



*American Society for Training  
and Development  
Middle Tennessee Chapter*

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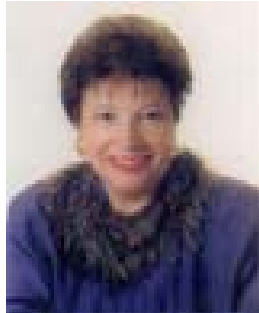
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Dear ASTD Friends:

Wow! Where did January go? When I was a young Mom, I remember January was the slowest, darkest month and I longed for better weather and more light hours so I could get a break from the kids. Now I just wish for hours.

And yet, as we all know, we all have the same amount of time...no more, no less. A great investment of time was had by all at our last meeting that was held at Comdata. We were inspired by Jody Lenz and how he used lego's to unleash our stories. Truly an out of the box approach to learning. Many people said they were already looking forward to connecting with each other at the February meeting. Come join us. We'll learn and apply a skill that is critical to every career – networking.

So back to that time thing. February is our shortest month of the year, so I challenge each one of us to be very intentional this month if we truly want to make a difference. What one thing will make the difference in your training? In your personal presence? Who can we encourage more? Acknowledge more? And still take better care of ourselves. And don't forget love! That's my valentine wish to all of you.

*Pat White*

ASTD-MT Chapter President

**February Membership Meeting**

**February 16, 2006  
4:00–6:00 p.m.**

**“Networking with Style”  
Lynn Manzelmann, Presenter**

**Kazu Restaurant and Lounge  
Cummings Station  
209 10th Ave. S., Ste. 200  
Nashville, TN**

**More info page 4**

**Membership Meeting Sponsorship Opportunities**

**Know someone who could benefit from an opportunity to showcase his or her business to our membership? Tell them about program sponsorship! In return, program sponsors will be:**

- Mentioned in all notices sent to local news sources
- Mentioned in the program information on the ASTD TN website
- Provided a table to showcase products and/or meet and greet members and guests
- Given 5 minutes at the start of the program to address members and guests

## Great Turnout for January Meeting!

Over 40 members and guests attending the January meeting held at ComData in Brentwood on January 19, 2006. The meeting began with a productive networking event, followed by an extraordinary program by Jody Lentz! Fun and fellowship was had by all!



Members and guests networking prior to program.



(From L) Board Members Toby Cannon and Kim Newman.



Speaker, Jody Lentz



### 2006 ASTD Middle Tennessee Chapter Meeting Schedule

ASTD Meetings are held the third Thursday of the month. Pull out your calendar now and set aside the following dates and plan on attending monthly membership meetings! (You will be notified if any of the dates change.)

March 16, 2006	August 17, 2006
April 20, 2006	September 21, 2006
May 18, 2006	October 19, 2006
June 15, 2006	November 16, 2006
July 20, 2006	

Golden Torch Awards  
December 2006 (date to be determined)

### Reservation Policy

Reservations are strongly encouraged in order to arrange meeting rooms to accommodate attendees.

Please RSVP by close of business the day before each monthly meeting by logging onto [www.astdtn.org](http://www.astdtn.org).

Bringing a guest? Let the ASTD Office know so a name tag can be prepared for your guest(s) prior to the meeting.

## Chapter Operating Requirements – CORE

Each year ASTD Chapters have a list of requirements which must be met and submitted by January 31<sup>st</sup>, in order to stay 100% compliant with ASTD National. These guidelines were put in place a few years ago by National and Chapter Leaders to ensure optimum service is provided to members and to also promote diligence in handling chapter business practices. Your chapter board officers are responsible for keeping the ASTD-MT chapter in good graces with National by adhering to these guidelines, and just as important, to serve our members to the best of our ability.

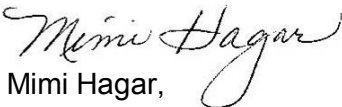
Some of these requirements include:

- Communicating on a monthly basis with members via newsletter or other communication piece updating members on chapter activities
- Providing the chapter with at least 4 professional development events each year
- Scheduling board meetings at least once a quarter (ASTD-MT meets monthly)
- Membership involvement in the nomination and selection of chapter leaders
- Preparation of annual budget; annual plan and report
- Yearly internal and external financial review.
- Assess member needs and satisfaction levels every two years (survey)

The full spectrum of CORE elements can be found on the national web page [www.astd.org/astd/Membership/Local\\_Chapters/core](http://www.astd.org/astd/Membership/Local_Chapters/core).

This notice is to inform our members that we have remained 100% CORE compliant for 2005.

Sincerely,



Mimi Hagar,  
Past President  
ASTD-MT Chapter

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## ASTD Welcomed the Following Guests at the January Membership Meeting

Eli Adams Employer: Self	Melissa Holley Student–Vanderbilt	Brian Maher Employer: Comcast
Joyce Baker Employer: U.S. Tobacco	Roger Johnson Employer: Unemployed	Kathy Medlin Employer: ComData
LaWanda Burrell-Love Employer: Peterbilt	Jody Lentz Employer: Self	Karissa Ruiz
Melinda Haisch Student–Vanderbilt	Patricia McCleskey Employer: CIGNA	Julie Smith Student–Vanderbilt

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## February Membership Meeting

February 16, 2005

### Networking with Style:

**Learn how to connect with the right people at the right time!**

**Date: Thursday, February 16**

**Time: 4:00 - 6:00 p.m.**

- 4:00 - 4:30 Announcements and Registration
- 4:30 - 5:00 Program and Presentation
- 5:00 - 6:00 Program Activity

**Location: Kazu Restaurant & Lounge**

Cummings Station  
209 10th Avenue South, Ste. 200  
Nashville, TN

**Program:** So many "Networking" programs are geared toward using skills you should have already developed. Networking is the fine art of building relationships, but many equate this skill with their ability to sell. They perfect their sales pitch including a synopsis of their work history, and then wait for the other party to tell them what they can offer. Building relationships entails much more than delivering your sales pitch!

**Presenter: Lynn Manzelmann, Senior Vice President of IDT Alliance**

Lynn, a trainer and consultant with over 25 years of experience, has delivered this powerful program to several organizations in the Middle Tennessee area over the last few years. This program encompasses learning the skills of conversation, creating a personal value proposition, engaging others, determining details that matter, remembering names and much more. Don't miss your opportunity to join this program and capitalize on a skill that reaps life-long rewards!

**Cost: Members—FREE!**

**Guests—\$20.00**

**Student Guests—\$5.00**

**Register:** Reservations are not required, but appreciated to assist in room set-up. Register for this month's event at <http://www.astdtn.org/>.

Questions?

Contact Toby Cannon, Training Director, Training & Development, BMI, VP of Marketing and Communications at 615-401-2876 or [tcannon@bmi.com](mailto:tcannon@bmi.com), or Kim Newman, Consultant, VP of Marketing and Communications at [kjnewman1@yahoo.com](mailto:kjnewman1@yahoo.com) for more information.