

November 9, 2011

Delegate Report: President's Leadership Meeting / Annual Planning Conference
Days Inn Fashion Square / Scottsdale, Arizona – October 20th, 21st, & 22nd, 2011.

I started off on Thursday 10/20/2011 - driving to Scottsdale to attend the President's Leadership Meeting being held this year in conjunction with Annual Planning. I arrived at the hotel at approximately 10:45 – checked into my room and met up with the other Chapter Presidents and Director Kofford in the hotel lobby to go to lunch. During our lunch we had wonderful and productive conversations regarding what is new with each of the chapters, what we are trying to do this year different from last, and any hardships we might be facing within the chapters. It was a great time of networking and getting to know the other Chapter Presidents in the Region.

Following lunch, at 1pm, we entered the meeting room and met Otto Siegel, founder of Genius Coaching, LLC. Prior to attendance each of us had completed a survey regarding our own behavior(s). Otto gave us some coaching on “How to Manage Challenging Behavior.” We learned that 75% of Human Communication is body language, 15% is spoken language, and a mere 10% is content related. We learned lots of information about ourselves and how we react to various situations and stresses. How we handle things, and how we deal with other people. One of the greatest things we learned was that there is nothing wrong with us... that we don't need to be fixed. That there is no such thing as “DIFFICULT” people – just “DIFFERENT” behavior – and the more we are able to learn about it and how we react to it – the easier it becomes to deal with those differences in behavior.

We learned that the Chinese character for LISTENING is composed of many different words... The Ear for gathering the information, the Eye for perceiving the body language, the Heart for using your intuition, and the King for showing someone your respect by listening to them. Wrapping it up that Professional Listening involves using all your senses and treating others with respect.

We learned that we are all Genius'. That we are all born a genius and each of us have (5) traits that make us a genius in some area. 1) Intelligence, 2) Intensity, 3) Sensitivity, 4) Specialty, and 5) Charisma. In some area we all have these traits... it is just that as we enter school and learn to “conform” so as not to be outsiders – we give some of that away – or suppress it in some way. This provides for the differences between our Natural and Adaptive Behaviors. Some of us found that we had changed our behaviors quite drastically between these natural and adaptive phases... others of us found “what you see... is what you get....”

Wrapping things up at 5pm with a recap of the day we drove to Director Kofford son's home in Scottsdale where we were treated to a very nice homemade dinner of fajitas and corn all grilled up special for us by Chris Jolly. He had also prepared some very tasty homemade Sangria. We relaxed in his backyard oasis by the pool and conversed and got to know even more things about each other.

We resumed our leadership meeting the following morning 10/21 at 9am in the Hospitality Suite with a review of the President's handbook, Chapter Budgets, and the NAWIC Operations Manual. Questions were asked and answered by all. As Leadership wrapped up at 11:30am – we were greeted by the other attendees showing up for Annual Planning. Registration took place until 1pm so there was some time to meet and greet old and new NAWIC friends.

We had lunch followed by our Team Building Activity – Orienteering in the Desert. I must admit – there was much trepidation regarding traipsing through the desert at 1:30 in the afternoon – with 98'+ temperatures. However... it was much more and a surprising amount of fun – filled with very very valuable information about

working together as a team. How each person has something special to contribute and if you all work together you can accomplish great things. We had separated into five different teams – with six different team members. Each of the team members was given a specific task and you needed each one of them to complete all the obstacles in the way to orienteering yourself back to home base. We had team Aztec, Blue, Gray, Pink and White. At approximately 5pm we returned back to the hotel and were released for the evening. We had our evening for exploring the fashion square area. Robin and Sue took me to a sports grille – where we had wonderful burgers and onion rings for dinner. We then returned to the hotel and networked some more – meeting lots of other people staying at the hotel... including several “Senior Softball Teams” in town for the Senior Softball World Series... One of the teams we met actually won... They were from Massachusetts. Another team had made it all the way to the Semi-Finals.

On Saturday promptly at 8:30 we started the business of the region with the introduction of the head table, the reading of the Registration Report (a total of 31 attendees) and Directors Report. That was followed by a presentation on Strategic Planning by Pam Dullum and what it takes to get where you want to go. There was a presentation on the National Budget and where things are going and how they need to be changed – soliciting information for the Directors to bring back to National with questions, problems, and suggestions. The Director’s fund report was read. It was determined that contributions to the Director’s fund will be deferred again for the 2011/2012 year. There were some housekeeping issues to be taken care of with the changes to Region Gr8 Policies and guidelines. A new trustee was ratified due the resignation of Cathy Ursini. Kathy Benet of Salt Lake City Chapter will be taking her place. There was a recap of the Orienteering challenge and winners were announced. Team Gray won the challenge with Team Pink in second, and Team White in third place. Awards were issued and many laughs were had as we reviewed some of the photographs taken during the challenge. At 12:30 we broke for lunch. And resumed at 1:30 with our Keynote speaker again Otto Siegel... being new to those who had not encountered him during the Leadership meeting on Thursday. This time he spoke to us on Practical Leadership – a continuation of where the Chapter President’s had been and still relative to all others in attendance... We learned why behavior is so powerful, how to communicate to all behavioral styles and the process of acknowledging desired behaviors as they come along. We learned about Deep Listening and all the various components that encompass again... using all of your senses to combine into a deeper understanding of what the other person is really trying to say.

After a brief break we returned to have the presentation on the new K-12 Program (NEF Accessory Structure Project) was presented by NEF Liaison Sharon McGinnis. The program is due out in January. Each Chapter in the region was invited to submit a request for a “free” copy of the program as they are giving away one per region in promotion of it.

We then held a “best practices” session – and networked with each other to learn how some things work – and some don’t and what has worked best for others... There will be a list posted on the Regional Website after the conference.

Solicitations for Region 8 Director were offered up as a new Director will be elected for the Region at Forum in May here in Tucson.

All in all a very powerful weekend full of many insights and leadership thoughts and ideas.

Respectfully Submitted

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Tucson Chapter President
APC Delegate.