



## NAPM - Quad Cities, Inc.

September Business Meeting – Wed., September 16, 2009

- Networking 5:30, Dinner 6:00, Speaker 6:50
- Location: Stoney Creek Inn, John Deere Room
- Cost: Member - \$25, Non Member - \$35
- Register Online: <http://www.ismqc.org/registration.asp>

Dr. Ross Reck

### "Instant Turnaround – Getting People Excited Coming to Work & Working Hard"

Early in 2007, Tom Coughlin, head coach of the New York Giants of the National Football League, was in danger of losing his job. His team had lost seven of their last nine games and was characterized by underachieving, in-fighting and bickering. Coach Coughlin had always been a no-nonsense hard-nosed football coach who motivated his players with fear. During the off-season he completely reversed his approach to coaching and started motivating his players with trust. He started smiling, let his players get to know him as a person and communicated to his players in a number of ways that he cared about them. The turnaround was instant. The team came together and the players gave Coach Coughlin everything they had, week in and week out, which culminated in a 2008 Super Bowl victory over the previously unbeaten New England Patriots.

If you'd like to create the same kind of turnaround, you need to attend this program. You'll find that achieving an instant turnaround is something anyone can do. What's more, you won't have to wait for a month, six weeks or a year to see results; you'll notice significant improvement the very first day! This program is easy to implement, costs nothing and everybody wins.

#### Benefits to Participants

Upon completion of this program, participants will understand:

- Why traditional management practices fail to motivate employees to perform at a high level.
- New management practices that do motivate employees to perform at a high level.
- Why upper management support of these new management practices is critical to making them work.

Dr. Ross Reck is the coauthor of *Instant Turnaround! Getting People Excited About Coming to Work and Working Hard*. He is also coauthor of *Revved!* and best selling *The Win-Win Negotiator*. In addition, he is the author of *Turning Your Customers into Your Sales Force* and *The X-Factor*. A compelling and dynamic speaker, Dr. Reck has been featured at hundreds of meetings, conferences and conventions throughout the United States, Canada, Latin America, Europe and Asia. His recent consulting clients include Hewlett-Packard, John Deere, American Express, Janssen-Ortho, Inc, the Chicago Cubs, Rolls-Royce and Xerox.

Dr. Reck received his Ph.D. from Michigan State University in 1977. From 1975 to 1985 he served a Professor of Management at Arizona State University. During his career at ASU he was the only two-time recipient of the prestigious "Teaching Excellence in Continuing Education" award and was identified by the university as an "Outstanding Teacher." Since 1985 he has dedicated his full time efforts to positioning his clients for new heights of achievement.

[Reservations will be accepted thru Friday, September 11.](#)

[All cancellations must be received 24 hours prior to the event to avoid charges.](#)

## Comments from the President

**A new program year is set to begin next month. Your board has worked hard all summer to get the 2009-2010 program year completed and is very excited about this years' events. This year, we start off with a very important presentation of scholarships to local students in both graduate and undergraduate studies. The first Annual Robert F. Evers, NAPM-Quad Cities Memorial Scholarships provide \$1000 for graduate and \$500 for undergraduate students. We are honored to have Mrs. Eileen Evers present the scholarships to Miss Katelyn Gall, Graduate recipient, and Mr. Chad Rosenow, Undergrad recipient. I hope all of you can join us in congratulating these fine students as they pursue their educations in Supply Chain Management.**

**For the 2009-2010 program year, your Board is also pleased to provide the opportunity for you to enjoy a 'Staycation'! For every meeting you attend, your name will be placed in a drawing at the May dinner meeting for a one night stay at Stoney Creek, along with a \$100 gift certificate to Bass Street Landing in Moline. You can increase your chances by also bringing along a guest/non-member, introducing them to the benefits of membership in ISM/NAPM-QC. Additionally, we will be awarding door prizes for those in attendance.**

**As always, we invite the membership to attend our monthly Board meetings. We need the input of all our members to ensure we as a board are providing the benefits and opportunities expected of membership in ISM and NAPM-Quad Cities.**

**Want to learn more about the new CPSM certification... visit the ISM web site:**

**<http://www.ism.ws/certification/content.cfm?ItemNumber=5722&navItemNumber=5618>**

**2009-2010 Program**

**NAPM – Quad Cities has many exciting presenters for this program year. Mark your calendars today! You can register for one, many or all of the events at once via the following link: <http://www.ismqc.org/registration.asp>. If your plans change, cancellation is a simple email to Sarah Anderson: [sanderson@trinitylogisticsgroup.com](mailto:sanderson@trinitylogisticsgroup.com) 24 hours ahead of the event.**

Wednesday 16 Sep 09	Dr. Ross Reck – Author/Speaker/Consultant	How to Achieve an Instant Turnaround Award of the Robert F. Evers NAPM-QC Scholarships
Wednesday 14 Oct 09	Chris Thompson – President, Chase Bank Moline	Finance and the Supply Chain
Wednesday 11 Nov 09 Lunch Meeting	Dan Zehnder – CEO, Trinity Logistics Corp.	Business can be funny. Keeping your wits about you in a rough and tumble marketplace.
Wednesday 9 Dec 09	Jim Victor – Sr. VP Investments, Smith Barney	Economic Outlook for 2010
Wednesday 13 Jan 10	Dr. Terry Rodenberg - Director, Center for International Studies, WIU	Globalization
Wednesday 10 Feb 10	Dr. Rene G. Rendon – Associate Professor, Naval Postgraduate School	TBD
Thursday 11 Feb 10	Dr. Rene G. Rendon	Project Management for the Supply Professional
Wednesday 10 Mar 10	Kevin Donaldson – Associate Partner, Strategy & Transformation, SCM, IBM Global Business Services	IBM Maturity Model
Wednesday 14 Apr 10 Lunch Meeting	Plant Tour	Rock Island Arsenal
Wednesday 12 May 10	Dr. Jim Patterson - Associate Professor, Operations and Supply Chain Management, WIU	Academic Round Table

Respectfully,

Brian C. Moncrief, CPSM, C.P.M., CPIM  
President, NAPM – Quad Cities, Inc.  
Visit our website: <http://www.ismqc.org/>