

## The President's Corner.....

### FROM THE PRESIDENT...

Be sure and make your reservations for the October 11, 2000, luncheon and workshop. Seating for the workshop is limited to 15 participants on a first come first serve basis. You will obtain some very valuable information with direct application regarding small business and internet marketing. I will look forward to seeing you there.

**David Wallace**

### About the Speaker...

Billy Max Paul is the Regional Administrator of Region IV of the U.S. Small Business Administration (SBA) He is responsible for delivery of SBA programs in Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina and Tennessee. President Clinton appointed him on January 21, 1994.

The region has a loan portfolio of more than 74,000 loans worth over \$2 million. SBA helps develop thousands of businesses yearly with loan guarantees, counseling, training, surety bonding, business and home disaster mitigation loans, and government contracting support.

My mission is to foster small business formation, expansion and productivity." said Paul. "I will also work to help small business owners get the training and financial support they need to spur the economy and create jobs. I especially want to make a strong effort to reach out to traditionally underserved minority and women entrepreneurs."

Billy Max Paul formerly worked with several campaigns, including: Al Gore for President, Jim Jones for Democratic National. Chairperson, David Walters for Governor of Oklahoma and Bill Hefner for Congress. On the Al Gore campaign, he served as the deputy political director for eight states in the southeast.

Serving as the Associate Superintendent of Education, Kentucky Department of Education, Paul reviewed and promoted education legislation pending before the state legislature. As Chief Legal Officer of Able Corporation, he established interactive networks between trading countries in agricultural and mineral commodities.

## NCMA MEMBERSHIP MEETING

### Workshop Preceding Luncheon

**When:** 10:30 a.m., October 11, 2000

**Where:** Garden Plaza Clyde Hopkins Room

**Topic:** Marketing on the Internet and Internet Security for Electronic Commerce

**Speaker:** Raymond Worsham

**Reservations:** Contact Karen Shears at 241-6411 (Seating is limited to 15)

### Membership Luncheon

**Where:** Garden Plaza Hotel

**When:** October 11, 2000

### Registration and Networking 11:30 to 11:45

Meeting begins promptly at 11:45 a.m.

**Cost:** \$10 Members, \$12 Non-Members

**Topic:** Small Business

**Speaker:** Billy Max Paul, SBA Regional Administrator

**Menu:** Fresh Tossed Garden Salad w/ Ranch or Honey Dijon Dressings, Chicken Picatta, Mandarin Glazed Carrots, Wild Rice, Bread; Chef's Choice Dessert, Coffee, Iced Tea, & Water

**RSVP:** Call Vicki Dyer at 483-9332.

**NOTE:** Please make reservations by 5:00 p.m. Friday, October 6, 2000

## About the Speaker (cont.)...

He represented the United States Government as the Chief Legal Advisor with the U.S. Territories as the Assistant Solicitor, Territorial and International Law with the Carter Administration. He was also a candidate for U.S. Congress in the First Congressional District of Alabama.

He presided over non-jury civil, criminal, and juvenile cases and administered all personnel and policy matters of the court as a District Judge, First Judicial Circuit, in Grove Hill, Alabama. Prior to being a judge, he practiced law in Alabama.

The U.S. Small Business Administration, established in 1953, works to support the 22 million small businesses who provide jobs for more than half of the nation's private workforce in America.

## From the Newsletter....

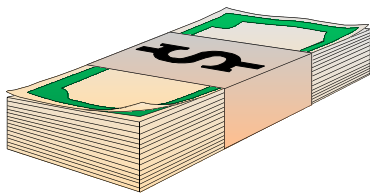
The newsletter will be delivered in .pdf format via email. Please let me know if you experience any difficulty with that format. Those currently receiving the newsletter by regular mail, but wish to receive it by way of email please give me a call. We may not have a current email address for you.

Remember to submit articles of interest to [kbumgard@scgincorp.com](mailto:kbumgard@scgincorp.com).

**Katherine Bumgardner**

## Treasurer Report..

As of September 19, 2000 there was \$11,005.31 in checking, \$520.03 in savings, and \$5,228.96 in CD for a total of \$16,754.30.



**Judy Franklin**

## Membership Report.....

As of September 19, 2000 the East Tennessee Chapter had approximately 145 members.

**Yvette Cantrell**

## Timely Topics.....

### NINE TIPS ON RUNNING A GOOD MEETING

Here are some tips on running a good meeting:

- Keep the group small. This is the most important tip. Any group of more than five will be too big to work efficiently. If others need to be involved, let it be done off line.

- Don't compete with group members. Give their ideas precedence over yours. If your ideas are really superior, others will get behind them and push them to the top.

- Listen to everyone. Paraphrase, but don't judge. Try to draw out the quiet, reflective types.

- Don't put anyone on the defensive. Assume everyone's ideas have some value. Even a bad idea may trigger a productive thought.

- Control the dominant people without alienating them. A strong personality and straight thinking don't necessarily go together.

- Realize that your interest and alertness are contagious. If you act like the meeting is important, the others will too.

- Keep all the participants informed about why you are meeting and what is expected of them. Keep notes on flip charts or a board that everyone can see.

- Check with the person who owns the problem to find out if an idea is worth pursuing or if a proposed solution is satisfactory.

- Give others a turn at running the meeting. Those who learn how to lead learn how to participate.

Publication " Financial Times"

## Upcoming Events.....

<b>2000 Program Schedule</b>	
<b>October 11, 2000</b>	Workshop, Membership Meeting, 11:30 a.m. Garden Plaza
<b>October 17, 2000</b>	Board Meeting 11:30 a.m. TBD
<b>November 1, 2000</b>	Membership Meeting, 11:30 a.m. Garden Plaza
<b>November 14, 2000</b>	Board Meeting 11:30 a.m. TBD
<b>December 6, 2000</b>	Membership Meeting, 5:30 p.m. Garden Plaza
<b>December 19, 2000</b>	Board Meeting 11:30 a.m. TBD
<b>2001 Program Schedule</b>	
<b>January 10, 2001</b>	Membership Meeting, 11:30 a.m. Garden Plaza
<b>January 16, 2001</b>	Board Meeting 11:30 a.m. TBD
<b>February 7, 2001</b>	Membership Meeting, 11:30 a.m. Garden Plaza - WATtec
<b>February 20, 2001</b>	Board Meeting - WATtec 11:30 a.m. TBD
<b>March 7, 2001</b>	Membership Meeting, 11:30 a.m. Garden Plaza
<b>March 20, 2001</b>	Board Meeting 11:30 a.m. TBD
<b>April</b>	NES
<b>April 17, 2001</b>	Board Meeting 11:30 a.m. TBD
<b>May 2, 2001</b>	Membership Meeting, 11:30 a.m. Garden Plaza
<b>May 15, 2001</b>	Board Meeting 11:30 a.m. TBD
<b>June 6, 2001</b>	Membership Meeting, 11:30 a.m. Garden Plaza

