

**Northeast Regional Conference Call
July 17, 2007, Noon ET
877-228-3600 code 196443**

Attendees:

Tommy Barnett

DC 'Sandra Seroskie';

Baltimore

DelVal ; 'Lou Eggert'; 'Marie Clark';

SusqVal 'Catherine McAnally';

NJ

NYC 'Kevin Staley'

Hudson Val 'Carolyn Jones'

W&C NY

NE

Conn Larry Richard,

Discussion:

- Deadline to get your Policy & Procedure agreement signed and to Sophie by September 30 or chapter funds withheld
- Regional Summit
 - Date TBD
 - Location – Philly?
 - Volunteers – many signed up at June regional call
 - Next step would planning meeting
 - Possible topics
 - Review of teambuilding on Friday at last summit
 - Discussed possibilities for this year
 - Networking, teambuilding – something highly interactive for 45-60 minutes
 - Option - where each group has to build something to see what skills each person brings
 - Option – Sandie has idea from Kirk Weisler
 - Topics for Summit
 - Programs and Topics for meetings
 - How does each chapter find out what members want? Share that and use existing resources across chapter
 - Officers and members are often experts
 - Vendors can also do subject matter presentations
 - Vendor by-laws consistent across chapters, use “vendor acceptance form”
 - Speaker Tour
 - Officer / Board challenges
 - New officer buddy program
 - Annual meeting / orientation session

- Spell out expectations / by-laws / etc possibly and “officer acceptance form”
 - Officer web page on chapter site with bio and responsibilities
 - At board meetings, review activity and successes
 - What members have communicated to us and how have we responded?
 - Of each board members responsibility, what has been accomplished this month? What are our successes and needs?
 - Leadership council, committees, etc
- Meeting attendance
 - Email communication – does it have a “hook”?
 - Does it have a lead in story or question?
 - Use concept of scarcity
 - Announce at 21, 14, and 7 days out
 - Survey for date / time / location preference
 - Giveaways, not just at meetings, but yearly with each meeting attended or certain activities earning a chance
 - Find ways to separate groups that come together (colored dots that then have to sit together, etc)
- Strategic Planning
 - Mission/ Vision
 - Initiatives for 2008, find similarities and begin working
 - Annual planning meetings at both the chapter and regional level
- Circle of Excellence
 - Use as a tool / roadmap in chapter
 - Dashboards / scorecard at chapter and regional level
 - Communicate at meetings and via email to membership
 - Use Circle to assign responsibilities and initiatives to board and then report monthly to membership (use newsletter and meetings)
- Annual planning meetings
 - DC did one last year
 - Sandie is trying to plan one now
 - Catherine has one planned for 7/27 for Susquehanna Valley
 - Building session around strategic vision and circle of excellence
 - Expect to need to have more than one strategic session
 - Tommy started in Atlanta by breaking it into many small sessions
 - Expanded each board meeting from 1 hour to 2 hours
 - Did business as usual for 1st hour, then worked on strategy for 2nd hour
 - Started with vision statement
 - Used phone and web ex
 - Did really small steps and enthusiasm really built