



**institute for
supply management**



“The Purchaser”

**Oregon Mid-Valley Purchasing and Supply Management Association, Inc.
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Oregon Mid-Valley's mission is to provide continuing education in the best purchasing and supply management techniques available, enabling members to utilize this knowledge while practicing the highest ethical standards to maximize the profitability of their employers.

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From Regan Dugger, Your 2008-2009 OMV President

PREPARE, PLAN AND COMMITMENT

My son and I lived as bachelors for 10 years after his mother and I divorced. While I swore that I would never get married again, fate grabbed hold of me and in April 2007 and I found myself married to a wonderful woman. Unfortunately, she is a very good cook and since our nuptials, I've had to upsize my pants more than once! This year's resolution was to find a way to reduce my waistband by more than a couple of inches, and so I've recently invested in Nutri-System.

I spent several weeks psyching myself up for the “right time” to start. Once I felt that I was committed, I ordered my first four weeks of food and eagerly awaited the arrival of my new menu items. The excitement I felt when the UPS driver finally came to my house was like that of a child at Christmas! I dug into the contents and looked at every single item.

My food order also included a Daily Diary, used to keep track of what you eat, each day, all day, for the first four weeks. I put that Daily Diary right to work. I knew that to be successful, I would need to prepare myself to begin the program and plan out every meal I was going to have. Separating all the items into Breakfast, Lunch, Dinner and Snack piles, the determination inside my mind began to grow anew. Only after I had completely filled in my Daily Diary did I select the actual day to start my diet. So far, all is going according to plan and I'm glad I made this choice.

...Now that you've read all about my new diet, you might be wondering just what the point of this story is. Well, I can tell you that after three weeks of being on Nutri-System, I have lost a total of 10 pounds! I believe my early success can be summed up in three words:

Prepare, Plan and Commitment.

By taking the time to prepare, organizing all the grocery items up front, it was much easier for me to set a plan of action in place. I also became much more familiar with the products and their color coding by meal periods. My plan included writing down each food item I was to eat over the next month, every day and by meal, which was very helpful in keeping me on track. There was no deviation; no distraction. Also, by having the day's meals with me at work, I never had a reason to look for potentially bad food choices in our employee dining room or my kitchen pantry. Finally, after the planning was done, I renewed my commitment to sticking with this program, daily, as I opened the diary to see what my menu was going to be for that day and gathering those items from the kitchen shelf.

In our professional life, preparing, planning and committing can help us be successful, too. If we take the time to prepare for the work to be done, plan out what we need to do to achieve our goals and objectives, and regularly renew our commitment to do the best we can, then our futures will be more secure and more successful compared to those people who just go through the motions. I feel that being a member of OMV can either be a passive experience – just going through the motions – or it can be an active process used to benefit you and your career. You don't go into critical negotiations without a preparation, planning, and a commitment to do the best you can, do you?

Preparing, planning and committing can help you get the most out of your membership with OMV, too. The meetings are held the same time,

each month, and usually in the same location. Prepare yourself in advance by finding out the topic of the next meeting, plan your time accordingly so that you can attend, and then renew your commitment to being an active participant. It's the only way you can make your membership work for you.

Maybe you should consider being more active and seek a position on the Board as well. It's been one of the best learning experiences and will only benefit me as I grow in my career. Unless you remain committed to our organization, it may disappear and we would all be worse off if that happens. We need our members to be committed to our affiliate; to attend meetings and take on leadership roles. Step up, prepare yourself, plan to participate, and renew your commitment to OMV...and all that we can accomplish together!

Regan Dugger, President
Oregon Mid-Valley Purchasing & Supply Management Association, Inc.



To our newest members:
Raillie Wilson of Azko Nobel
Erica Stockdale of Holiday Retirement
Erika Herbert of Holiday Retirement

Oregon Mid-Valley Purchasing & Supply Management Association

*an affiliate of the **Institute for Supply Management**,
is proud to announce our March 2009 Seminar:*

**“Taking Charge! A New Way To Negotiate That Guarantees Your Success”
AND
“Choosing To Succeed”**

OMV members,

We are very excited to announce the 2009 Seminar presented by the Oregon Mid Valley affiliate of ISM. The all day seminar will be held Tuesday, March 10th, 2009 at The Shilo Inn in Salem, Oregon (3304 Market Street). Our presenter will be Ross R. Reck PhD. This year, the seminar will consist of two different topics, followed by a third at our Dinner Meeting. It's like getting three seminars for the price of one! Here are the topics that Ross will share with the attendees:

8:00 a.m. – 12:00 p.m. “Taking Charge! A New Way To Negotiate That Guarantees Your Success”

Generally speaking, people are not very good negotiators. It's not because they don't care or don't try; it's that the traditional methods of negotiating don't work very well. More than twenty five years ago, I embarked on a journey to find that new way. And, to make a long story short, I found it. Let me tell you, this method works like nothing else does. In twenty-plus years of consulting with this method, it has never once been wrong or failed. The program is about sharing the details of executing this method with participants.

Upon completion of this program, participants will be able to:

- Develop plans to achieve *spectacular* results
- Build *relationships* that lead to “yes”
- Negotiate agreements that make *both* parties better off
- Get others *excited* about telling you “yes” *over and over* again
- Achieve a more rewarding and fulfilling *personal* life

12:00 p.m. – 1:00 p.m Lunch break (included in registration fee)

1:00 p.m. – 4:00 p.m. “Choosing To Succeed”.

Your success in business and in life is not all about you; it’s about everyone but you. The reason is that you can’t achieve a high level of success all by yourself; you need all the help you can get. And, the more help you get, the more successful you’re going to become. *Choosing to Succeed!* shows you how to take control of your human nature and use it to develop your own *personal army of advocates*—an enthusiastic army of people who absolutely can’t do enough for you!

6:00 p.m.(Dinner Meeting) “Instant Turnaround Getting People Excited About Coming to Work and Working Hard”

Do you have a company, department, team or sales force where the employees routinely under-achieve, fail to take initiative, refuse to work together as a team, or intentionally sabotage the success of your organization? Would you like to turn your situation around immediately—as in overnight? Think something like this is impossible? Think again!

If you’d like to create the same kind of turnaround, you need to attend this program. You’ll find that achieving an instant turnaround is something anyone can do. What’s more, you won’t have to wait for a month, six weeks or a year to see results; you’ll notice significant improvement the very first day! This program is easy to implement, costs nothing and everybody wins.

Cost for Seminar: \$125.00 (includes lunch for both OMV members and non-members)

Cost for Dinner Meeting: \$20.00 (All are welcome to stay and join us for a catered dinner)

Don’t miss this opportunity to see a dynamic speaker and nationally published author right here in Salem!

ROSS R. RECK, PhD



Dr. Ross Reck

Dr. Ross Reck is the coauthor the soon to be published *Instant Turnaround! Getting*

People Excited About Coming to Work and Working Hard. He is also coauthor of *REVVED!* and the best selling *The Win-Win Negotiator*. In addition he is the author of *Turning Your Customers into Your Sales Force* and *The X-Factor*. A compelling and dynamic speaker, Dr. Reck has been featured at hundreds of meetings, conferences and conventions throughout the United States, Canada, Latin America, Europe and Asia. His recent consulting clients include Hewlett-Packard, John Deere, American Express, Janssen-Ortho, Inc., Rolls-Royce, the Chicago Cubs and Xerox.

Dr. Reck received his Ph.D. from Michigan State University in 1977. From 1975 to 1985 he served a Professor of Management at Arizona State University. During his career at ASU he was the only two-time recipient of the prestigious “Teaching Excellence in Continuing Education” award and was identified by the university as an “Outstanding Teacher.” Since 1985 he has dedicated his full time efforts to positioning his clients for new heights of achievement.



WWW.OMVPURCHASING.ORG

Have you been to the OMV website yet? If not, check it out and let us know what you think!



Tim Duy presents the topic “Economic Forecast for 2009” during the January OMV dinner meeting held at Brice’s in Salem.



Our March Dinner Meeting will be held at the Salem Shilo Inn (3304 Market Street NE. The presenter will be Dr. Ross Reck who is also presenting the OMV seminar the same day at the Shilo! The presentation will be “Instant Turnaround Getting People Excited About Coming to Work and Working Hard”. Please RSVP to rich.palmer@holidaytouch.com by Friday March 6th. Cost for this dinner meeting is \$20.00 for all attendees! Don’t forget to register for the seminar preceding the dinner meeting. Only \$125.00 for all attendees!