



The President's Corner.....

Our upcoming December meeting promises to be a memorable one with a holiday festive atmosphere. We have plans for a very informative topic with Dr. Hatton from the Knoxville college as our speaker, as well as a social to include holiday music and door prizes. Dr. Hatton will be providing us information on partnering with Historically Black Universities (HBUs). Be sure to join us.

We had a great response on the recent membership survey and we obtained very valuable information from the results. Thirty members responded to the survey. The results are as follows:

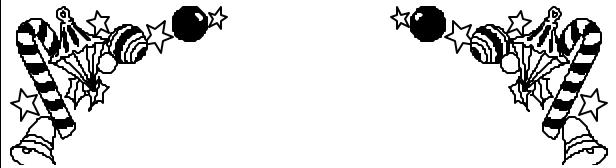
The majority preferred to conduct the meetings the first week of the month. An overwhelming majority preferred the membership meeting topics to concentrate on contracts specific topics with a few preferring a mix of both motivational and contracts topics.

On a scale of 1-10 the majority of you ranked the benefits of the newsletter as a 7 or 8. It seems that everyone receives adequate notice of the membership meetings.

The 30 responses were positive in that the East Tennessee chapter is offering quality benefits to its members including workshops, the NES, quality networking, membership meetings, and the Contract Management magazine.

You may notice some subtle changes as a result of your responses. The East Tennessee Chapter wants to give the members what they need from this organization. Thank you for your responses and I look forward to seeing you at our December membership meeting.

David Wallace



NCMA MEMBERSHIP MEETING

Membership Holiday Dinner

Where: Garden Plaza Hotel

When: December 5, 2000

**Social Hour begins at 5 p.m.
Dinner will be served at 6 p.m.**

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

Topic: Historic Black University Partnering

Speaker: Dr. Hatton of Knoxville College

Menu: Fresh Tossed Garden Salad with Assorted Dressings, Baked Turkey and Dressing, Mashed Sweet Potatoes, Green Beans Almandine, Assorted Rolls, Pecan Pie, and Coffee, Iced Tea, & Water

RSVP: Call Vicki Dyer at 483-9332.

NOTE: Please make reservations by 5:00 p.m.
Friday, December 1, 2000



About the Speaker...

Dr. Barbara R. Hatton is the President of Knoxville College. She keeps a bible in her office opened to the Book of Ester, the story of a queen who risks her life to save others but first must overcome her own fear.

Barbara R. Hatton, never applied for the presidency of the financially troubled college. She had to be talked into taking the job. She has faced the biggest challenge of her 30 year career. Do what she could to save Knoxville College or watch as it was shut down. The parallels to the Old Testament tale of Esther were apparent to her.

She stated that what convinced her to take the job were the conversations with people who said, "If they're going to get it done it will have to be by somebody like you". Dr. Hatton said "If you have special talents, God given skills, you ought to make them available.

Ms. Hatton, a former dean of education at Tuskegee University, program officer at the Ford Foundation, and professor at Stanford University's education school, offers a "textbook analysis" of what has gone wrong at Knoxville, which opened in 1875 as a normal school to educate black teachers and evolved into a liberal-arts college. In the era of integration its leaders didn't redefine the college for a time when black students had more choices in higher education. In later years, it attempted to attract more students with open enrollment, bringing in some students who weren't prepared to succeed. All that topped by "plain old mismanagement of resources" and poor planning. Please join us in welcoming Dr. Barbara R. Hatton.

Treasurer Report..

As of November 14, 2000 there was \$6,461.60 in checking, \$520.03 checking, \$521.11 in savings, and \$12,340.47 in CD for a total of \$19,323.18.

Judy Franklin

Membership Report.....

As of November 14, 2000 the East Tennessee Chapter had approximately 149 members.

**Yvette
Cantrell**

Timely Topics.....

MAKE SURE YOU NEVER SAY THESE THINGS

If you want to be considered a "star" performer, consider this list of "Never Say:

- "They didn't get back to me." Or, "They are going to

get back to me." Both are equally disastrous. Expecting someone to get back to you stops the action. Take the initiative.

"No one told me." Let a supervisor hear you talk this way very often and you will have made a very clear statement about the way you work. You operate in a tunnel, oblivious to everything that is going on around you. - "I didn't have time." And don't bother with "I was too busy," either. If you find yourself saying things like this, you are writing your employment obituary.

- "I didn't think to ask about that." An inability to understand and grasp relationships. The message in business today is clear: The only measure of success is performance. Whatever the roadblocks, it's your job to remove them. If not, you'll be perceived as one of them.

Communication Briefings

Submitted by David Wallace

Upcoming Events.....

2000 Program Schedule	
December 5, 2000	<i>Membership Meeting, 5:00 - 6:00 p.m. Social, Dinner at 6:00 p.m. Garden Plaza</i>
December 19, 2000	<i>Board Meeting, 12:00 a.m. at the office of CDM Federal Programs</i>
2001 Program Schedule	
January 3, 2001	<i>Membership Meeting, 11:30 a.m. Garden Plaza</i>
January 16, 2001	<i>Board Meeting, 12:00 a.m. at the office of CDM Federal Programs</i>
February 7, 2001	<i>Membership Meeting, 11:30 a.m. Garden Plaza</i>
February 20, 2001	<i>Board Meeting, 12:00 a.m. at the office of CDM Federal Programs</i>
March 7, 2001	<i>Membership Meeting, 11:30 a.m. Garden Plaza</i>
March 20, 2001	<i>Board Meeting, 12:00 a.m. at the office of CDM Federal Programs</i>
April	<i>NES</i>
April 17, 2001	<i>Board Meeting 12:00 a.m. at the office of CDM Federal Programs</i>
May 2, 2001	<i>Membership Meeting, 11:30 a.m. Garden Plaza</i>
May 15, 2001	<i>Board Meeting, 12:00 a.m. at the office of CDM Federal Programs</i>
June 6, 2001	<i>Membership Meeting, 11:30 a.m. Garden Plaza</i>

Merry Christmas