

THE UPDATE

JAN
2008
18:7

AN ASMC NATIONAL "HONORED" NEWSLETTER (1992, 1996, 1997, 1998, 2002, 2006)

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Winter ... and Spring ... Events!



by Roger Neefe
President
Buckeye Chapter
American Society
of Military
Comptrollers
(Photo: J. Maynard Jr.)



BUCKEYES



January 7



FIGHTIN' TIGERS

First off, I want to thank everyone who contributed to our Winter Gear Collection last month. DSCC and DFAS associates contributed over 600 clothing items for the children at Broadleigh School. My special thanks goes out to the volunteers who organized the drive, served as collection points, and hauled the clothing over to the school. The teachers and students at the school were very appreciative.

We are now planning our Spring Professional Development Opportunity which will be March 20th. Last year's event was great, and we expect this year's to be just as good if not better. If you have any particular subjects you would like to suggest for this training opportunity, please use the "Feedback Form" link on our homepage to give me your suggestions.

Finally, Have a Happy New Year!

Roger



ASMC BUCKEYE CHAPTER
P.O. BOX 360674
COLUMBUS OH 43236-0674

EXECUTIVE COMMITTEE

President	Roger Neefe
President-Elect	Ben Roberts
VP-Participation	Joy Fenwick
VP-Programs	Steve Berry
Secretary	Lisa Snyder
Treasurer	Andre Lindsay



HQ ASMC News (www.asmc.org)

RENEW YOUR MEMBERSHIP ON-LINE

You now have the option of renewing your membership at <http://www.asmc.org/membership/renewal.shtml>.

To get started, you will need your default user name and password, as shown below. Your member number and the e-mail address we have on file are on your most recent invoice.

User name: email address on file (for example: john.doe@domain.com)

Password: asmc + member number (for example: asmc12345)

If you have any questions, contact Jennifer Sizemore at (703) 549-0360.



Serving Members
Members Serving



AMERICAN SOCIETY OF MILITARY COMPTROLLERS
BUCKEYE CHAPTER *** CHARTERED: JULY 17, 1990**



Professional/Educational Organization Information Fair – Dec 6

Participating Professional Organizations

- American Society of Military Comptrollers (ASMC)
- Association of Government Accountants (AGA)
- Certified Defense Financial Manager (CDFM)
- American Society of Quality Assurance (ASQA)
- DFAS Columbus Mentoring Program
- Federal Women’s Program (FWP)
- Federally Employed Women (FEW)
- Toastmasters



Participating Retirement & Insurance Advisors

Dehan Enterprises LLC

Participating Colleges & Universities

- Capital
- Central Michigan
- Columbus State
- DeVry
- Ohio Dominican
- Ohio State
- Park
- Phoenix



Photos: Tom Casasanta

Planning Board Minutes – Dec 18

Bldg 21 Rm B413 Noon–1PM Rescheduled from Dec 12

- Officers Present (4 = Quorum):** Neefe; Fenwick; Lindsay; L. Snyder.
- Chairs Present (5):** Blount; Collier; Newman; Palmore; J. Snyder.
- Issues:**
 - PDO 2008 – Steve Berry to meet with AGA in January and provide a report of the meeting.
 - SW Michigan – Joy Fenwick and Ben Roberts will telecon with them to discuss hosting of a new chapter, 5-Star details, and the need for a joint meeting/teleconference.
 - Competition – Joy Fenwick gave a 5-Star update.
 - Budget – Andre Lindsay provided a 6-month period, but will update to 12 months. Add to June transition agenda.
 - Newsletter – Inputs due today.
 - Bowling – Teresa Blount is confirming prices with Gahanna (in lieu of Western) Lanes.
 - Keys – For black cabinet in B413 were given to Joy Fenwick and Lisa Snyder.
- Adjourned – Next Meeting: Jan 9 (tentative)** – Joy Fenwick to check Ben Roberts’ availability. (He is.)

Lisa Snyder, Secretary

Editor’s Corner

This Newsletter is authorized and funded by ASMC’s Buckeye Chapter. Articles are due by the 23rd of the Month prior to the Month of Publication. Send articles to the Compositor-Editor: Jim.Snyder@dfas.mil

Over 250 Attendees



Door Prizes

- Poinsettias
- T-shirts
- Coffee Mugs & Pens
- Cookbook

Mark Baisden Thanks You

Mark wishes to thank the Buckeye Chapter and ASMC National HQ for their scholarship awards, which aided in his receiving Outstanding Park University Graduate, a Leader in Motion (LIM) appointment and promotion.

Southwest Michigan Chapter

To the ASMC Buckeye Chapter

Thank you so much for your support and sponsorship. Your help was instrumental in starting our chapter. Thanks to Roger Neefe and Jim Snyder for attending our ceremony. We look forward to future collaboration.

Lori Hopkins, President



(Left to Right) President Lori Hopkins, JoAnne Scott, Eleanor Moore, Bill Ginn, Wendy Boettger, James George, Sally Hopp, Scott Collins, Martha Gerjets, Matt Domsic, Sherry Davis, Mr. Robert Hale (ASMC Executive Director)



This Month's Event

Next Month's Event

WHAT & WHO
"C-H-A-O-S-!-!-!"
Speaker: CARL FRANCIS
 DFAS-CO Deputy Site Director
 Past Buckeye Chapter President

WHEN & WHERE
 Thu., Jan 17 11:30 AM –1:00 PM
 DFAS Conference Center (C136/7)

COST
\$11 Members; \$13 Non-Members
 Special Diet - Call: Macy Newman



WHAT & WHO
 TBD
Speaker: TBD
 TBD
 TBD

WHEN & WHERE
 Thu., Jan 17 11:30 AM –1:00 PM
 TBD

COST
\$11 Members; \$13 Non-Members
 Special Diet - Call: Macy Newman

This luncheon is unexpectedly still in the planning stages.

Honored Members

CONGRATULATIONS
 30 Years Federal Service
Nolene Smith
 Promotions
Jeremy Gregory
Mark Baisden
Stephanie Ofoe
Abby Savoy
Lisa Snyder
 Retirements
Cliff Barasch
Kathie Hayden
Doug Krezan


Scholarship Fund Donations

Chapter Members can now directly contribute (via tax deductible, credit card-based donation) to the Chapter's Scholarship Fund by accessing:
www.asmcuckeye.org/PP%20Scholarship%20Donations.htm



Outstanding Graduate
Mark Baisden
 (Park Univ. – Summa Cum Laude)

Treasurer's Report

As of Nov 30, 2007 

CHECKING	
Beginning Balance	\$ 0.00
Receipts	+ 631.31
Disbursements	- 631.31
Ending Balance	\$ 0.00
SAVINGS	
Beginning Balance	\$ 16,132.52
Deposits	+ 524.00
Disbursements	- 631.31
Ending Balance	\$16,025.21
BALANCE	\$16,025.21
FUNDRAISER ACCT	\$1,466.69

Andre Lindsay, Treasurer


BOWL-A-THON
 (Scholarship Fundraiser)

Door Prizes **4-Person Teams** Door Prizes



Saturday, Feb 23 - Noon-4 PM
Gahanna Lanes
 (215 W. Johnstown Rd.)
Adults: \$15 Each; Kids: \$8 Each
 (Includes: Shoes, 3 Games, Scholarship Donation & Trophies)

Register (or Volunteer) by Feb. 18 at:
www.asmcuckeye.org/formreg/bowlreg.htm
www.asmcuckeye.org/formreg/bowlvol.htm

 **Broadleigh Elementary School**
 Mr. Andrew Smith III
 3039 Maryland Ave.
 Columbus, Ohio 43209
 614-365-6144

Coming in February/March

TEACHER AIDS COLLECTION
 (Needed: #2 pencils/pencil top erasers, glue bottles/glue sticks, tissues, anti-bacteria gel/hand sanitizer, size 4-8 underwear, socks, soft bristle toothbrushes/toothpaste)

You can make a cash donation at:
www.asmcuckeye.org/PP%20Broadleigh%20Donations.htm
 Mary Baker, Chair

The Secrets of Servant Leadership

By Dr. John C. Maxwell
Maximum Impact, Inc.
Leadership Expert and Consultant



"This article is used by permission from Dr. Maxwell's free monthly e-newsletter 'Leadership Wired' at www.MaximumImpact.com."

In their valuable book, *The Secret*, Ken Blanchard and Mark Miller shed light on the practices that enable leaders to serve others.

1. See the Future

Leaders have a compelling vision for the future stirring inside of them. The vision makes plain a leader's identity, direction, and pattern of behavior.

To affect the future, a leader spreads values throughout an organization. These values are core beliefs that become the cornerstones of organizational culture. A wise leader publishes the values so that they can be repeated, recognized, and rewarded.

A leader cannot delegate the responsibility to see the future. They may share the responsibility, but ultimately, it's the leader's job to make time today to ensure the direction of tomorrow.

2. Engage and Develop Others

To create the future a leader envisions, he or she must have the right people, in the right roles, fully engaged to their work. Everything that you will accomplish as a leader ultimately hinges on the people you have around you. As the Law of the Inner Circle says, "A leader's potential is determined by those closest to him or her."

Sadly, many people's talents languish on the job because they are disengaged. Likely, the greatest waste in business is human potential. Leaders pull out the potential inside of their people by inspiring and motivating. They are quick to offer opportunities for growth, serve as mentors, or equip their employees with resources.

3. Reinvent Continuously

Great leaders reinvent continuously on a personal level. They are always interested in ways to enhance their own knowledge and skills. The very best leaders are learners.

Continued in next column

They realize that if they stop learning, they will stop leading. A leader sets the tone of the organization. If they cease growing personally, then the majority of those they lead will become stagnant as well.

Reinvention is critical to survival. The solutions to problems of the past are inadequate to address the demands of today. Leaders must have fresh, innovative thinking and new ideas to respond to the challenges the organization faces.

4. Value results and relationships

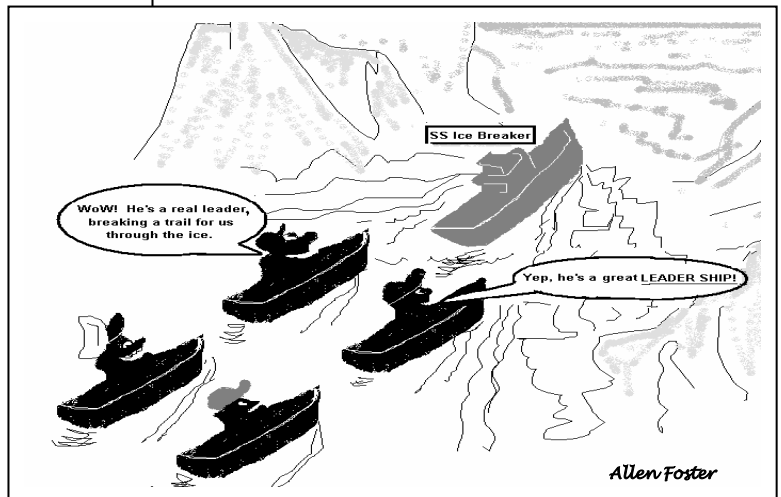
When it comes to results and relationships, the best leaders take a both/and approach. A focus solely on results demoralizes the team, while an overemphasis on relationships undercuts the bottom line due to conflict avoidance and an absence of accountability. The greatest leaders make friends *and* profits.

Leaders earn relational capital, and put it to work to gain results. As the Law of Connection states, "leaders touch a heart before they ask for a hand."

5. Embody Values

All genuine leadership is built on trust. Leaders build trust when they establish, articulate, model, and enforce values. In short, they *walk the talk*.

If I say customers are important, my actions had better support that statement. If I choose to live as if customers are not important, people will have reason to question my trustworthiness. And in the final analysis, if I am deemed untrustworthy by my people, I will not be trusted – or followed as a leader.





The Art of Woo: Using Strategic Persuasion to Sell Your Ideas

By Richard Shell & Mario Moussa
A Book Summary – by Jim Snyder



“Woo” is the ability to “*win others over*” to your ideas without coercion, using relationship-based, emotionally intelligent persuasion. Effectively selling ideas -- using persuasion rather than force -- is one of the most important skills everyone from CEOs and entrepreneurs to team leaders and mid-level managers need to learn if they want to be effective in their organizations. The book presents a four-step approach idea-selling process.

First, persuaders need to polish their ideas and survey the social networks that will lead them to decision makers.

Second, they must confront the five barriers that can sink ideas before they get started: *unreceptive beliefs; conflicting interests; negative relationships; a lack of credibility; and, failing to adjust one's communication mode to suit a particular audience or situation.*

Third, you must pitch your idea in a compelling way. There is a template for pitching ideas in this format and examples of distinct ways one can personalize an idea to make it memorable and distinctive.

The **final** step is to secure both individual and organizational commitments. In most organizations, a minimum of eight people will need to sign off on even simple ideas. The number goes up from there.

Individual personality also plays a key role in how you influence others. There are two personalized diagnostic tests readers can take to discover their persuasion strengths and weaknesses.

One is the **Six Channels Survey**, designed to help people learn which of the key channels of influence they feel compelled to use most often at work and which they would prefer to use if given a choice. These channels include: *Authority; Rationality; Vision; Relationships; Interests; and, Politics.* The idea is to help readers understand both how these six channels work and when they should adjust their pitch to appeal to different kinds of audiences.

A second self-administered test, the **Persuasion Styles Assessment**, helps readers determine the degrees of assertiveness and natural social intelligence they bring to the idea-selling process.

While there is no one “correct” style of persuasion, the key is being self-aware so you know how you perform and how others will perceive you. *Cont. next column*

The book describes six distinctive styles: *Driver; Screamer; Commander; Chess Player; Promoter; Advocate* – with examples drawn from business.

The book also identifies the top three mistakes people make in selling ideas:

The **number one** error is “*egocentric bias*,” or “focusing on yourself instead of your audience. People assume the person they are trying to sell is just like them, that he or she has the same primary goals and frame of reference, and what they’re talking about is important to the other side. But other people may not care at all about what is important to you... It’s a killer assumption.

A **second** mistake is *the belief there are no systematic ways to persuade people to accept an idea.* Many people just wing it, thinking they can count on their own experience and instinctive powers of persuasion to carry the day. But in fact, you do need a strategy.

The **third** most common error is *to forget about organizational politics.* Whenever a new idea might affect resources, power, control or turf, politics will be part of the problem at the implementation stage. You need to prepare an idea-selling campaign, not just a presentation.

People working in any group can benefit from improving their skills at the art of persuasion. Influencing others in an organization to accept and act on your ideas is a challenge that never ceases.

CDFM Mod 3 Training



ASMC has set *two 4-hour*, Noon starts on Jan. 29 & 30, 2008 for CDFM Module 3 (Accounting & Finance) audio training (only) for ASMC members (who must purchase/borrow a current textbook). Training is in Bldg 21’s Wyandotte Room (C128).

Up to *8(?) CPE credits* are available.

Call Barb Bail 3-0657 or Theresa Lannan 2-5378 to enroll.



CDFM Study Groups Calendar

Module 1: Resource Management
Mondays:

Host: Pam Nowicki 693-0265

Module 3: Accounting & Finance
Thursdays:

Host: Priscilla Alving 693-0650

Module 2: Cost Accounting & Cost Analysis
Wednesdays:

Host: Barbara Bail 693-0657

All Groups meet in Room B223 - HAWK - Noon

Call Theresa Lannan 692-5378 or Barbara Bail 693-0657

This schedule is still in the planning stages.

Intensive Audio CDFM Training: C128 (Wyandotte) for Module 3 (Accounting & Finance) – Textbook Needed Jan 29 & 30 (4 Hrs/Day – Beginning at Noon)

Chapter Calendar (Events in Bldg 21 or As Noted)

Table with 2 columns: Event Name and Date. Includes Planning Board Meeting, Officer Listing, AGA Member Luncheon, Member Luncheon, Achievement Award Submissions, Bowl-A-Thon Fundraiser, Chapter Grant/Scholarship Apps, Executive Cmte. Meeting, Essay Contest Submissions, AGA/ASMC PDO, and another Executive Cmte. Meeting.

Community Service Calendar

For Community Service Events – Volunteer at: http://www.asmcuckeye.org/formreg/comsvcs.htm
Center of Science & Industry (COSI) Family Fridays 5-9 PM (333 W. Broad St.) Jan 25, Feb 22, Mar 28
Mid-Ohio Food Bank 9 AM-Noon (1625 W. Mound) Feb 2

Member Grants/Scholarships Calendar
\$500 Continuing Education Grants and \$750 Family Member Scholarship Applications Due 5 PM, Mon., Feb. 25, 2008 to persons listed below
Get application criteria/forms from ...
Shirley Benton, Co-Chair 614-693-5543
Charles Miller, Co-Chair 614-693-5315
(Also see www.asmonline.org & www.asmcuckeye.org)

ASMC BUCKEYE CHAPTER
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COMMITTEE CHAIRPERSONS

Table listing committee chairpersons for various roles: Audit (Sharon Esmont), Awards/Competition (Mary Mathews, Theresa Roach), CDFM Certification (Theresa Lannan, Barbara Bail), Community Service (Melissa Stevens, Mary Baker), Chapter Family (Juan McGuire), Chapter History (Beth Bing), Meetings (Macy Newman, Mary Baker), Membership (Shirley Brooks, Teresa Woods, Carla Woolford), Newsletter (Jim Snyder, Allen Foster), Nominations/Elections (John Collier), PDI 2008 (Pam Nowicki), Publicity (Rebecca Smith, John Maynard), Scholarships/Education (Shirley Benton, Charles Miller), Speakers (Carl Francis), Special Events (Sonya Thompson, Gwen Palmore), Ways & Means (Teresa Blount, Dawn Allen), Web Site (Rena Walters, Julia Tark).



3990 E. Broad St. - Bldg. 21
Conference Room B413