

NAPM Meeting 10/13/2009

Raffles Evendale Banquet Center

Networking & Registration: 5:30-6:00 PM

Dinner: 6:00 – 7:00 p.m.

Speaker: 7:00- 8:00 p.m.

Cost: \$ 25.00

Non-members \$ 35.00

Reservations: via CVent

The Art of Negotiation



Today we need to be sharper than our competition to win more for our company. While not every situation is the same, certain tactics and strategies will make you a better negotiator. Our program will cover “Seven Rules” to live by in negotiations and what are the “Seven Deadly Sins in Negotiating?”

Failing to recognize what is really happening will cost dearly today.

This short one hour program by Michael Roth will be eye opening.

SPEAKER

Michael Roth: Mike's tactics are different, but the results he achieves thru his clients are outstanding.

A sales strategist, his success include moving Toyota to Cincinnati, and adding over 120 million in sales to IBM Global Services, a \$22 million a year operation, in 8 months.

Today, Mike's company is the most experienced and successful franchisee of Sandler Training in south west Ohio.

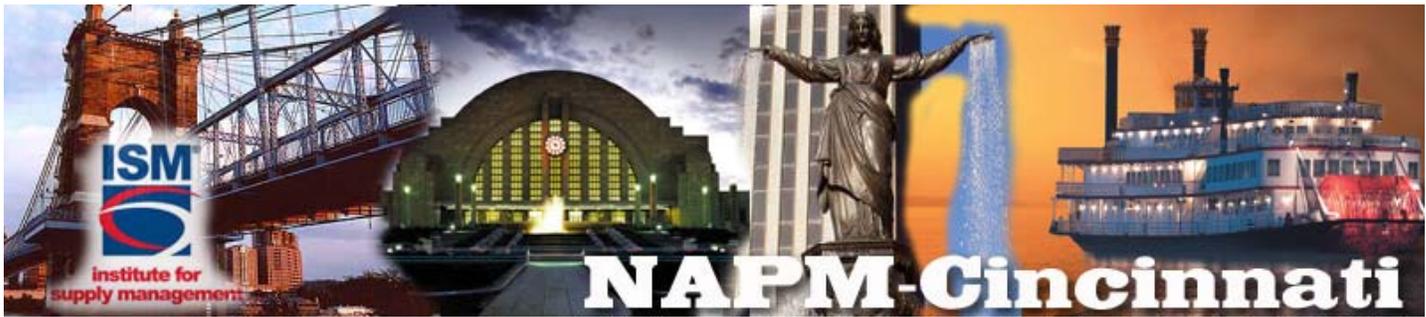
His Fortune 500 experience includes over 40 years growing revenue at Cable & Wireless, IBM, Telex and Hughes Communications.

Dinner Cost: \$ 25.00

Non-Member Cost: \$ 35.00

RESERVATIONS: October 6, 2009

Reservations will be taken via an online system called CVent or you can register at the door. If you have any questions or experience any problems with your reservation, please call Ken Wilson at 513-385-4144 or e-mail marketeria@aol.com.



SUPPLY LINE 2055

CERTIFICATION UPDATE 

Check out the latest edition of [Supply Line 2055: Certification Update](#)

In this issue:

- [Celebrating Our 1,000th CPSM®](#)
- [Do You Want to Be a C.P.M.?](#)
- [Low-Cost CEHs](#)
- [New CPSM® Study Materials](#)
- [The Art of Studying](#)
- [Online Book Sale](#)
- [Upcoming CEH, Networking and Professional Development Opportunities](#)

Discover the Benefits of a Socially Responsible Organization

(TEMPE, Ariz.) September 4, 2009 — Discover the benefits of a socially responsible organization when you attend the Sustainability and Social Responsibility Conference, November 5-6, 2009 at the [Marriott Inn and Conference Center UMUC](#) in Adelphi, Maryland. [Read more . . .](#)

[Welcome New Members](#)

Mark Applegate – Sumco Phoenix Corp
Kennith Brumfield – Sumco Phoenix Corp
Edward Davis
Jim Fortman – Sumco Phoenix Corp
Kathryn Kuziw – Scripps Howard
Sarah Markland

Upcoming Events

November

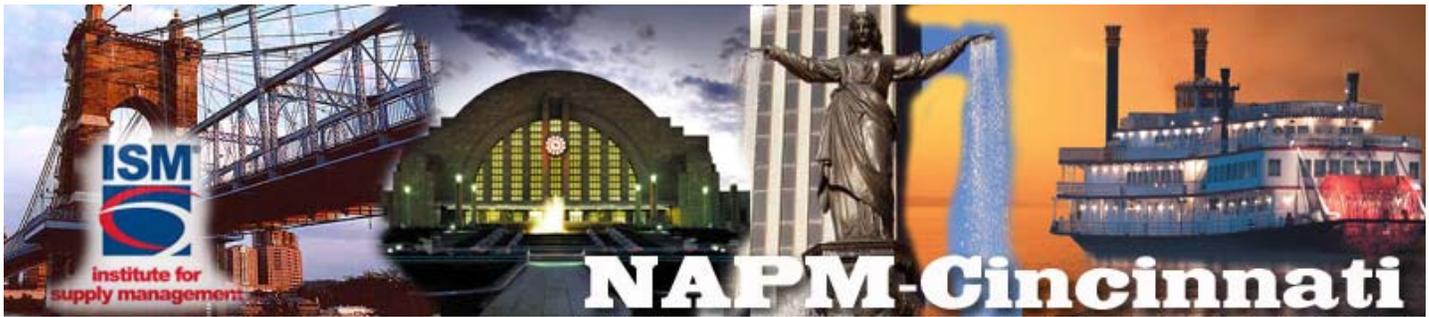
November 10, 2009: [Dinner Meeting](#)

The Technology of Languages – working in a multicultural environment: Presenter: Amelia Rodriguez, CEO of Vocalink

January

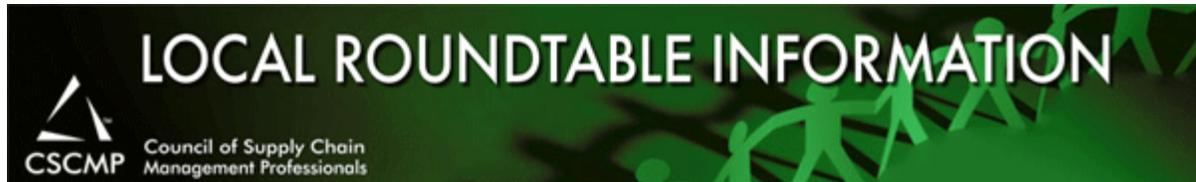
January 12, 2009: [Dinner Meeting](#)

Economic Forecast – The state of the Economy
Presenter: Dick Stevie 0 Duke Energy George Vredeveld, UC.



October 2009

Editor: P. Gibbons



Cincinnati CSCMP Roundtable Meeting

United States and Global Trade Policy Trends and Expectations

Speaker: Pete Mentos

Thursday, October 15, 2009

Cincinnati Museum Center at Union Terminal

<http://cscmp.org/roundtable/meetings.asp?CompanyID=41378>

Services Procurement Strategies in Today's Tough Economy

(TEMPE, Ariz.) September 16, 2009 — Are you maximizing your services spend? Realize a high ROI when you direct your supply management expertise to the world of purchasing services. Register now to attend the [10th Annual ISM Services Conference](#), December 3-4, 2009 at the [Pointe Hilton Tapatio Cliffs Resort](#) in Phoenix. [Read more . . .](#)

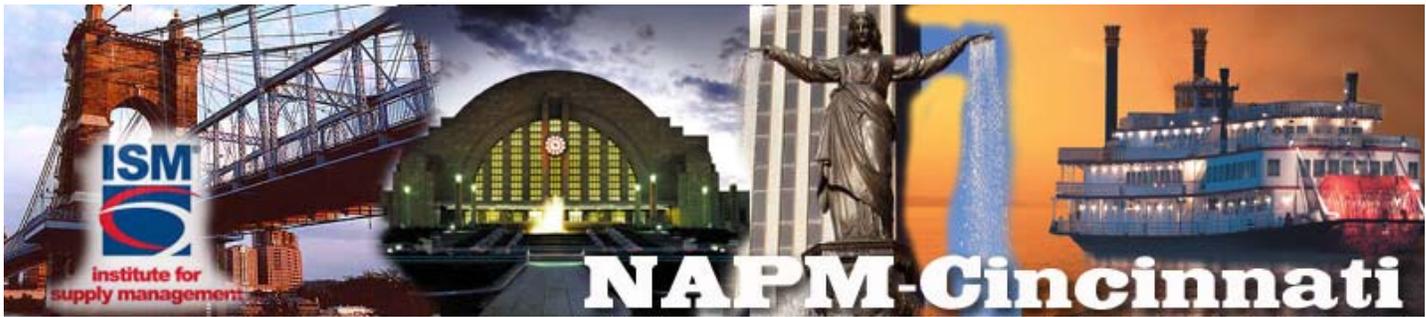


ISM: What's In It For Me?

Date: Thursday, October 15, 2009
Time: 1:00 p.m. EDT / 10:00 a.m. PDT

Don't miss this Free, 1-hour
STREAMING ONLY Web event hosted
by ISM.

<http://www.ism.ws/1539>



New ISM Member Benefits

Inside Supply Management This month you will notice several new benefits exclusive to ISM members. The first change is an additional format of *Inside Supply Management*[®]. Realizing your busy schedules and time spent outside the office, each month you will receive an email announcing the digital version of *Inside Supply Management*[®]. Now you can enjoy the articles from any computer. You'll find the digital experience very similar to the print version with added search and other features to focus on the information that is most important to you.

ISM Report on Business In today's economy, the *ISM Report on Business*[®] has caught the attention of economists and analysts throughout the world. As an ISM member you will be among the first to receive this timely information. Starting this month, as soon as both the Manufacturing and Non-Manufacturing reports are released to the press you will receive an e-mail with a link to the in-depth details and graphical charts of each month's reports.

Inside Supply Management ISM was at the forefront on the issues of corporate social responsibility and sustainability. Keeping in line with this mission we are reducing our carbon footprint in a number of ways, offering more online courses, implementing green practices at our conferences to name a few. To reduce paper waste, you will receive twelve digital issues of *Inside Supply Management*[®], you will continue to receive eight print issues of the magazine. Please note the December, February, June, and August issues will be digital *only*.

Coming in November! Be on the look out for a LinkedIn social media event...

Social media tools such as LinkedIn and Twitter have become increasingly popular.

Learn how to build your network of fellow professionals and increase your sphere of influence.

CPSM Review Seminar



Dates have been established for a fall CPSM Review Seminar. Be on the lookout for more information about this important event.

Saturday, October 24th and 31st and November 7th and 14th

Read More..