

Tuesday, April 14, 2015: Professional Development Meeting (Breakfast)

Effective Communications

Overview

Success in life depends upon our communication skills. Successful communication is the ability to use specific skills in a manner that allows for understanding in the giving and receiving of information. This program examines group communication and provides participants with skills that support successful communication.

Topic Outline

- I. Message Receiving Process
- II. Three Ball Juggle
- III. Active Listening Skills
- IV. VAK Communication

Who Should Attend

Supply management, procurement, purchasing and project team members; engineering, operational, quality and maintenance team members; and all others who interface with contractors, or suppliers in the acquisition of materials, equipment or parts and services; or anyone who wants to improve internal or external performance and gain successful outcomes.

Tim Pflieger, MSE, NREMT



Tim Pflieger is the Founder and President of the Team Leadership Center (TLC) and Door County's Adventure Center (DCAC). The Team Leadership Center includes an indoor and outdoor ropes challenge course on 80 acres in beautiful Door County. The Center facilitates workshops using adventure education, low and high ropes courses and outdoor activities. DCAC is a full service paddle shop, providing caves/dunes tours, rentals, kayak sales and educational workshops and outfitted trips. DCAC is also the only professional zip line tour company in Door County, using certified guide/instructors with two zip line locations.

TLC provides programs focused on team building, collaborative leadership, keynote speaking and strategic planning facilitation to organizations throughout the United States & Canada. All programs are interactive and dynamic, helping participants gain first-hand experience in learning, applying and transferring new skills.

Tim Pflieger is an experienced trainer, facilitator and keynote speaker who has been inspiring corporate groups, professional and collegiate sports teams and youth groups for over a decade. He has served as a training and organizational development resource for corporations large and small. Tim has an innate gift for understanding what makes people tick and how to encourage individuals and groups to move beyond their comfort zones to maximize their potential.

Inside this issue:

PDM INFORMATION	1-3
2015 ELECTIONS	4
FUTURE MEETINGS & EVENTS	5
MEMBERSHIP	6
CPSM	7
CONTINUING EDUCATION OPPORTUNITIES	8

Tuesday, April 14, 2015: Professional Development Meeting (Breakfast)

Effective Communications

(continued from previous page)

Tim earned his Master of Science in Education while working in higher education, directing college programming and providing training in leadership development. He is a certified high ropes and kayaking instructor and trainer. In addition to his work at the Team Leadership Center, he serves as an adjunct faculty instructor at Northeastern Wisconsin Technical College (NWTC). Tim is a volunteer first responder and National Registered EMT. He provides training in Emergency Medicine, rescue team dynamics, supervisory management and collaborative leadership. Tim is professional paddler and is an ACA Coastal Sea Kayak instructor. In his free time he is an avid outdoors man, mountaineer, and adventurer.

For more information about Tim Pflieger, the Team Leadership Center or Door County's Adventure Center please visit our website at <http://www.dcadventurecenter.com/keynote.html> or email Tim at tim@teamleadership.com.



Door County Adventure Center
4497 Ploor Road, Sturgeon Bay, WI 54235
(920) 746-9539 dcadventurecenter.com
ALL RIGHTS RESERVED

Tuesday, April 14, 2015: Professional Development Meeting (Breakfast)**Effective Communications****PDM Schedule of Events:**

7:00 a.m.—7:30 a.m. Registration and breakfast

7:30 a.m.—9:00 a.m. Presentation

Location

Liberty Hall
800 Eisenhower Drive
Kimberly, WI 54136

Menu: Freshly baked cinnamon rolls, breakfast breads, seasonal fresh fruit salad, fluff scrambled eggs, home-fried potatoes, crisp bacon, assorted chilled juices, freshly brewed coffee

Registration Details:

Event Cost: Member (Pre-Pay): \$20.00 | Member (Pay at Event): \$25.00
Student: \$15.00 | Non-Member: \$25.00

To register: Visit <http://ism-newwisconsin.org> to register online and pay for the meeting via PayPal.
-OR-
If you have pre-paid for PDMs, sign up by contacting **Orson Fournillier**
Email: ofournillier@coating-excellence.com

Note: Anyone making a reservation that doesn't attend the meeting and hasn't paid will be charged for the meeting as ISM must pay for any reservations that are made.

Consider becoming a member of ISM NE-WI for the remainder of the 2014-2015 program year at a pro-rated rate of \$125.00 or less! See <http://ism-newwisconsin.org/templates/paymentnew.html> for details.

Registration Deadline: Friday, April, 10 2015—cutoff at noon

NO CANCELLATIONS. This is necessary to enable coordination with the facility for seating and meal arrangements.

2015 Elections: May Professional Development Meeting

Positions for Election

Vice President: OPEN

1 year term then becomes President and Past-President roles

Secretary: Francine Potts

2 year term (2015—2017)

Facilities: Theresa Bishop

2 year term (2015—2017)

Marketing: OPEN

2 year term (2015—2017)

If you are interested in any open position, please email: cindy.goller@pcmc.com

2015—2016 Board of Directors & Positions

President: Orson Fournillier

Past President: Cindy Goller, C.P.M.

Treasurer: Ed Sobieski

Membership & Newsletter: Vicki Edinger

Education: Ken Vissers

Website: Jim Winnekens

Certifications Chair: OPEN

Future Meetings & Events

ISM NE-WI PROFESSIONAL DEVELOPMENT MEETINGS		
Date Meeting Format	Event / Topic Speaker	Location
April 14, 2015	Effective Communication for Best Supplier Relationships	Liberty Hall 800 Eisenhower Drive Kimberly, WI 54136
May 12, 2015	Packer Stadium Tour Annual Elections	Lambeau Field Dinner @ The Stadium View

ISM Northeast Wisconsin Affiliate Membership Summary

March 2015	
Regular Members:	160
Associate Members:	13
Lifetime/Dues Free:	10
Student Members:	3
Total Members:	186

In an effort to grow our member network and educate Purchasing professional in our area, we ask that you take the time to forward this newsletter to any appropriate person in the Purchasing profession or any other colleague, friend, or acquaintance whom you think could benefit from the programs this affiliate offers.

Thank you!

Membership inquiries can be directed to: **Vicki Edinger**, Director of Membership
ism.membershipnew@gmail.com

CPSM Certification



CPSM® Certification – valued around the world.

There is a reason why ISM has certified over 60,000 supply chain professionals in more than 30 countries. This professional achievement is valued by employers and organizations around the globe.

The Certified Professional in Supply Management (CPSM) certification recognizes demonstrated competencies in global supply chain management and leadership.

Expand your knowledge.

- Sustainability in a global market
- Strategic sourcing and forecasting
- Risk and compliance

For complete CPSM eligibility guidelines, see www.ism.ws/4248.

Complete CPSM Certification Package

- CPSM Diagnostic Practice Exams
- CPSM Study Guide
- ISM Professional Series
- Application Fee and Three Exams
- **Members \$1,143 | Non-Members \$1,733**

Become CPSM certified.

It's easy to get started. Take the CPSM Diagnostic Practice Exams and assess your knowledge level. Use your score report to identify areas of study. Then take advantage of the CPSM Study Guide, ISM Professional Series, and numerous online resources and seminars.



Register online at ism.ws or call Customer Service at +1.480.752.6276 opt 8.



Continuing Education Opportunities



ISM® presents numerous free web-based seminars throughout the year. Join us to learn about new trends that affect your role in supply management, and participate from any location.



Podcasts/ Videocasts

An ever-expanding library covering a broad spectrum of supply management and general business topics — from the basic to advanced. Download and listen while you work, during your commute or even in your downtime.

Free for ISM® members.

The ISM® Knowledge Center

Eliminate travel expenses. Online courses are a powerful resource for attaining your professional goals. You can choose courses in **business, finance, manufacturing, negotiations, CPSM®/CPSD™ review, sustainability and social responsibility, product development, services** and much more. For more information and to register for the ISM® Knowledge Center courses, go to www.ism-knowledgecenter.ws. All courses are active for 12 months from the date of purchase.



Seminars

ISM® public seminars are a great way to get ahead. Each seminar is presented by an expert instructor with the ability to take your knowledge further. In fact, each of our seminars receives consistently high instructor ratings as well as content ratings. In short, our instructors know the material and are committed to getting that information to you so that you can move your career forward. Furthermore, ISM® offers a wide range of topics; whether you want to get in-depth knowledge of transportation or improve your skills in risk management, ISM® has you covered.

**ISM®
Résumé Service**

Free résumé critiques by a career expert. Let Tracy Laswell, JCTC, CPRW, ISM®'s career expert, turn a "typical" résumé into a powerful career marketing document (one free critique per customer).

Special EVENTS



Network with more than **2,000** peers at the **Annual International Supply Management Conference**, devoted exclusively to purchasing and supply management, emerging trends and challenging comprehensive sessions — all conducted by your peers. The Conference attracts distinguished keynote speakers to discuss current national and international issues and features several sessions highlighted by prominent corporate leaders.

ISM® Resources

ISM® Glossary of Key Supply Management Terms (5th Edition)

The ISM® *Glossary of Key Supply Management Terms* is a valuable reference tool for supply professionals, academics, researchers and students. Greatly expanded with more than 2,400 terms, it includes information from all disciplines within supply management.

Connect With Us



With a strong global influence, ISM® connects you with supply chain professionals around the world. Join the conversation, expand your network and get exclusive ISM® insights on Facebook, Twitter, LinkedIn and Google+.



Propurchaser.com

Commodity Tracking — Easy-to-use tools and data to prepare for negotiations to strike better deals. ISM® members are entitled to a 60-day trial membership and savings if they decide to join.

ISM®-ADR School for Supply Management

Delivers world-class professional development programs and consulting services to corporate teams in the U.S. and China.

ISM®'s Purchasing and Supply Sourcing Guide

Tap into the incredible network of the Institute for Supply Management® with the Purchasing and Supply Sourcing Guide. Powered by MultiView, the Guide gives supply management professionals a fast and easy way to find great suppliers. Search today at www.purchasingandsupplysourcingguide.com.