



**JANUARY 2010 ISM-CI  
PROFESSIONAL EDUCATION FOR SUPPLY MANAGEMENT  
Tuesday, January 12, 2010**

**AGENDA:**

- 5:00 p.m. Early Bird Seminar:** *“Networking for Professional Success: How and Why?”*  
Robert A. Kemp, Ph.D., CPSM, C.P.M.,  
Kemp Enterprises
  
- 6:00 p.m. Affiliate Dinner and Fellowship**
  
- 7:30 p.m. Premier Education Seminar:**  
*“Economic and Financial Challenges for Organizations and Supply Management in Mid American across 2010”*  
Professor Ernie Goss, Ph.D., the  
MacAllister Chair & Professor of  
Economics, Creighton University,  
Omaha, Nebraska

**EARLY BIRD SEMINAR:**

**Networking for Professional Success:  
How and Why?**



**Robert A. Kemp, Ph.D., CPSM, C.P.M.,  
Kemp Enterprises**

This is an active program. You will be on your feet, meeting people, shaking hands, networking and discussing the professional world. Networking means lots of things to lots of people, but as we use the concept here, we mean a process of intentionally building personal and business relationships (networks) with the right people globally to enhance your life, your supply management process and its managerial system. Networking can take place anywhere and everywhere—at any time. But many supply management professionals miss these special opportunities. Networking involves cyber-space and the web, but those facilities are only tools: not the process. We have to learn and use the new technology. Similarly, we must be proactive and alert to opportunities to expand our global network by introducing new members to our network. Networking is about professionalism and enjoying life! Come prepared to meet people, ask questions, learn and process knowledge.  
(1 CEH)

***Premier Education Seminar featured on Page 2.***

**MEETING DETAILS:**

**DATE:** January 12, 2010

**LOCATION:** Salons 2 & 3, Prairie Meadows Racetrack & Casino Meadows Events & Conference Center, Altoona, IA

**DRIVING DIRECTIONS TO LOCATION:**

From the East or West, Exit I-80 at exit 142, to US highway 65 South towards Altoona. Immediately move to the left lane and turn left at Adventureland Drive. Go past the Adventureland Inn to the first stop light and turn right onto the Prairie Meadows Casino property. The Conference Center is the Northern part of the Casino complex. Enter the building using the North Doors.

**TO REGISTER:**

Visit <http://www.ism-ci.org/events.html>

Please register by **January 8, 2010**

**MEETING COSTS:** **ISM-CI Members** - NO COST (included in annual dues) **Non-Members** - \$20 per person for non-members

**PLEASE NOTE:** ISM-CI is obligated to pay for all meals served. If you are unable to find a substitute, please call Jane Burger at 515-276-1254.



**For additional information on meetings, programs,  
or membership visit us online at:  
<http://www.ism-ci.org>**

**JOINT MEETING WITH OUR APICS - CENTRAL IOWA CHAPTER**

Our kick-off program in January is the traditional Joint Meeting with our APICS - Central Iowa Chapter. According to Dean Ward, C.P.M., Retired Purchasing Manager at Maytag and President of ISM-CI, this tradition to share a joint meeting between these two professional business organizations started in early 1980s. We will be installing our 2010 Board. It is our turn to host the joint meeting and the APICS-CI Chapter will join us at Prairie Meadows for our annual Economic Report and Forecast brought to us by Professor Ernie Goss, MacAllister Chair & Professor of Economics, Creighton University, Omaha, Nebraska. You and your boss will want to hear this economic analysis and predictions by Professor Goss. Bring your boss and colleagues to hear this timely economic analysis. We hope that you will join us for this timely joint meeting of the two professional organizations.

- Dr. Robert Kemp.

**PREMIER EDUCATION SEMINAR:**

**Economic and Financial Challenges for Organizations and Supply Management  
in Mid American across 2010**



**Professor Ernie Goss, Ph.D.,  
The MacAllister Chair & Professor of Economics,  
Creighton University, Omaha, Nebraska**

Professor Goss is the Director of the Creighton Forecasting Group and conducts the Mid-American Survey of Supply Managers. He prepares the business indexes of economic data for the Mid-America region each month. Professor Goss will discuss the recent economic trends from the peaks in 2008 to now and what he sees as the future economic activities concerning business conditions and unemployment for Iowa and the Mid-American Region. These statistics and forecasted expectations are the results of survey data from regional supply managers and his interpretation economic activities around the region and the country. Professor Goss is a long-time friend of ISM-CI and academic member of ISM. His Mid-America Survey of Economic Conditions is a tremendous resource to all of us. (1 CEH)



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## ISM-CI PROFESSIONAL DEVELOPMENT PROGRAM (PDP) FOR 2010

The total ISM-CI Professional Development Program (PDP) for 2010 includes 168 hours of opportunity for professional development for our members and guests. We recognize that no one will likely attend all those opportunities, but by planning and scheduling many professional programs we provide unique opportunities for more of our members and professional guests. Please see the ISM PDP below:

Program Event	Cost (1)	Remarks
Ten Premier Seminars and 10 Early Bird Seminar Programs, Guests and Potential Members attending for the First Time Are Charged \$20.00 for the Meal. Potential Members Who Become Members will receive a \$30.00 discount on a Seminar Program of Their Choice.	Included in the ISM-CI Dues of \$120.00	Second Tuesday of every month Jan-Jun and Sep-Dec 2010
One-Day Seminar Leadership Skills and Processes (Jan 29, 2010)	\$150.00 for ISM & APICS Members \$250.00 Non Members	All affiliates will be invited to join
Three ISM Satellite Seminar, (Feb 11) Talent and Career Management for Supply Professionals; (Apr 22) Rails, Roads, Water & Air: Logistics, Inventory and Distribution; (Oct) To be announced later)	\$75.00 per session or buy three-program package for \$175.00	ISM-CI will work to set up downlinks across our market
Two sets of CPSM Reviews, Fall and Spring for the Bridge Exam and the three regular exams, 1, 2 and 3	Bridge Exam \$95.00 Exams 1, 2, or 3; \$95.00 or package of 3 @ \$250.00	Dr. Kemp to lead Training
Three One-half day seminars; (1) Financial Ratios and Managerial Use; (2) Writing and Speaking for Presentations; (3) Organizational Skills and communication	\$95.00 Each or Package of 3 @ \$250.00	Could be Co-located with Regular Meetings
Four Benchmarking Groups; (1) Metrics, (2) Organizational Skills, (3) Organizing and Conducting Successful Meetings, (4) Getting People Involved	\$25.00 per session or buy four-program package for \$75.00	Led by members. Fees must cover program costs.
Three 2 ½ hour Tape-based Seminars using ISM Satellite Seminar Tapes and discussion. Could be tied to meeting dates	\$50.00 per session or 3 session package for 125.00	Could be Co-located with Regular Meetings
Mid-American Regional Seminar, Sep 14 and 15, 2010, 1 ½ day at Vermeer Pavilion and the Pella Opera House in conjunction with the September 2010, ISM-CI Meeting.	\$250.00 for ISM & APICS members \$350.00 Non Members	All affiliates will be invited to join. Held with Sep Meetings



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## **ISM-CI PROFESSIONAL DEVELOPMENT PROGRAM (PDP) FOR 2010 (CONT.)**

### **Notes:**

- Non-member costs for programs are higher to motivate them to use the new-member discount and become new members.
- The Education team will determine registration level against anticipated program costs and make a “Go no Go” decision two weeks in advance of each scheduled seminar event. The deadline date for registration will be published with the program for each scheduled event.
- See the ISM-CI Professional Development Program for 2010 for the full program details and planned schedules.
- The ISM-CI Board reserves the right to change, amend or cancel all or any part of this schedule without prior notice. Our sole obligation is to return any early registration fees.
- The ISM-CI Board reserves the right to change by increasing or decreasing the prices established above based on unexpected market or economic conditions.
- The entire ISM-CI Professional Development Program for 2010 will be posted updated online at [www.ism-ci.org/events.html](http://www.ism-ci.org/events.html)

### **REMINDER: Website Message Boards - <http://www.ism-ci.proboards.com/>**

As part of the ongoing initiative to continually improve and expand the useability of ISM-CI.org, we have launched a new message board for all of our members to sign up and use free of charge. This forum requires registration. To do so, please visit <http://www.ism-ci.proboards.com/> and fill out the “Create New Account” link. A confirmation email will be sent to you containing an authorization code. After you activate that code, you will gain full access to the ISM-CI Message Boards.

We are very excited about this new opportunity and hope that everyone signs up and joins us as we build upon this wonderful new communication tool!

**Sign up today!**  
**<http://www.ism-ci.proboards.com/>**