

FEBRUARY 2012

NAPM-DENVER CALENDAR			
<p><u>FEBRUARY 16</u> Dinner Meeting Renaissance Denver Hotel 5:30 (Seminars) 6:45 (Dinner) Dinner Reservation Form</p>	<p><u>MARCH 8</u> NAPM-Denver Seminar Contract Writing - Risk Mitigation in Ts and Cs - Contract and Outsource Labor Renaissance Denver Hotel 8:00-4:30</p>	<p><u>MARCH 9</u> NAPM-Denver Seminar International Contracting - Key Provisions & Concerns; Dispute Resolution; UCC vs. UNCISG - Protecting your Company Brand Renaissance Denver Hotel 8:00-4:30</p>	<p><u>MARCH 10</u> NAPM-Denver CPSM/CSM Exam Two Review Renaissance Denver Hotel 8:00-5:00</p>
<p><u>MARCH 15</u> Dinner Meeting Renaissance Denver Hotel 5:30 (Seminars) 6:45 (Dinner)</p>	<p><u>MARCH 16</u> NAPM-Denver Webinar Incoterm® Rules 2010 Categories, Risks, Responsibilities and Logistics Significance 12:00 - 1:00 PM</p>	<p><u>APRIL 19</u> Dinner Meeting Renaissance Denver Hotel 5:30 (Seminars) 6:45 (Dinner)</p>	<p><u>APRIL 20</u> NAPM-Denver Seminar Fundamentals of Purchasing Renaissance Denver Hotel 8:00-4:30</p>

DINNER MEETING (6:45 PM)

Mastering Magical Persuasion: The Unspoken Key to Negotiations
Presented by Traci Brown



Do you know how to instantly read your clients? Can you tailor your body language and arguments to fill their unconscious needs? This presentation will teach you how! [Full Story](#)

PRE-DINNER SEMINARS (5:30 PM)

Minority and Women Owned Business - Speaker: Julia Hubel
E Business E Commerce - Speaker: Patrick McCormic
CPSM/CSM Certification Information - Speaker: John Hiatt, CPSM, C.P.M.

For slides from the January 19, 2012 Pre-Dinner Seminar on *Building Your Social Marketing Network* click on the link, <http://socialbusinesscollege.com/news/NAPM/NAPM.swf>

BUSINESS CONDITIONS SURVEY

By Rogers Coke, CPSM, C.P.M.

The local Denver manufacturing economic index increased slower in December with an index of 61.6. The local Denver Non-Manufacturing economy increased faster with an index of 63.3 in December. [Full Story](#)

CONGRATULATIONS TO....

New C.P.M.

Collina Washington, C.P.M. - Roaring Fork Transportation Authority

New CPSM

Craig Fried, CPSM - XCEL Energy

WELCOME NEW MEMBERS

Amy Alexander - Denver Water
Kellie Balu - Denver Water
Matthew Bielski - Level 3 Communications
Crystal Cervantez - Denver Water
Antoinette Chavez - Denver Water
Monica Diaz-Butler - Sundyne Corporation
Alissa Dowling - Janus Capital Management
Dawn Hamm - Denver Water
Melanie Henning - Sundyne
Ericka Knobloch - CenturyLink
Jennifer Lim - Sanjel USA
Frank Lund - CenturyLink
Christopher Nixon, C.P.M. - BioHealth Diagnostics
Kimberly Novitch - City and County of Denver
Charlane Plucheck - CenturyLink
Kevin Rickerson - Production control Services
Brenda Stugart - Sundyne Corporation
Paul Zoric - Advanced Energy Industries

COMMITTEE OF THE MONTH: MEMBERSHIP

The Membership Committee manages check-in of members and guests at the dinner meetings. Duties also include providing NAPM-Denver and the Institute for Supply Management (ISM) information to prospective members at the check-in table.

If you are interested in helping with this committee, or have questions, contact:

Carol Coke
Executive Director
NAPM-Denver
Tele: (303) 444-7056
carol@napmdenver.org

SPEAKERS NEEDED FOR PRE-DINNER SEMINARS

Are you knowledgeable about a subject in the field of Supply Chain Management? The NAPM-Denver Pre-Dinner Seminar Committee is looking for members to share their knowledge of supply chain management in a one-hour pre-dinner seminar. If you are available to speak or lead a discussion, please contact Dorothy_cohen@q.com.

CONTACT INFORMATION

Has your contact information changed?

If so, please e-mail your new information to the NAPM-Denver office carol@napmdenver.org.

NAPM-DENVER OFFICERS 2011-2012

For a list of NAPM-Denver Officers for 2011-2012, [click here](#)

NAPM-DENVER COMMITTEE CHAIRS 2011-2012

For a list of NAPM-Denver Committee Chairs for 2011-2012, [click here](#)

Visit our website at www.napmdenver.org

BREAKING THE ICE

By Sarah Michel, CSP

Recently a brilliant friend and colleague described to me how she felt attending a professional meeting where she didn't know anyone sitting around her as being, "awkward and painful," when she found herself at a loss for how to break the ice with someone she doesn't know. [Full Story](#)