

# We are NAPM-NM, Our Mission Is

Leading Supply Management in New Mexico

NAPM-NM Inc.  
PO Box 99  
Albuquerque, NM 87103

May 2011

## NAPM-NM Newsletter

Volume 7, Issue 7

### President's Corner

by Eugene Ruff-Wagner



Eugene Ruff-Wagner,  
CPSM, C.P.M.  
NAPM-NM, President

Although it hasn't been finalized quite yet, it looks like NAPM-NM will be hosting the Southwest Forum again in 2013. For those not

familiar, the Southwest Forum is one of ISM's regional supply chain education conventions, wherein many of ISM's finest seminar leaders are all in one place at one time, providing multiple tracks of the most timely, up-to-date supply chain topics to be had anywhere. We hosted the Forum in 2006, and it was a huge success, if I do say so myself, with convention goers from all over the western region of the United States attending. Best of all, though, this was and again will be a great opportunity for all local companies to obtain world-class

supply chain education, bringing tremendous value for today's ever-so-scarce training dollar.

The Southwest Forum is held in the Fall, so one is tempted to think that Fall of 2013 is a very long way off. Yet, when one is paying attention to the activities immediately at hand, two and a half years has a way of sneaking up on you. Consequently, planning for the Southwest Forum will become a part of the landscape for the next couple of Boards of Directors. . .

. . . Which brings me to this: In less than two months, I will be turning the reins over to next year's Board of Directors, who will shortly thereafter begin planning for our 2011 – 2012 year. Southwest Forum aside, the Board is always concerned

with what will bring value to our membership and the supply chain community in the immediate term. From my observation over the last couple of years, I have wondered if in fact we have successfully accomplished that. While our Fall and Spring seminars have been well attended and acclaimed, attendance at our monthly evening education/dinner sessions has steadily declined, for the most part boiling down to a handful of diehard devotees. No question, I love seeing these folks each and every month, yet I can't help but think that we have many members out there who

#### In This Issue:

- PRESIDENT'S CORNER
- UPCOMING EVENTS & SEMINARS
- MOVE UP IN YOUR CAREER WITH A RESUME THAT SAYS "CAN DO!"
- SURVEY RESULTS
- SPEAKER MATT RIX
- SPRING SEMINAR

### Upcoming Events

by Daniel Arroyo

It's hard to believe that we are winding down our current General Meetings for the 2010/2011 year, but don't let that stop you from attending! We still have pretty of opportunity/discussions to present. As you may be aware, we have moved our General Meetings to the 3rd Tuesday of the month. Based on member input, we moved from a Wednesday to a Tuesday in hopes of increasing the attendance at our General Meetings.

We did in fact see an increase in attendance for the April meeting at the MCM Elegante, where we had the pleasure of having Matt Rix of the MATRIX Institute of Influence and Persuasion provide a presentation on "Imagine Getting What You Want – Without Negotiations". Matt provided many techniques for using the power of influence and



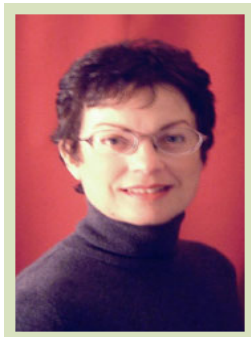
persuasion. His presentation certainly opened my eyes to what I can do when it comes to dealing with suppliers and customers – without negotiation!

Our May meeting will take us to an off-site location for a tour. We are in the process of coordinating for an off-site visit and most likely will start at about 4pm or 4:30pm. We thought it might be good to get out and away from the office and conference room as we wind down our current year. The site tour will be held on May 17<sup>th</sup>, details to follow.

As we prepare for the summer break our last meeting of the 2010/2011 year will be held on June 7<sup>th</sup>, 5:30 to 7:30 pm. This is a break from our usual 3<sup>rd</sup> Tuesday of each month. The June General Meeting will include installation of new board members, recap the current year, and discuss opportunities for future meetings. If you are interested in getting active in the local affiliate, there is no better way than volunteering to be on the board or assist in an event. The meeting will be held at the MCM Elegante.

GOING FORWARD

Continue on Page 2



Deborah Walker, Career Coach  
[Deb@AlphaAdvantage.com](mailto:Deb@AlphaAdvantage.com)  
360-260-4965  
[www.AlphaAdvantage.com](http://www.AlphaAdvantage.com)

Do your career ambitions include a promotion to greater responsibilities? Are your efforts to move into management getting you no where in the job market? You are not alone. One of the most common career challenges is moving up the

corporate ladder. As a career coach, one of the most frequently asked questions I get is "how can I make my resume convince employers I can do the job when I don't have management experience?" Let me share with you three tips for transforming your resume into a tool to help you move up in your career.

1. Emphasize strategic activities.

Transitioning into management generally means going from tactical responsibilities to strategic planning. Meaning those in management plan the work of others. Employers want to know how closely you have been involved with strategic activities. Perhaps you've worked with a team that came up with strategic solutions. Maybe you've assisted your boss in devising a better way of doing something. It could be that you took initiative to develop a more efficient system of operations. Use these examples in your resume

to show that you understand what it takes to be a strategic thinker.

2. Emphasize your accomplishments.

Employers are always looking for individuals with drive and initiative to promote into management roles. What better way to illustrate your potential than through your accomplishments. Think back on the challenges you've met on the job. What problems did you fix? How did you contribute to corporate bottom-line objectives? Can you prove your worth by the time you've saved or the costs you've cut or procedures you've streamlined? How well have you contributed to the income or revenue growth of your company? These are issues on the minds of all hiring managers. Include accomplishments in your resume that illustrate your ability to solve the problems of potential employers. Continue on Page 3

### Upcoming Events Cont.

As we look toward the 2011/2012 General Meetings, for starters we are planning on a Supplier/Buyer Mixer to be held in the Fall. We are working diligently toward that end and details will follow. This will be a good opportunity to meet local suppliers that provide goods and services for companies in the Albuquerque area.

As always if you have topics or suggestions for our General Meetings please let us know. Let's think outside the box and come up with innovative topics that will stimulate conversation and increase our attendance at the General Meetings.

Dan Arroyo  
Program Chair

[Daniel.arroyo@owens-minor.com](mailto:Daniel.arroyo@owens-minor.com)



### President's Corner Cont.

are yearning for something different that represents to them the value they expected when they became members.

In pursuit of bringing you value, as a Board we constantly question our choices of topic, venue, food, day of the week, time of the day, and the list goes on. In the long run, our choices are only as good as the feedback we get from the membership (and potential membership). To a great degree, what we have been doing lately is the result of feedback from the past. It is obvious to me that we need to recalibrate with new feedback. Consequently, the Board is anxious to hear from you, whether you are a long time member, a new member, or an interested non-member.

<http://www.surveymonkey.com/s/NLC7CHB>

I respectfully ask that each and every one of you take a very brief, quick and easy survey. If you would prefer to tell us about your preferences personally or voice any concerns, please contact a board member directly. Phone numbers and e-mail addresses are listed below. Survey or personal contact, we very much want to hear from you. In the long run, this is *your* affiliate, and this is the only way we can make it work for *you*.

Eugene Ruff-Wagner, President

[eruffwa@sandia.gov](mailto:eruffwa@sandia.gov)

John Padilla, Vice President

[jpadilla@asrt.org](mailto:jpadilla@asrt.org)

Nora Armijo, Immediate Past President

[mnarmij@sandia.gov](mailto:mnarmij@sandia.gov)

Debbie Leitka, Secretary

[dleitka@sandia.gov](mailto:dleitka@sandia.gov)

Phil Gallegos, Treasurer

[pgallego@phs.org](mailto:pgallego@phs.org)

Kim South, Certification Chair

[kim.south@pnmresources.com](mailto:kim.south@pnmresources.com)

Lynne Adams, Membership Chair

[ladams@sandia.gov](mailto:ladams@sandia.gov)

Dan Arroyo, Programs Chair

[Daniel.arroyo@owens-minor.com](mailto:Daniel.arroyo@owens-minor.com)

Bill Norman, Marketing Chair

[william537@hotmail.com](mailto:william537@hotmail.com)

3. Emphasize your leadership skills.

The hallmark of great management is the ability to lead others. You don't have to have had the role of manager to have opportunities to lead. Challenges represent opportunity to exercise leadership. Anytime you were able to motivate others, you practiced leadership. Mentoring is another example of leadership. Training others is yet another form of leading. Taking part in a team that solved significant problems is a great way to show your leadership potential.

So, you see, there are many ways to illustrate in your resume your ability, skills and drive toward management. Remember, employers look for potential as well as actual management experience. Write your resume with these three tips in mind and you'll soon see career growth opportunities knocking at your door.

Deborah Walker, Certified Career Management Coach  
Read more career tips and see sample resumes at:

**Upcoming Events & Seminars**



**May 17, 2011:**  
Tempur-Pedic Tour  
Location: Tempur-Pedic Albuquerque  
**Time:** 4:30PM to 5:30PM  
**Contact:** Phil Gallegos  
@pgallego@phs.org

**June 7, 2011:**  
General Meeting  
MCM Elegante  
**Time:** 5:30PM to 7:30PM  
**Contact:** Phil Gallegos  
@pgallego@phs.org

**June 9, 2011:**  
"Negotiating for Success" presented  
by Peter Koury  
American Society of Radiologic Technologists  
15000 Central Ave SE  
Albuquerque, NM 87123  
**Time:** 7:30AM to 4:30PM  
**Contact:** Phil Gallegos  
@pgallego@phs.org

**NAPM-NM Spring Seminar**

by John Padilla

The NAPM-NM spring seminar is scheduled June 09, 2011 at the American Society of Radiologic Technologists and is titled "Negotiating for Success: How to Negotiate with Everyone & Maintain Good Relationships." Peter Khoury, from Ovson communications, will present this seminar covering both negotiations for business professionals and conflict resolution in negotiations. Whether you are aware of it or not, you negotiate all of the time and you do it with very different types of people. Whether it is with the staff, bosses, contractors, partners, consultants, clients, or any business associate, your ability to influence others, reduce conflict, solve problems, and help parties with conflicting interests move forward is essential for your success and the success of your organization. Continued professional development is vital to your career. Here is an opportunity to earn 8.0 CEH's and keep up to date on the latest trends and issues in supply management, in today's challenging economic environment. The seminar is only \$ 179 for NAPM-NM members. If you are not a member, contact us. We would love to have you. The seminar is \$ 199 for non-members and you get a discount with multiple registrations. Seminar hours are 8 am to 5 pm with a continental breakfast served at 7:30am. Lunch is also provided. Don't miss this exciting opportunity!

**Benefits of Attending  
How to Negotiate with Everyone & Maintain Good Relationships**

BENEFITS	OBJECTIVES
<ul style="list-style-type: none"> <li>Get what you want in the workplace</li> <li>Reduce stress by working with peers, superiors, and subordinates</li> <li>Turn difficult conversations into occasions for productive problem solving</li> <li>Make better deals and increase bottom line</li> <li>Build trust and long-term relationships by creating win-win solutions whenever possible</li> </ul>	<ul style="list-style-type: none"> <li>Develop insights into negotiation strengths and weaknesses</li> <li>Learn the "Seven Principles of Negotiation Success"</li> <li>Reinforce and increase techniques for asking difficult questions</li> <li>Develop ways to use persuasion productively</li> <li>Learn methods to gain credibility and build trust</li> <li>Create strategies for closure</li> </ul>
<ul style="list-style-type: none"> <li>Increase efficiency and reduce stress when working on projects with difficult people</li> <li>Heighten awareness of individual and team goal setting</li> <li>Enhance listening skills</li> <li>Save time otherwise lost on projects</li> <li>Increase productivity and overall profitability</li> </ul>	<ul style="list-style-type: none"> <li>Assess behaviors and types of people that aggravate you</li> <li>Learn and practice techniques and strategies that neutralize the effects of difficult people</li> <li>Recognize your limits and control in handling difficult people</li> <li>Develop a Difficult-Person Coping Plan to use at any time</li> <li>Plan accordingly when working with difficult people</li> </ul>



Picture courtesy of Brooke Palmer—Bosque De Apache

Email: [eruffwa@sandia.gov](mailto:eruffwa@sandia.gov)

We are your local affiliate of ISM in the State of New Mexico. NAPM-NM's mission is to lead Supply Management in New Mexico. We offer the follow services to our membership:

- Dinner Meetings for Professional Development
- Educational Opportunities
- Employment Opportunities (Local)
- Employment Opportunities (National)
- Professional Development—CPSM Certification Classes

**We're on the web!**

**ISM Online Discount Sale**  
Markdowns up to 75% off! Check back for new arrivals.




**ISM's 96th Annual International Supply Management Conference & Educational Exhibit**  
 May 15-18, 2011  
[Register Now!](#)



**Survey Results**

by Daniel Arroyo

Here are the results from our April 19th meeting. 13 surveys were returned with the following results:

**How would you improve the event?**

- First time individuals may need background information on NAPM-NM
- Yes, just a bit longer
- Add one table & not seat people with backs to speaker
- Food was not brought out timely
- More involvement of members.

**What did you like best about event?**

- Max Rix introduces new perspective-as a speaker myself, I would recommend being more scare prior to presenting
- The topics presented
- Stories
- Company, speaker

**Suggested topics for future events?**

- Focus more on Manager to Employee relationships...or Buyer to Seller
- Similar topics
- Vendor evaluations

**Other comments?**

- None listed.

Topic	Score (Average)
<b>Speaker</b>	<b>4.85</b>
<b>Topic</b>	<b>4.92</b>
<b>Met Expectation</b>	<b>4.77</b>
<b>Topic applicable to your job or profession</b>	<b>4.85</b>
<b>Event Location (Location within Metro Area)</b>	<b>5.00</b>
<b>Event Facility (Restaurant/Conference Center)</b>	<b>4.77</b>
<b>Program Schedule</b>	<b>4.62</b>
<b>Food &amp; Beverage (Quality/Price Overall)</b>	<b>4.46</b>
<b>Information on email notification</b>	<b>4.50</b>
<b>Overall Program</b>	<b>4.75</b>

Have a story idea or you would like to contribute to newsletter? How about a picture of NM scenery that you would like us to use in our banner. If so, contact Jackie at [jdassler@asrt.org](mailto:jdassler@asrt.org) for more information.