob Bergeron](#) at National Headquarters. This year, EVERY VOTE WILL COUNT! So, please make sure you watch for instructions and vote!

Membership Corner

Did you know that all SGMP chapters are required to maintain a 50/50 ratio of suppliers to planners? This

Dear Chapter Member,

Check out this month's Newsletter Sponsor: The Diamond Banquet and Conference Center at Suburban Collection Showplace (*formally Rock Financial Showplace*) is the perfect environment for your next meeting or event. With a 20,000 square foot Diamond Ballroom and 7 additional meeting rooms, the Diamond Center is intimate enough for small gatherings and spacious enough for any general session. Epoch Catering is the exclusive caterer for the Diamond Center and offers an easy planning experience from start to finish with professional sales managers available to customize menus within the government per diem pricing.



DIAMOND
CENTER

SUBURBAN COLLECTION
SHOWPLACE

Contact Courtney Teeple to discuss your next event

248-348-5600 x227 /

courtneyt@suburbanshowplace.com

→ March Madness at the AEC!

Not being at this year's AEC will definitely drive you mad - with envy. You'll be missing a great education lineup featuring Vicky Betzig, CMP, Charles Sadler, CMP, CGMP, Executive Director of SGMP, professional speaker, Joyce Weiss, Bill Robinson from ArtPrize and a panel of leading Michigan hospitality specialists. And for planners you'd be crazy to miss out on this great opportunity when it's FREE! Yes, planner scholarships are still available. So why drive yourself mad? Click here and register now [2011 AEC Registration](#)



→ April Program

Reversing Roles - Negotiations - *Christine Mitchell, CPPB, Michigan Department of Technology, Management & Budget*

Get a brief review of the history, cycle, strategies, preparation of negotiations. Learn key negotiating techniques, tips, and tricks. This longer session allows for time for role playing exercises. Both planners and suppliers will be surprised how much they will learn from this hands-on session. Counts for one program under the Financial/Contract Management section for Government Meeting Specialist (GMS) certification.

is what makes our chapter a better value for both groups! There is increased value for our suppliers because they get to spend valuable time with planners at networking events. For our planners, they can spend valuable time with a good mix of their peers and potential suppliers to work with.

What happens when our ratios are heavier on the suppliers' side than the planners? We lose revenue share dollars from our National chapter and our planner/supplier mix at meetings starts to get a bit off. Our board works very hard to look for new planners to join to keep our organization strong. Do you have any government planner colleagues that would be a good fit for our chapter? Let a board member know! We want to continue to see our chapter grow and continue to be a leader in the hospitality industry.

February Program Review
By Brenda Haight,
Kalamazoo CVB

Gillian (Jeremy Tyrrell) and Skipper (Chris Moody) presented a fun way of refreshing us with CMP Questions. Everyone was very engaged and competitive to win the CMP competition. For those of us that already are CMP's, it was a great refresher. What a great way to learn for those who will soon be taking the exam.

This program also had

April 20, 2011

Kellogg Center, East Lansing

Sponsored By:



11:30am Registration

Planners: \$10.00

12:00pm: Lunch

Suppliers: \$20.00

12:30pm: Program

[Register Now!](#)

No-shows and those who cancel after 5 PM the Thursday prior to the meeting will be billed. Registrations received after the Thursday 5 PM deadline (4/14/11) will be assessed a \$10 late fee.

from the Presidents pen...

Networking - Is it Generational?



As MISGMP continues to be strong in connecting suppliers and planners, we need to be in check with the audience we are conversing with. Facebook, Twitter, and LinkedIn are just some ways of communicating with colleagues.

MISGMP has made it a priority to be connected with our members but have we met the need of our members? In a generation that grew up with newspapers and magazines as primary news sources, this group prefers traditional communication methods for their needs. They are not the ones to look at the web as their source of communication, but more the phone versus email and face to face not Facebook. They rely much more heavily on long term relationships, whether it being a friendship or a trusted news or information source. A news and information source that is constantly in view forms a connection that becomes hard to break.

Now take a look at our industry and think about the people you interact with on a regular basis. Think of the age group and how you feel your comfort level is with them. While you may

winners; each of the following won a free program registration:

Beverly Sobolewski

Janice Harvey

Jennifer Sweet

Welcome New Members

Jan Croft, Metro Cars
Barb Whitlow, Michigan
Primary Care Association

Pictures Across the State

This month's picture is an easy one, but you also need to know in what year it was dedicated and the date it was occupied.



Send responses to michelle.milligan@3rdcc.org for your chance to win a free program registration. All entries must be received by 3/31/11

find some people give you a higher comfort level, you can still appeal to those outside of what you consider your norm. If the individual is of a different communication level, make an adjustment and communicate as they prefer. That might be using the phone more than email. It can be email explaining that you are documenting your conversation and what you promised you would be doing now. If you have made this change, make sure you join us on our [Facebook](#) page and keep connected.

One item that is important is to preserve what you are all about. It is not just acting your age, but living up to what people expect of you with your level of knowledge and experience. Be sure to communicate in a way that exploits your potential.

Want to showcase your face-to-face networking skills? Don't forget to [register](#) for the AEC Conference on March 15-16 at the Amway Grand Plaza Hotel in Grand Rapids. There are great opportunities to keep connected in the industry.

Your President,

A handwritten signature in black ink that reads "Debbie Kopkau". The signature is written in a cursive, flowing style.

Debbie Kopkau, MBA, CMP, GMS

MSBO/MIEM

How to Deal with the Challenge of Change: Concepts to Help You Handle It! By: Mark "Tenacious" Towers

Change is an evergreen issue; folks have struggled with it throughout the ages. In a world characterized with relentless personal and organizational change, I wish to offer a few helpful hints for dealing with it. Since we are creatures of habit (ninety percent of behavior is dictated by habit and our daily rituals), it's not easy to let go of old paradigms and embrace new ones. This brief article will focus on concepts that can be immediately put to use.

[Click here to continue reading!](#)