



The NCMA VOICE

May 2004



The President's Corner.....

The Program selected for this month promises to be very informative and entertaining. We look forward to seeing you

all at the meeting.

Bob Lynch

About The Program.....

"Let's Make a Deal – What Every Contract Manager and Aardvark Needs to Know to Get What They Want- Every Time!"

Whether you are an experienced negotiator or just hate to negotiate, this workshop will give you a new perspective of making a deal that both parties can feel good about. Negotiation is part of our everyday lives and we use negotiation skills, or lack of those skills, each day.

This workshop will cover four main areas of negotiation and will challenge the traditional idea that in order for you to win the other party has to lose.

Attend this workshop and be introduced to a different, but simple approach to getting what you want – every time!

About The Speaker.....

Mr. Jim Johnson, CMP, was a manager and contract manager for many years with one the country's largest electric utilities. Jim has successfully negotiated contracts involving hundreds of millions of dollars of spending.



CFO ON

Where: DoubleTree

When: May 12, 9:30-11:30

Instructor: Judy Wilson

MEMBERSHIP MEETING

Where: DoubleTree

When: May 12, 2004

Social Hour begins at 11:30 a.m.

Lunch will be served at 11:45 a.m.

Cost: \$12 Members, \$15 Non-Members

Topic: "Let's Make A Deal-What Every Contract Manager and Aardvark Needs to Know to Get What They Want- Every Time!"

Speaker: Mr. Jim Johnson, 21st Century Solutions

Menu: Fresh Tossed Garden Salad, with Ranch or Honey Dijon Dressing, Rolled Roast Beef with Mushroom Gravy, Green Beans Almandine, Horseradish Mash Potatoes, Assorted Rolls and Butter, Chef's Choice Dessert, Coffee, Decafe, Iced Tea and Water

RSVP: Call Vicki Dyer at 483-9332 or fax to 483-0241 by COB Friday, May 7, 2004.



Jim is the founder of 21st Century Solutions, a Travel and Hospitality Consulting Firm, and the Co-founder of Advantage Speaker Enterprises, a speaker and trainer resource company. He has also held leadership positions in many industry and non-profit associations.

Jim develops and presents seminars for groups around the country. Jim has also been a Mediator for over 13 years, helping people resolve their conflicts in a way that is less destructive than the normal litigation and court processes. Divorce, parenting plans, juvenile, civil, and business are a few of the kinds of cases that Jim mediates.

Master’s Certificate in Commercial Contracting.....

Our Chapter is again participating in the ORNL professional training program with George Mason University. Successful participants of the program will receive a Master’s Certificate in Commercial Contracting.

The next class, on the Uniform Commercial Code, will be taught May 18-22. For more information contact Joel Pearman at pearmanje@ornl.gov.

Joel Pearman

Proposed Slate of Officers for 2004 – 2005

East Tennessee Chapter

National Contract Management Association

The nominating committee for the East Tennessee Chapter of NCMA proposes the following slate of officers for the 2004-2005 Program Year:

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|-----------------------|----------------------|
| President | Barbara Jackson |
| Vice President | Katherine Bumgardner |
| Treasurer | Laura Davis |
| Secretary | Judy Franklin |

This ballot is presented for your immediate information and review and will be formally presented and voted upon by the membership at the June 2nd meeting. In the interim, comments or questions regarding the proposed slate of officers should be addressed to the nominating committee: Mary Berry, Joel Pearman and Barbara Turner.

As a reminder, voting is only required for officer positions; committee members may volunteer at will. If you would like to serve on a committee next year, you may contact the President-elect, Barbara Jackson, or the nominating committee.

Scholarship.....

The Mark Williams Scholarship Fund was established after his death to honor his memory and his contribution to NCMA. Students were awarded scholarships from funds donated in Mark’s name. We would like to continue to honor Mark by keeping this scholarship fund going. If any members or companies would like to contribute to this fund, please contact Laura Davis at 220-0051.

Upcoming Events.....

2004 Program Schedule

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| May 12, 2004 | Membership Meeting, 11:30 a.m., DoubleTree |
| May 19, 2004 | Board Meeting, 11:30 a.m., at Scientific Sales |
| June 2, 2004 | Membership Meeting, 11:30 a.m., DoubleTree |