

The Nashville Chapter  
of  
The Association of Information  
Technology Professionals

November 2011  
Chapter Newsletter

## Technology's Impact on IT Skills

Technology is a driving force in the evolution of how we work and live. The nature of increasingly collaborative, project-oriented work is also impacting the skills we need in order to be successful. This presentation provides an overview of the leading trends in technology that are impacting how we work and the skills we need. The primary focus is on practical techniques you can use to propel success during a project or other collaborative effort.

Think about the key moments in a collaborative environment that determine success or failure – key planning meetings, discussions to work through issues, scope changes with stakeholders, etc. This presentation covers several facilitative techniques you can use to enable progress and success at those key moments. The techniques range from how to get difficult groups moving to ways to limit and cleanly solve issues.

Our speaker is Brian Bowman, PMP, who is Vice-President/Partner with C3 Consulting. Brian has over 18 years of experiences in consulting, healthcare, information technology, manufacturing and distribution. He has wide experience in complex projects that required changes in culture, strategy, skills, processes, and technology. Brian specializes in managing complex initiatives and establishing new products, services, and business processes. He brings an innovative mindset and strong financial and analytical background to drive improvements in efficiency and results.

C3 Consulting is a management consulting firm that focuses on strategic project leadership for companies going through significant growth or change.

Typical engagements include strategic planning, facilitation, program/project management, merger/acquisition, business process optimization, software evaluation, and organizational change management. C3 Consulting recently was recognized by Inc. Magazine as recipient of its prestigious "Inc. 5,000" award.

Prior to joining C3, Brian directed an enterprise Project Management Office (PMO) for a healthcare company and has held



consulting roles with IBM, PricewaterhouseCoopers, and Arthur Andersen. His consulting experience includes leading business transformations, the implementation of new IT strategies and Enterprise Resource Planning (ERP) systems, and initiatives to reengineer and consolidate core business processes.

Brian has a Bachelor's degree from Western Kentucky University and an MBA degree from Tennessee Tech. Brian and his family live in the Brentwood area. Brian has a two-year-old son, and they are expecting a second child. Brian says his best vacation was his honeymoon in Hawaii. A hobby is fishing when he is not chasing after his two-year-old.

This should be an interesting presentation about how changes in technology have altered the way we work.

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## AITP Nashville Roster

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Headquarters:	<a href="http://www.aitp.org">http://www.aitp.org</a>
Region 7:	<a href="http://members.tripod.com/aitpreion7">http://members.tripod.com/aitpreion7</a>

AITP  
P. O. Box 22038  
Nashville TN 37202

## Dinner Reservation and Cancellation Policy

AITP members will be notified by electronic mail one week prior to the Chapter meeting. Reservations can be made by responding to the electronic notice or by calling **Mary Simpson at 615/367-8083 fax: 615/367-7775** Dinner reservations can be canceled up to 24-hours prior to the meeting without cost.

**Since the Chapter pays for reserved meals, No Shows will be billed at the reservation price of \$20.00 for Members, and \$30.00 for Guests.**

Members are responsible for their guests' reservations. *If you are a member and have not been receiving this notification, please contact Mary Simpson at:*

**615/367-8083 fax: 615/367-7775**  
[msimpson@genesco.com](mailto:msimpson@genesco.com).

### November Chapter Meeting

**Holiday Inn Vanderbilt**  
2613 West End Ave.  
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615-327-4707

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### The Printout (this Newsletter)

Half Page	(5" x 8")	\$300 for 12 issues
Quarter Page	(4" x 5")	\$150 for 12 issues
Business Card	(2" x 4")	\$ 50 for 12 issues

Contact Mike Eischen for more information! 367-7068

## President's Message



James Fields

Last month we enjoyed a very engaging talk by James Fields of Concept Technologies. James did not use a powerpoint or any visual aids, relying on his natural presentation skills. While James started his career in the music and recording industry he soon found out that it paid too little so quit that career. James worked for several companies but knew he would not be satisfied working for someone else. While at Sungard he discovered that expert consultants were all too often not very expert which gave him the idea to start Concept Technologies providing technical help to small businesses.

He soon discovered working for himself did not mean he was without a boss. His new boss was the business and it was a slave driver. James's biggest challenge throughout his time running the business is attracting good talent, out of 300+ applicants he sometimes ends up not finding a single candidate he wishes to hire.

Based upon experiences and distractions while he was employed he has built a good benefits package, paying 100% of healthcare premiums for his employees, provides drinks and snacks on site. The drinks and snacks cost in excess of \$20,000 annually. Taking care of his employees comes first for James, this helps with retention and keeps his employees from getting discouraged by petty penny pinching measures so many companies implement.

In order to boost attendance at our monthly meetings we will implement price reductions effective January 1<sup>st</sup> 2012.

Prices and full details will follow.

National College in Nashville has contacted us and Dr. Gerald Marquis is in communication regarding establishing a student chapter at the college. It is exciting to see a new college come to AITP and we hope the association grows rapidly.

In December we will enjoy country stories and blues music, so be sure to mark the second Thursday in December on your calendars.

**JP White**

**President, AITP Nashville Chapter**

<http://www.aitpnashville.org>

## AITP Board Minutes

### AITP BOARD MEETING SUMMARY

October 18, 2011

Prepared by Ella McGill

This meeting was held at American General Life and Accident Insurance Company.

Attendees: Gerald Marquis, Paul Saunders, JP White, Beverly Gibson, and Ella McGill.

1. It is time to renew the AITP Nashville domain name. After discussion the board agreed to renew the contract for 2 years at a cost of \$60.00.
2. The board reviewed the financial statements prepared by Beverly. There is a significant loss of revenue each month due to low meeting attendance. The board voted (moved by Gerald and seconded by Paul) to move the money we have had in a separate account for student scholarships to a money market. That motion passed unanimously. Beverly has also moved some accounts around to avoid fees and get the best possible interest rates.
3. Paul has found a speaker for our December meeting. The topic will be Christmas story telling, and the cost will be \$200.00. This will be paid from our speaker fund. As per our custom, significant others of members will be allowed to attend this meeting free of charge.
4. We are receiving very little money from our national headquarters because people are not renewing their membership. We are also losing a good deal of money each month due to extremely low meeting attendance. In an effort to try to get more folks to the meetings each month the board agreed (moved by JP and seconded by Paul) to change our monthly meeting fees. Beginning in January 2012, members who register prior to noon on Tuesday prior to the meeting will pay \$15.00. Those who register after that time will pay \$20.00. Guests who register prior to noon on Tuesday prior to the meeting will pay \$25.00. Those who register after that time will pay \$30.00. The motion passed unanimously.
5. The board discussed trying to get sponsors for some of our meetings. Paul will check on how this could affect speakers. Further discussion will be held at a later board meeting.
6. A very strong publicity chairperson might be helpful in increasing meeting attendance. The board discussed this topic at some length.
7. Ella will pursue a negotiating a contract for a meeting venue for 2012.
8. National College has expressed interest in forming an AITP Student Chapter. JP, Paul and Gerald will get with them to assist.
9. The board discussed officer nominations for 2012. Anyone interested should contact JP.

# Calendar of Upcoming Events 2011

## AITP Calendar of Upcoming Events - 2011

Date	Event	Location	Information
November 10	Chapter Meeting	Holiday Inn Vanderbilt	Brian Bowman, Partner, C3 Consulting, LLC
November 17	Folding party	Saunders' House	Come network with other AITP folks
November 24	Thanksgiving	U.S.A.	Give thanks and eat turkey
December 1	AITP Board Meeting	TBA	JP White, President
December 8	Chapter Meeting	Holiday Inn Vanderbilt	Guest Night – Patsy Lawson, Storyteller

### SPEAKERS

We are always interested in good speakers to make presentations at our AITP Chapter Meetings. If you know someone who is interested in making a presentation on a topic, on their company, or company's products, please contact Paul Saunders at (615) 367-1717 or [Paul@SaundersSystems.com](mailto:Paul@SaundersSystems.com).



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**AITP New Member**

**Sherie DuMouchelIT  
Support Specialist  
Star Physical Therapy  
sherie.dumouchel@starpt.com**

**Welcome to our new member!**

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**AITP Unemployed Professional Membership Discount Renewed  
By: AITP Membership Service Area**

**On June 22nd, the Association Board of Directors unanimously approved renewal of the popular Unemployed Professional Discount to be effective for a full year - from 9/1/11 until 8/31/12. To qualify for this discount a person must have been previously employed in the IT profession and must now be unemployed.**

**Current AITP members may use the discount when their membership comes up for renewal anytime in the coming year, but new members are welcome at any time, provided they meet the qualifications above. The discount of \$50 reduces the Association dues to \$55. Chapter and Region dues (if applicable) must also be paid and are not discounted.**

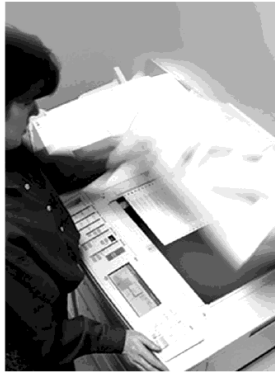
**Last year, over 200 individuals took advantage of the program and extended or joined AITP. Naturally the association leadership wishes that all IT Professionals regain and retain full employment, but we also realize that there is currently a nationwide unemployment rate hovering around 10%, and the economy has been slow to recover.**

**What better way to network among your peers, than at a chapter, region or national event? Most chapters meet every month from September through June, and some meet throughout the entire calendar year. The opportunity to network and share your professional interests and talents could assist you in getting back on track to gain full time employment.**

**The association dues have been reduced to \$55; which is a savings of \$50 off of the normal amount. Local Chapter and Region dues if applicable must be paid and are not reduced. Members who previously took advantage of this Unemployed Membership Discount will be eligible for this promotion as long as they are able to validate that they are still unemployed. This membership discount will not be available online.**

**Be sure to take advantage of this limited offering. The total membership or renewal for the Nashville chapter will be \$85, compared to the regular \$135 membership fee.**

**For more information, email [memberservices@aitp.org](mailto:memberservices@aitp.org).**



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## AITP Nashville is located on



You can find us in the Group Directory. If you have a question, please contact Walker Morrow at

[wmorrow@laserone.com](mailto:wmorrow@laserone.com)

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