



# Minnesota Speaks

The Electronic Newsletter of the Minnesota Chapter of the National Speakers Association

## UPCOMING EVENTS

**Tues. Sept. 19**  
Chapter Meeting  
5:30-7 pm

**Tues. Sept. 19**  
Featuring:  
**Jim Pancero**  
CSP  
7-9 pm



**Wed. Sept. 20**  
IPSD Open House  
Apprentice & Graduate  
7-9 pm

**Wed. Oct. 11**  
TeleForum  
Noon-1 pm

**Fri. Oct. 27**  
Fireside Forum  
Dr. Manny Steil  
CSP, CPAE  
9 -11 am

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## A SPECIAL PROGRAM FOR PROFESSIONAL MEMBERS:

### Chapter Meeting & Dinner

**Tuesday Sept. 19**

**5:00pm Social      5:30pm Dinner**

**DON'T MISS IT!**      Professional Members please RSVP *before* Sept. 15

*Note: Your 2006-07 Membership must be renewed prior to this event for you to attend!*

## NSA-MN FALL KICK-OFF !



### 2006-07 Series Kick-off Tuesday, September 19

*Coffee & Desert Bar 7:00 pm*  
*Presentation 7:30-9 pm*

### You Can Always Sell... *Are you good enough to get Better?*

Jim Pancero has the most advanced, leading-edge "business-to-business" sales and sales management training available today. Everything he does is extensively researched and has one bottom line focus...to increase your strategic competitive advantage and market uniqueness.

In 1982, Jim founded his advanced sales training and consulting company. Since then, Jim has conducted over 2,500 presentations or consulting days for 500 companies providing a career average of five events per client. Over 90% of Jim's clients utilize his services more than once.

*Now discover how to grow your own business!*



**Jim Pancero, CSP**

**Look for additional details on the NSA-MN Small Business Forum in the September Newsletter!**

**REGISTER NOW**

**763-398-0818**  
**carnold@synergy-resource.com**  
Fax: 763-566-5780

**NSA-MN PRESENTED TOP CHAPTER AWARD!**

With over 50 Minnesota attendees at this year's National Conference in Orlando, there were plenty of familiar faces to help represent our state. Our members were asked many times to share our chapter's programming and membership models so other chapters could benefit as well.

At the Monday luncheon President Tom Guetzke received the M.O.R.E. Award on behalf of the Minnesota Chapter. This honor is given to the chapter who meets the following criteria:

- M** Members Spreading the Word
- O** Outreach to the Community
- R** Recruitment Efforts
- E** External Communications



The 2<sup>nd</sup> annual Minnesota Cocktail Reception was well attended and enjoyed by many. It provided a place to relax, connect and celebrate with friends and colleagues. Everyone had a great time.



*A special Thank you to Anne Warfield & Paul Cummings for donating the wine at the Chapter Celebration!*





**Member of the Year**  
*Audrey Thomas*



**Dr. Manny Steil welcomes Mark LeBlanc**  
into the  
**Minnesota Speakers Hall of Fame**



**Next Level Award**  
*Roxanne Emmerich,*  
CSP, CMC

## 2006 NSA-MN Awards



**Volunteer of the Year**  
*Gaye Lindfors*



**Mark LeBlanc Award**  
*Tom Guetzke*



**Volunteer of the Year**  
*Robin Getman, CSP*



**2005-06 Board of Directors**



**2005-06 President Sue Rusch**  
passes the gavel to  
**2006-07 President Tom Guetzke**

*Thank you to the Board members and all volunteers who gave back to the Chapter this year!*

### NSA-MN GALA:

The members of NSA-MN gathered in May to celebrate an awesome year. You could feel the new excitement and passion as members enjoyed coming together as our local family of professional speakers. The perfect end to this fun evening was an inspirational keynote from Tony Schiller and a tribute to the chapter in song by Arlene Vernon.



Thank You Wendy Blomseth  
for capturing the evening in pictures...





## It's time to renew your membership

In business consistent growth is necessary for success. This is also true at NSA Minnesota. Building on last year's changes we have some exciting new programs this year which will make being a member invaluable. Here are some highlights:



Gabrielle Hamen-Kieffer  
Director of Membership

**Pass Programs:** As a member you can purchase additional discounted passes to our events to share with clients, staff or spouses.

**Associate Pass** is for office staff and spouses of members, and Graduates of IPSD to attend the Small Business Forums and the May Gala

**Business Forum Pass** is for clients, small business owners & others who are interested in the expert speakers at the Small Business forum.

**Sponsorship Program:** Advertising packages for vendors who supply materials, promotional services or services to speakers. Items available for purchase are newsletter ads, directory ads, website ads and exhibit tables.

**NEW Website!** A brand new look for NSA Minnesota that will feature each member plus offer online registration and improved functionality. Hear more about it at the September Chapter meeting!

**RENEW TODAY!** Your membership fee of **only \$297** also includes:

- **4** Chapter meetings exclusive for members to share a meal and to network
- **4** Small Business Forums to hear top experts give you insight on how to grow your business
- **3** Teleforums to call-in to participate and grow your speaking business
- **3** Fireside Forums that offer members access to one of our seasoned professional speakers in a more intimate environment
- **2** Social Events during the summer and in December
- **1** Gala Awards Event

**To insure your place on the website and in the directory, please return the renewal notice that was mailed to you by September 1, 2006.** If you have any questions or need a renewal form contact Charles Arnold at the NSA-MN chapter office 763-398-8018.

## IT's the PLACE for NSA-MN: *The Crowne Plaza West*



Conveniently located  
near the intersection  
of highways  
494 and 100  
5401 Green Valley Drive



  
**CROWNE PLAZA**  
HOTELS & RESORTS