



P R E S I D E N T ' S M E S S A G E

KCMSMA

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We are again coming to the end of another year. In reflecting on the past year's events within the Kansas City Chapter of MSMA, we have been very successful. We received the MSMA National Chapter of the Year award, we increased our membership and event participation, and provided members and non-members with a Professional Educational Development track. We have 15 participants that received their certificates for the successful completion of the program. We will be continuing with our educational program in 2009 and have several activities in work to help provide the educational needs and professional development we can use in our careers and daily responsibilities.

As I mentioned, the Programs Committee and the VP of Education have teamed up and determined that we want to continue to provide value to our members and ensure they have opportunities for professional development and growth. We have designed the

Professional Education Development Track for 2009. Our first event will be held in January. The specific date and time will be announced soon, so watch the mail and be sure to check the web site periodically for activity updates. Visit the web site at www.kcmsma.com. The educational events will be structured around current mail and distribution industry topics of interest and personal development from a management perspective.

We are at that time of year again to be submitting nominations for awards within the local chapter and at a national level. We will be sending out very soon, requests for nominations for "Distinguished Service" and "Manager of the Year" awards. Please watch your mail and take a few minutes to recognize your peers for their contribution to the Mail and Distribution Industry. The local chapter recipients of these awards will also be submitted to the National MSMA for the national awards that are presented at the spring MAILCOM. In addition to the local recognition through the chapter, the Executive Board is preparing to provide additional recognition to the recipients. The Executive Board is putting the finishing touches on the

award that will be presented to the recipients of the awards.

I would like to express my sincere thanks to the KCMSMA Executive Board and all of our chapter members for a successful 2008.

We are planning yet another successful year for 2009 and appreciate your continued support of the organization. Please share information about the MSMA with your peers and encourage them to participate in the organization and events. We welcome your comments and feedback for ways to continue to improve our organization and ways assist in your personal development. Please don't hesitate to contact myself or any of our executive board members if you have ideas or input that will make us stronger.

Wishing everyone a peaceful and happy holiday season!

**OCTOBER MEETING
IT WAS A "WIN-WIN" FOR ALL!
BY DERACE MARTIN**

Those who attended Greater Kansas City MSMA October 1st meeting received a powerhouse presentation from Rob Martinez on "Win-Win Negotiating Skills". Over 25 MSMA members and guest were presented with very informative and educational skills to enhance how to negotiate in almost any situation. Rob filled his presentation with examples of strategies he

has personally used in his over 19 years of negotiating contracts both as a supplier and buyer. Judging from the many positive comments received from those attending, they will use these skills in future negotiating sessions. Thanks to Rob for this great session.



**NOVEMBER MEETING
"DRESS FOR SUCCESS"**



On November 19th, the KCMSMA held it's last program of the year, Dress For Success! This meeting also contained a special treat for all who attended-a fashion show! Members of the KCMSMA Executive Board modeled the do's and don'ts of business wear. The highlights included John Minnis strutting his stuff in suit and tie and Kimberly Tarpley "ripping the runway" in her stylish dress and pea coat. The lowlights? I'll be brief. They included tight mini mini skirts,

cleavage, baggy and ripped jeans, and sloppy unkempt clothes. All in all, I think we were all grateful that no paparazzi were attendance! Or those looking for any black mail photos! Paula Hoffman, an image consultant from Trend Elite also gave us tips on how to be a smart and informed consumer when shopping for clothes, She also gave us a lesson in the ABC's of professional dress.

**JOIN THE KCMSMA!
BY JOHN MINNIS**

If you have not received your 2009 KCMSMA renewal yet, you should see it in the next week or so. We are looking at a great year for our organization with our continuing education program (which you can actually earn a certificate for participation) and a few tours at member's facilities. These along with the wonderful benefits of retail discounts and lower fees for

meetings and MailCom.

This would be a great time to evaluate a corporate membership if you are an individual member, or adding more coworkers to your corporate membership. If you know someone from the industry that you think will benefit from our organization, please have him or her visit and apply on-line

at www.kcmsma.com. If you would like to get a head start on renewing your membership, you can do that on line as well. We have made it easier to join with options to pay on-line using a credit card through pay pal.

In these economic times it would be easy to make the decision to save a few dollars and not become a member

this year, I feel just the opposite. It is now that we need to increase our knowledge about the industry, meet new people and build the relationships that can help us strive as individuals and help our companies succeed. This organization will help you with that and make our industry better and stronger in the years to come.

**K C M S M A E M P L O Y E E P R O F I L E
J E N N A G A R C I A**

Jenna Garcia is a Wisconsin native who moved to Kansas City in 1985. She has been a member of the KCMSMA for seven years. Starting next year, she will serve on the Executive Board as the VP of Publications, where she will be responsible for the KCMSMA newsletter. Jenna has been in the mail industry for 13 years, and currently works for Children International as a Production manager. Children International is a humanitarian organization that provides assistance to children and

families that are struggling in poverty. They provide assistance to eleven countries-Chile, Colombia, the Dominican Republic, Ecuador, Guatemala, Honduras, India, Mexico, the Philippines, the U.S. and Zambia. Jenna currently resides in Lee's Summit, Missouri with her husband and three children. Her hobbies include reading, exercising, and watching movies.



Jenna Garcia

**“ M A I L C E N T E R M A N G E R O F T H E Y E A R ”
“ D I S T I N G U I S H E D S E R V I C E A W A R D ”**



Extra, extra, read all about it! Wanted! The KCMSMA are looking for nominations for Mail Center Manager of the year! If you have a manger who you believe has provided exemplary service to their customers and great leadership to their staff send in a nomination!

Question. Do you believe you have overachieved in your performance this year? Exceeded all goals and expectations? Would you like to be recognized for your efforts and achievement? Then we have the award for you! (Drum roll) The Distinguished Service Award!

Be on the lookout for more information via the mail and our website; www.kcmsma.com. Nominations are due by February 1st, so be on the lookout for potential nominees!

**K C M S M A E X E C U T I V E
B O A R D
2 0 0 9 - 2 0 1 0**

From left: Derace Martin, Jerome Toson, Kimberly Tarpley, David Green, Diane Chastain, Dave Williams, Lenez Hendrix, Alison Hall, John Minnis, Jenna Garcia

Not Pictured: David Flowers, Pat Cheatom





EDUCATION SPOTLIGHT

The Professional Leadership Development Track was developed in 2008 to offer an classes targeted in leadership development so our colleges in the mail and distribution industry could not only develop their leadership skills but earn a certificate reflecting value and continuing education to their companies. Speakers from across the country came to teach about negotiation skills, customer service internally and externally, mail center security, six sigma, and professional dress to name a few. Sixteen certificates were presented in 2008 to the following individuals:

Allen Barnett
Cindy Birks
Terrell Bix
Todd Breedlove
Kelly Butts
Diane Chastain
David Flowers
Pat Fraundorfer

Alison Hall
Lenez Hendrix
Carlos Johnson
Sofia Jones
Cathy Lewis
Derace Martin
Richard Metz
Nancy Young



Not all recipients were available for the photo

The Professional Leadership Development Track will continue in 2009 targeting Best Practices for MSMA leaders and managers. Watch your email and mail for details of the coming schedule. For further information, call or email Alison Hall at 816-221-9003 or Alison.hall@psigroupinc.com.

WE'RE ON THE WEB!
WWW.KCMSMA.CO



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The Kansas City MSMA is a local chapter of the Mail Systems Management Association, founded in 1981. The MSMA started with a simple mission: To provide a meeting place for mail systems managers to share information, build professional recognition and grow as professionals.

The Kansas City MSMA's mission is to provide an avenue for the professional development of people involved in the management, supervision and support of mail and distribution systems for business, industry, government and institutions in the Kansas City area.