

National Association of Women in Construction | EUGENE #77 | DELEGATE REPORT

EVENT: 2011 Annual Convention/ August 31st – September 3rd, 2011

LOCATION: St. Louis, MO, Renaissance Hotel Downtown

SUBMITTED BY: Amanda Wilson **DATE:** September 23rd, 2011

The following report is being submitted to the members of NAWIC Chapter #77 for the purpose of communicating business and industry-related information presented at the conference.

Thursday, Sept. 1st: NAWIC Annual Meeting

National President, Debra Gregoire, CIT, chaired the meeting; 324 total in attendance with a voting quorum present, including 16 members from Region 9. Following a heartfelt memorial to the September 11th victims and administrative reports/processes, the assembly was inspired by keynote presenter, Louis G. Joseph, President/CEO of The Brewer-Garrett Company on the Fundamentals of Success. Mr. Joseph stated that the key to success is: people. He described the seven pillars of success as integrity, attitude, relationships, leadership, time, focus, and fun. Amy Berg, CIT, NEF President reported over \$46,000 in donations to NEF over the past year; Chris Wigginton, CIT, NFSF Administrator reported that we raised over \$1 million in scholarships and that NFSF issued 39 undergraduate scholarships and 5 trades/apprentice scholarships to both men and women. President's Annual Report was provided in detail and Executive VP, Dede Hughes, reported of recent layoffs and restructuring at the national office due to available finances. Cathy Taylor with NCCER encouraged members to attend the Leadership Academy, March 24-27 in Clemson, SC. Carol Helms and I informed members of the new mentoring program which is now available on the national website.

Professional Seminars - Attended

- *Walk, Talk & Negotiate Like a CEO* by Linda Swindling. Key elements to consider when negotiating: do not negotiate when emotional, give yourself permission to take a break/delay – use “I can see this important to you; let me give it some thought and discuss it on...”, if you're not hearing “no” – you are not asking for enough, what costs me little that others really value and who else benefits?, more people at the table – the more durable the deal, write down worse case and identify risk before entering negotiation, have a plan B, and ask outrageously.
- *NAWIC Workshop on Leadership facilitated by President-Elect Judy DeWeese, CBT, CIT* provided an opportunity for all chapter presidents to hear goals from committee chairs and to discuss challenges. Suggest chapters: focus on marketing, develop and/or review Chapter strategic plan, use bulletin board on national website, and enhance quality of PE. Parliamentarian reminded us quorum is 1/3 of voting chapter membership and that if a committee makes a motion there is no need for second. Also, learned that OSHA (Washington DC) and NAWIC have generated an alliance. Encourage officers read operations manual, available on website and board reviews bylaws and standing rules every new term. Even if there are no changes, we must submit to National Bylaws Chair for approval; changes to be approved (by Debra Gregoire) before distributing to Chapter for vote.
- *Advanced Lawsuit: Protection, Tax Reduction and Estate Planning* by Larry Oxenham included a wealth of information about structuring a company to best balance liability exposure. He explained C/S-corps are not intended to protect, instead they are for tax purposes and management. Key to protection is a “Family Limited Partnership” combined with corporation and living trust.
- Four Generations by Mark Towers, Threshold Thinking by Linda Swindling (WalktheTalk.com), and President's Meeting were all equally educational. Treasurer's Seminar lead by Yasmine Branden emphasized the importance of using the excel budget worksheet (on website) to establish and review income sources compared to expenses. Discussions regarding business-league vs. charity with respect to IRS were valuable; scholarship donations should be made directly to NFSF not NAWIC to avoid tax deductible confusion; and avoid advertizing “tax deductible” during fundraising/marketing.

Conclusion

Installation of new officers, included Region 9 Director, Dalene Schafer and National VP, Yasmine Branden. Awards issues, networking, venue, and personal development all contributed to a valuable experience.