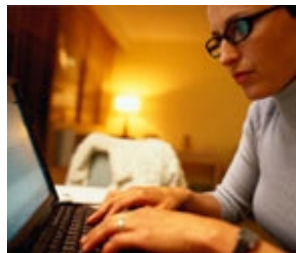




# PonyXpress



## Welcome to Spring!

by Wendi  
Williamson

This is a great time of year to see new life coming up all around us. All the planting you did last fall is beginning to bloom. Many of you have helped the chapter plant some very important seeds for the future health of the chapter. I am finding it hard to find the right words to express my deepest thanks to those who worked so hard to produce one of the best Education Conferences and Tradeshows any of us have ever attended. The evaluations speak for themselves. I have received many phone calls, e-mails and cards with high praise for the coordination of this event. I hope all that volunteered had a good experience and will inspire more members to step up and get involved.

Most of you know that I represent the Sacramento Chapter by participating in the Chapter Presidents Roundtable. This roundtable provides consultation and advice to the National Board and a forum for chapters to exchange ideas and practices, which serve to improve the quality of membership in the Society. Each

chapter president was asked to "volunteer" to either lead or be part of a committee to improve the organization. These assignments varied from helping to re-write the Chapter president's handbook to helping to develop future leaders. So, by now you probably know where this is going. Don't worry I won't try and turn you all into leaders. My focus will be on developing volunteers. Please log onto our website: [www.sgmpsac.org](http://www.sgmpsac.org) and complete the volunteer assessment form. Each chapter may eventually participate in this assessment, leading us to improve all chapters and grow our membership nationwide. Your input is the key to our success. I know the Sacramento chapter will be a good test pilot.

My partners on this project are George Smith, Atlanta Chapter, Delia Peng, San Francisco Chapter and Nancy Ahlbin, Greater Oregon Chapter. This is a big undertaking, but I believe we have the right stuff and the time is right. I guess Hillary was right; it really does take a village! Watch for more information regarding our volunteer development campaign.

*"Leaders don't create  
motivation, they unlock  
it."* John Gardner



*"Everything you needed to know about Membership to SGMP"*

by Julie Verduzco Membership Chair

Well it's that time for you and that special guest to attend our May meeting at the Hawthorne Suites. A special power presentation will be ready for you to view the benefits of being a SGMP member! Planners bring a new planner and receive a gift. Any new planner who registers that night will be in a special drawing for a Mystery Grand Prize.

I encourage all of you to attend, and lets have a great time together! The address is:

Hawthorne Suites  
321 Bercut Drive  
Sacramento, California 95814  
4:30 pm to 6:30 pm



**SAVE THE DATE**  
**SGMP's 14th Annual**  
**Silent Auction**  
**Casino Night**  
**April 10, 2002**

♠♠♠♠

This year's Silent Auction will be ran completely different. We will be having a Silent Casino Night exclusively. The awards and chapter success program will take place in June after the National Conference. This provides the perfect environment for spouses, significant others, friends, family and co-workers to join us for a great night out!

♠♠♠♠

**Radisson Hotel**  
**500 Leisure Lane**  
**Sacramento, California 95815**  
**From: 5:00 pm - 9:00 pm**

# Review of the Sacramento Chapter Education Conference

by Robin Wilson, CMP

Several of the San Francisco Chapter members attended the annual education conference in Sacramento on February 8 at the Holiday Inn Northeast. A patriotic red, white and blue theme was carried out at the tables and trade show supporting the title "Changing Times in Government Meetings." The highlight of the conference was a "Best Practices" binder with useful samples of tools to maximize your organization of a meeting. There were charts, lists and RFP samples all arranged to use as a desk reference. The first session was a panel of planner experts who explained the best practices that made up the sections of the binder. It was a terrific hands-on demonstration of sharing the processes that work. Coincidentally, Sally Marcus is currently working on a similar sample set to insert in our own Chapter desk reference binders, which will be handed out at our chapter conference on March 28. What do they say about great minds thinking alike!

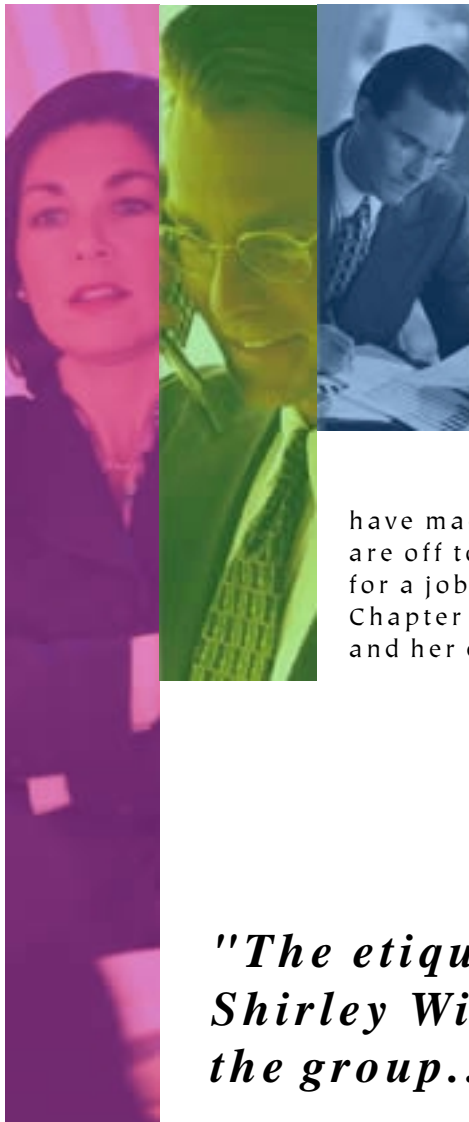
The etiquette queen, Shirley Willey, enlightened the group with tips for eating with the proper fork, dressing in business style and the correct forms of address and introductions. She had been part of the San Francisco education conference in 1999, but it was obvious that we still can learn something new from her humorous presentation. Shirley believes that good manners and common sense are the cornerstones of business success.

The final session was an industry roundtable discussion with suppliers and planners answering questions about how the attack on America has effected their jobs. The consensus was that the government continues to travel and to plan meetings and the hospitality industry is coming out of the doldrums. Although certainly the

immediate effects to the industry were very serious, it seems we are on an uphill climb to restore our occupancy rates.

A lively trade show followed the conference and many familiar suppliers exhibited. Our own Mary Riley, Grosvenor Hotel, Naomi Sato and Cristina Lopez of Radisson Hotels, and Leisel Sollman, Reno Silver Legacy were there as well as lots of Sacramento Chapter suppliers. I understand that in spite of the pouring rain (or maybe because of it) the festivities lasted until late in the evening.

This was a well-organized, very informative and useful conference. The attendees were mostly state planners and the numbers set records. The chapter had its "Chapter Success" table set up in the back of the room showing what strides they have made in the past year. Our hats are off to this sister California chapter for a job well done. Congratulations to Chapter President Wendi Williamson and her education committee.



***"The etiquette queen, Shirley Willey, enlightened the group.."***



**8<sup>th</sup> Annual Education Conference & Tradeshow  
A Resounding Success  
By Rick Leson, CMP**

The Sacramento Chapter of SGMP recently held its Annual Education Conference and Tradeshow on February 8 at the Holiday Inn Northeast. This year's topic was "The Changing Times of Government Meetings" and the new half-day format contributed to record attendance from both Planners and Suppliers.

Government Meeting Planners were treated to a complimentary luncheon and afforded the opportunity to network with Suppliers from throughout California and as far as Las Vegas. The Education Conference allowed for interaction among the Planners and Suppliers as we enter a new era of reduced state budgets and fewer meeting opportunities. The forums provided a means for the exchange of ideas and led to a better understanding of what the next few months hold in store for the government meetings industry.

This year's tradeshow set a new record for the number of booths sold, with over 60 companies choosing to exhibit. Suppliers were able to showcase their individual properties and demonstrate their desire to work with government Planners. Congratulations to the Modesto Convention & Visitors Bureau and the Holiday Inn on the Bay in San Diego for their creativity in decorating their booth space. Both of these exhibitors won complimentary booth space at next year's conference.

The chapter wishes to thank the Suppliers for their participation at this event. Because of their continued support, the chapter will be able to provide scholarship opportunities for members to this year's National Education Convention in Norfolk, Virginia. We will also be able to continue to provide educational programs to our members in the coming year. A special thank you also goes to the staff of the Holiday Inn Sacramento NE for accommodating our group on February 8. As always, they did an excellent job in hosting this event and providing the perfect atmosphere for learning.



**Educational Conference Winner**  
by Julie Verduzco Membership Chair

Now wasn't this just the best Educational Conference ever? I am pleased to announce our Ramona Fernandez of Department of Water Resources as the grand prize winner. The prize was donated by Sunstone Hotel Investors, LLC. & Southwest Airlines and contained a (2) Round trip tickets to San Diego, (Courtesy of Southwest Airlines) an American Express voucher for car rental expenses, a (2) Night stay at the Holiday Inn Harbor View with two tickets to Sea World, along with a (1) Overnight Stay at the Holiday Inn Select Riverside for a beautiful appointed guest room, \$40.00 dinner voucher for the Market Place Grill and Aveda Spa Manicure and Pedicure for two(2), a ½ hour relaxation massage or body exfoliating treatment for (2), a finishing touch up make-up and skin consultation for her and a Aveda Rosemary Mint awakening treatment for him.

Gee, can I go too! Again Congratulations!!!!!!!!!!!!!!



**"Insanity is doing the same things over and over again, expecting the different results." Unknown**



*- National News -  
For the past several months SGMP has been working with LRS, Inc. to redo the SGMP web site. As of March 12th, the new SGMP web site is online. Among the features on the web site are an updateable billboard section to highlight news and activities, and a Members Only section. This section is not yet operational. When it is, it will include such things as tools for the meetings professional and a searchable directory of members. All of the links and features that were available on the old site have been incorpo-*



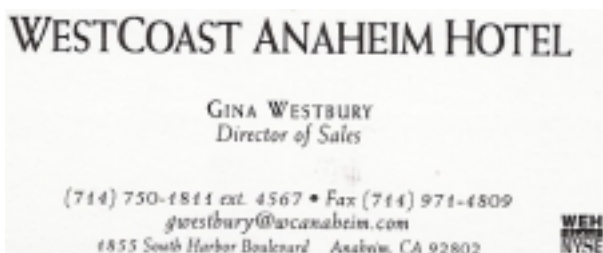
Certified Meeting Professional  
Examination Study Weekend  
to occur April 12 – 14, 2002  
by Kevin Nanney

Walnut Creek, California - The Northern Californian Chapter of Meeting Professionals International (NCCMPI) announced today the 2002 Spring Certified Meeting Professional (CMP) Study Weekend. The CMP Study Weekend is a program designed to help prepare meeting professionals for the examination leading to CMP certification.

The CMP certification designation signifies professionalism and a high standard of excellence in the meetings and expositions industry. The next study weekend will be held April 12-14 at Chaminade Hotel in the Santa Cruz Mountains.



The CMP examination is administered by the Convention Industry Council (CIC), a national organization. The CIC is composed of 30 leading national and international organizations representing more than 81,000 individuals and 13,000 firms or properties involved in the meetings, conventions, expositions and travel and tourism industries. It provides an important forum for member organizations to work together to enhance the industry. Those who are new to the meetings profession should contact the CIC in McLean, VA ((703) 610-9030; www.cmponline.org) and request an application to determine exam qualification.

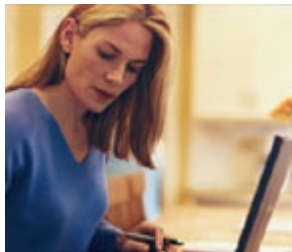


## ***Cheers for the Volunteers!***

By Melissa LaPorte

Being a meeting professional, we all realize the magnitude of these events can't possibly be orchestrated single handedly. There are so many components that go into the design, planning, development and implementation of an event, no matter how large or small.

Think back, for a moment, of the first event that you coordinated. I'm sure there was someone showing you the loops, helping you along. You learned, you grew, you became more knowledgeable and more confident. Before you knew it, you were passing along your best practices, helpful hints and shortcuts and, of course, relying heavily on some of the contacts and relationships you made along the way.



So, basically, SGMP is all about building and maintaining relationships. We seem to thrive on symbiotic (mutually advantageous) relationships. We need each other and boy, it sure helps make things more pleasant when we are all on the same page! We strive for have a well-balanced and harmonious relationship. Life is good in SGMP.

We gather on a monthly basis to exchange information and ideas. We communicate our needs to each other. We learn from each other. Who knows about this better than you? That is why volunteering your time, knowledge and experience to SGMP is so important and rewarding.

There are so many ways to get involved with SGMP. It takes the talents of many volunteers to put together our monthly meetings. Under the new leadership of Wendi Williamson, we have started rotating the responsibility of the monthly chapter meetings. Each month, a different Board Member will serve as the meeting liaison. One of our generous suppliers (and

we've never had a shortage) hosts the meeting. They volunteer their services to help us get everything set up and running smoothly. Volunteers from both planner and supplier segments become the meeting moderators, while other volunteers offer assistance with registration, fundraising and other monthly rituals.

Volunteering to work on a committee will open your eyes to the hard work and effort that goes into the successes we celebrate. It also has an added benefit of getting to meet new people and build positive relationships with others whom you might not have had a chance to work. Not only that, but you are really doing something wonderful for yourself, even more than the "cause", because you have an opportunity to break away from your comfort zone to try new things. You get to show your creativity (or lack thereof) (grin); you have the opportunity to gain the trust of others, and the opportunity to add a new dimension to your skill base!

So, if you are interested in increasing your exposure within the field of meeting planning, discovering and developing skills you probably didn't even know that you had, and contributing to the overall advancement of the Society of Government Meeting Professionals, then **get with it!** The Sacramento Chapter is the second largest chapter and California is the fifth largest economy in the world, so you know how important and appreciated your work will be. It's a great feeling to look back on has been accomplished. And talk about return on your investment!!! To find out more ways to get involved, contact any of the Board Members. We will put you to work!



***"We cannot become what we need to be  
by remaining what we are."***

**Max DePree**

## SGMP's Annual Education Conference 2002 Highlights

by Gloria Anderson

### Who should attend?

- Meeting managers and meeting professionals in government - all facets and experience levels!
- Hoteliers, car rental companies, airlines, convention bureaus - anyone who provides services and supplies to the government meeting industry!

### What goes on?

- Three full days of educational opportunities - Personal development, customer service, contracts, meeting management. . .over 35 workshops covering topics important to us in our professional and personal lives.
- An industry forum - both sides of our industry can talk over issues that are incredibly important to working together and making sound decisions.

### When...

- Wednesday, May 15 ending with a marvelous event on Saturday, May 18. .so schedule your departure on Sunday , May 19, 2002.
- Where...  
Norfolk Waterside Marriott Hotel 235 E. Main Street Norfolk, VA 23510  
Sheraton Norfolk Waterside Hotel 777 Waterside Drive Norfolk, VA 23510  
Room Rates: Planner \$99.00 plus tax Supplier \$129.00 plus tax
- Why...SGMP is committed to its members, their education, their networking, their personal and professional growth. . .your organization!

Conference Fees...	Early Registration	Regular	
Government Planner Member	\$285		\$335
Government Planner Non-Member	\$360		\$410
Contract Planner Member	\$375		\$425
Contract Planner Nonmember	\$525		\$575
Supplier Member Non-Exhibiting	\$575		\$625
Supplier Nonmember	\$1,050		\$1,050
Guest	\$315		\$365
Banquet	\$75		\$75

Look for a brochure and exhibit information coming soon or go to: [www.sgmp.org](http://www.sgmp.org)

***"There is no such thing as education without motivation." Ivan Scheier***



Sacramento SGMP Email List  
by Gloria Anderson

To date, only about half of our members have subscribed to our new email list. The purpose of the email list is to send you meeting reminders, advise you when the newsletter is available from [www.sgmpsac.org](http://www.sgmpsac.org), and to keep you informed between meetings and newsletters.

Won't you please take a minute and subscribe today? Here's 2 simple ways to get on the email list: 1) Send an email to [sacsgmp-subscribe@topica.com](mailto:sacsgmp-subscribe@topica.com), or 2) Go to [www.sgmpsac.org](http://www.sgmpsac.org). Click on Membership Info and scroll down to the box where you simply enter your email address to subscribe. We hope to hear from you soon. If you have any questions about the email

list, please contact Gloria Anderson at: [gloriaanderson@webtv.net](mailto:gloriaanderson@webtv.net).

Sacramento SGMP

*Society of Government Meeting  
Professionals  
Rance R. Willis Education  
Foundation  
P.O. Box 627  
Menlo Park, CA 94026*

**Dear SGMP Planner Member:**

This year we are again asking for your donation to the annual Silent Auction at the National SGMP Education Conference. We have already sent requests to the Chapter Presidents for a chapter donation and to all supplier members for supplier donations, but now we would like to ask our planner members for a donation, too.

- Do you have a craft or hobby item that you could share for the auction?
- Does your area have a specialty product you would like to donate?
- Does your agency or company have a logo item to donate?

No matter how small, any item you think might be of interest for bidding at the auction would be appreciated. The silent auction offers something for everyone's pocket book. The Rance R. Willis Education Foundation adds value to the SGMP by offering:

- the CMP study group, "Take the Professional Leap"
  - the year-long personal development program, "Looking for Leaders"
  - a speakers bureau for Chapter programs and funds for these speakers' travel
  - reimbursement planners who pass the CMP examination
  - support for "Chapter Celebration of Success"
  - a cadre of experts to call on for chapter assistance.
- (continued in center column)



*The Foundation provides all these services to chapters and members without any funds from SGMP National. We are supported solely through the money raised at the Silent Auction. This event is critical for us to continue to provide you with career and personal opportunities for growth. We can't do it without your help!*



*Please fill out the attached Donation Form and mail it with any certificates to Robin Wilson, PO Box 627, Menlo Park, CA 94026 by **April 1, 2002**. If you have a basket or other physical donation, please bring it with you to the conference or call me (650 329-4008 or email [rswilson@usgs.gov](mailto:rswilson@usgs.gov)) for an address to ship to.*



*Thank you for your help in supporting the Rance R. Willis Education Foundation*

Sacramento SGMP Board of Directors:

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Wendi Williamson

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Janice Hayden

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<http://www.sgmpsac.org>

Mailing Address:  
SGMP PonyXpress  
P O Box 188204  
Sacramento, CA 95818

Webmaster:  
Guy Bennett  
[webmaster@sgmpsac.org](mailto:webmaster@sgmpsac.org)  
All comments are welcome on the newsletter and should be directed to Guy Bennett above.



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**Planner Donation Form  
Society of Government Meeting Professionals  
Rance R. Willis Education Foundation  
2002 Silent Auction**

Please fill out this form and mail (with any donated certificate) by **April 1, 2002** to Robin Wilson, CMP, PO Box 627, Menlo Park, CA 94026. Thank you!

Name of Planner: \_\_\_\_\_

Agency/Company: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

**v Description of Donation:** (This is the information used in the brochure.)

**v Expiration:** If applicable - NOTE: Please make expiration for one year after the date of the conference, i.e., June, 2003. \_\_\_\_\_

**v Value:** (Important - the starting bid formula is based on the value stated.) \_\_\_\_\_

If you would prefer to make a monetary donation to the Rance R. Willis Education Foundation, please return the form with your check made out to "Education Foundation."

Questions? Call Robin Wilson 650-329-4008 or email [rswilson@usgs.gov](mailto:rswilson@usgs.gov) or fax 650 369-7357.

# Looking back at the Education Conference..



**Sacramento Society of Government Meeting Professionals Award Nomination**  
**Supporting Data**  
Planner

(Please fax to 916-327-6939 or email to sacsgmp@aol.com)

Name\_\_\_\_\_

Title\_\_\_\_\_

Address\_\_\_\_\_

City\_\_\_\_\_ State\_\_\_\_\_ Zip\_\_\_\_\_

Telephone\_\_\_\_\_ Fax\_\_\_\_\_

Email\_\_\_\_\_

---

1. How long have you been a Government Meeting Planner? \_\_\_\_\_

2. Are you a regular member of SGMP? Yes \_\_\_\_\_ No \_\_\_\_\_

Have you been a member for one full year as of June 1, 2002? Yes \_\_\_\_\_ No \_\_\_\_\_

3. List the agency/department for which you have worked, dates of employment and capacity, for the last five years.

From-To	Agency/Department	Title/Position
---------	-------------------	----------------

4. Certified Meeting Professional (CMP)

Have you received the designation of Certified Meeting Professional?

Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, what is the date of certification? Month \_\_\_\_\_ Year \_\_\_\_\_

5. Achievements for Employing Agency/Department.

Please list activities that have involved you personally and from which you believe your employing agency/department have benefited. Include achievements in all aspects of your position as well for the State Agency. Describe new programs or innovative projects for which you have been responsible. Include any honors that you may have received from your agency/department.

6. Special Services to and/or Leadership in other Professional Societies and Associations.

Please list memberships in other professional societies or associations. Describe your attainments as a leader or your contributions as a member in these organizations. Include any honors or awards you may have received as a result of your achievements.

7. Contributions to SGMP and / or Government Agency.

Please list your contributions to SGMP and/or affiliates that have added to the profession of government meeting planning / hospitality industry in general. For example: Service on committees, boards, assistance to other government agencies, speaking at conventions and meetings, and writing for government and/or industry publications. Include any honors or awards you may have received as a result of those achievements or contributions.

8. Position of Leadership.

Please list achievements in civic or charitable organizations, service clubs, advisory councils, public office, political parties, corporations, the professionals, the military, etc. Include any other attainments, contributions, honors or awards that you believe merit consideration.

**Sacramento Society of Government Meeting Professionals Award Nomination**  
**Supporting Data**  
**Supplier**  
(Please fax to 916-327-6939 or email to sacsgmp@aol.com)

Name\_\_\_\_\_

Title\_\_\_\_\_

Address\_\_\_\_\_

City\_\_\_\_\_State\_\_\_\_\_Zip\_\_\_\_\_

Telephone\_\_\_\_\_Fax\_\_\_\_\_

Email\_\_\_\_\_

1. How long have you been in the Hospitality Industry?\_\_\_\_\_

2. Are you a regular member of SGMP? Yes\_\_\_\_\_No\_\_\_\_\_

Have you been a member for one full year as of June 1, 2002? Yes\_\_\_\_\_No\_\_\_\_\_

3. List the company/organizations for which you have worked, dates of employment and capacity, for the last five years.

From-To	Employing Organization	Title/Position
---------	------------------------	----------------

4. Certified Meeting Professional (CMP), Certified Hotel Sales Executive (CHSE)

Have you received the designation of Certified Meeting Professional?

Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, what is the date of certification? Month\_\_\_\_\_Year\_\_\_\_\_

Have you received the designation of Certified Hotel Sales Executive?

Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, what is the date of certification? Month\_\_\_\_\_Year\_\_\_\_\_

5. Achievements for Employing Company / Organization.

Please list activities that have involved you personally and from which you believe your employing company/organization have benefitted. Include achievements in all aspects of your position as well as the Hospitality Industry. Describe new programs or innovative projects for which you have been responsible. Include any honors that you may have received from your company/organization.

6. Special Services to and/or Leadership in other Professional Societies and Associations.

Please list memberships in other professional societies or associations. Describe your attainments as a leader or your contributions as a member in these organizations. Include any honors or awards you may have received as a result of your achievements.

7. Contributions to SGMP and / or the Hospitality Industry.

Please list your contributions to SGMP and/or affiliates that have added to the profession of government meeting planning / hospitality industry in general. For example: Service on committees, boards, assistance to other government agencies, speaking at conventions and meetings, and writing for government and/or industry publications. Include any honors or awards you may have received as a result of those achievements or contributions.

8. Position of Leadership.

Please list achievements in civic or charitable organizations, service clubs, advisory councils, public office, political parties, corporations, the professionals, the military, etc. Include any other attainments, contributions, honors or awards that you believe merit consideration.

## Sacramento Chapter Upcoming Meetings

Date	Place & Time	Contact	Topic
April 10, 2002	Radisson Hotel 5:30 – 9:30	Sal Bonnelo, CMP	“Silent Auction Fundraiser, Casino Night”
May 2, 2002	Hawthorne Suites 4:30 – 6:30	Julie Verduzco	"SGMP Membership - Your ROI"
June 13, 2002	Embassy Suites	Wendi Williamson	“Membership Awards and Recognition”



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