

The Centerline

President's Message

Thank You!

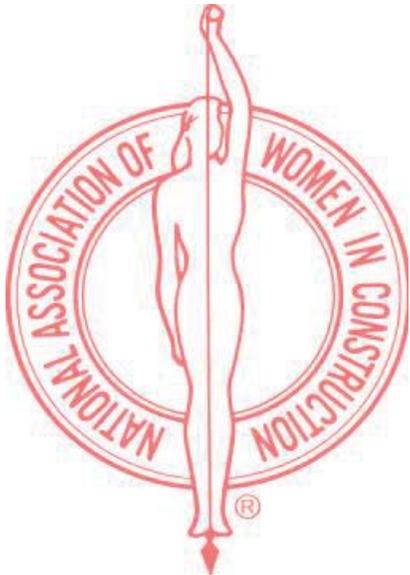
As I finish my third term as chapter president and hand the reigns over to Berni Mount, I want to let you all know how much I appreciate all your help and support over the past three years. I believe we have a special chapter and I am basing that on experience. I have attended dozens of national and regional events and conferences and as I listen to some of the struggles of other chapters, I realize how well our membership works together. We have nine new members this past calendar year and with those members come fresh ideas and enthusiasm, but we also have 19 seasoned members who bring knowledge of our chapter traditions and history. This is really a phenomenal group of women! As I write my final president's letter, I want to thank you for some of the lessons you all have taught me over the past three years.

- **Thank you** for showing me that I do not have to do it all! I am not great at delegating, not because I do not think you all are capable, but because I do not want to add additional burdens to what I know are already very busy lives. However, every time I have been in over my head and have reached out, I have been met with overwhelming support and a willingness to pitch in. You have taught me the importance of team work, the truth to the maxim, "Many hands make light work," and that I have an outstanding group of women I can depend on.
- **Thank you** for teaching me how to take criticism graciously. When I first took office, I would often receive emails from members and dread opening them because I feared a member would be pointing out yet another mistake I had made. What I have learned is that it actually is okay to make mistakes, especially in this group of women who have always been positive and constructive with their critiques of me. I believe I have grown in confidence and leadership ability over the past year and much of this is because of your honest assessments of my role as president.
- **Thank you** for showing me that it is okay to say no and deviate from the way things have always been done. You gave me the confidence to abandon traditions and events that no longer fit our chapter. Rather than feeling like I failed, your support has allowed room for new events and ideas and improving existing activities.
- **Thank you** for helping me grow and succeed in my career. Most of you know by now that I used to be a teacher.

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Standing Committee Chairs 2015-2016

Professional Development & Education – position open, contact Karen to sign up now!

Membership & Marketing – Valerie Bates 719-649-4615
valerie@vanguardhomes.com

Finance – Jennifer Walker 719-546-6829
jennifer.walker@hubinternational.com

Chapter Functions 2015-2016

Historian - Linda Champlin-Frank, CBT, CIT 719-667-8501
lindacf356@msn.com

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vbartz@expensereduction.com

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vbartz@expensereduction.com

“We make a living by what we do, but we make a life by what we give.” - Winston Churchill

Board of Directors for 2015-2016

President

Karen Mitchell, CBT, CIT

President-Elect

Berni Mount

Vice President

Katie Trapp

Recording Secretary

Kasey Chapot

Treasurer

Jennifer Walker

Directors

Valerie Bates
Christina Townsend

Special Committee Chairs 2015-2016

Block Kids – Karen Mitchell, CBT, CIT 719-686-7482
kem0513@aol.com

Bylaws - Linda Champlin-Frank, CBT, CIT 719-641-1109
lindacf356@msn.com

CAD Competition – Berni Mount and Kasey Chapot 719-599-7710
bmount@nunconstruction.com
kchapot@nunconstruction.com

Construction Career Day - Linda Champlin-Frank, CBT, CIT 719-641-1109
lindacf356@msn.com

NEF – position open, contact Karen to sign up now!

Publicity – Valerie Bates 719-649-4615
valerie@vanguardnewhomes.com

Scholarship - Katie Trapp 719-635-0902
Kt_trapp@yahoo.com

Strategic Planning – Kasey Chapot 719-599-7710
kchapot@nunconstruction.com

Ways & Means - Katie Trapp and Sandy Riggs
719-635-0902 Kt_trapp@yahoo.com
719-599-0168 sjr3555@aol.com

WIC Week – position open, contact Karen to sign up now!

Continued from Page 1

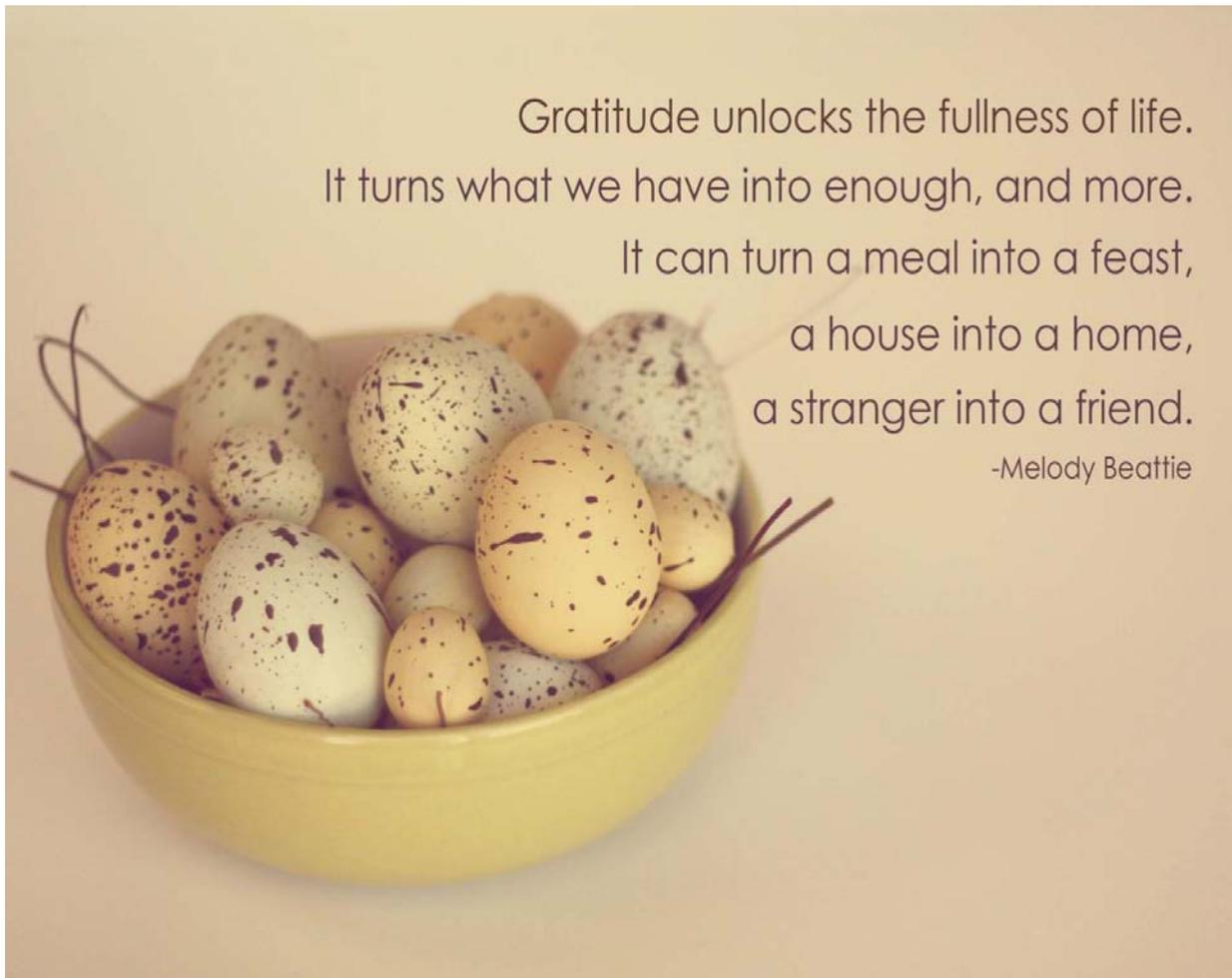
I actually hold a Master's Degree in Gifted and Talented Education! However, when I gave birth to my son, Ryan, back in 2006, I wanted the flexibility that came with running my husband's concrete business. With no background in office administration, I reached out to NAWIC and with the classes offered through the NAWIC Education Foundation and your many referrals, resources and sharing of personal experiences, I have an amazing career and am able to balance family and work successfully. You have all been wonderful role models.

- **Thank you** for being an incredible group of personal friends. From the love I felt while fighting breast cancer to the fun I have just grabbing a bite to eat with a chapter member, I am honored to call you all friends. You enrich my life and brighten my days.

Thank you to each and every one of you, those I have known for years, those members I have just met and even the members I have yet to meet. You have made the past three years an experience I will always cherish. I am looking forward to what the future holds for our small, but powerful chapter.

Karen Mitchell, CBT, CIT

Karen E. Mitchell



August 16th – August 20th, 2016 NAWIC 61st Annual Meeting and Education Conference (AMEC) in San Antonio, Texas.

The meeting was called to order at 8:30 a.m. by Riki F. Lovejoy, CBT, CIT, NAWIC President. National Anthem was sung and the Pledge of Allegiance was said. Inspiration was read by Stephanie K. Crane, CIT, NAWIC Vice President. Introductions of Dignitaries were made. Welcome to San Antonio by Shirley Gonzales, Mayor Pro Tem (read by Riki). Appointment of the Audit Committee was made. First Credentials Report was made by Cindy Johnson, CBT, CDS, CIT. Adoption of Annual Meeting Rules was done by Robin Fulton Meyer, CBT, CIT. Adoption of Annual Meeting Conference Program by Riki F. Lovejoy, CBT, CIT, NAWIC President. Introduction of Keynote Speaker done by Riki F. Lovejoy CBT, CIT, NAWIC President. Keynote Address was by Coach Jen Lee “Make Great Things Happen!” Yasmine Branden, CCA, presented the Memorials. NAWIC Foundation Report was made by Karen Long, CIT, NEF President. NFSF (NAWIC Founders Scholarship Foundation) Report was presented by Judy DeWiese, CBT, CIT, Fund Administrator. Diane Mike, CBT, NAWIC Secretary presented the Board of Director’s Report. Executive Vice President’s Report was done by Dede Hughes, ICM, NAWIC Executive Vice President. Riki F. Lovejoy, CBT, CIT, NAWIC President did Staff Recognition. Connie Leipard, CIT, did the Invitation to the 2017 AMEC in Anaheim, California. Cindy Johnson, CBT, CDS, CIT, presented the Second/Final Credentials Report/Voting Instructions. 373 attended. 273.2 final voting number. There was no new business to present. Judy DeWiese, CBT, CIT, presented the resolutions. Riki F. Lovejoy, CBT, CIT, NAWIC President did Announcements and Adjourned the meeting.

Next was the Industry Luncheon. Our sponsors were Exelon and UPS. All the food at the event was very good. Friday, we also attended the Installation Luncheon thanking the outgoing NAWIC National Board and Regional Directors and welcoming the new NAWIC National Board and Regional Directors.

Friday night’s gala was also awards night. Berni, accompanied by Lorelee Langworthy, CBT, CDS, CIT, Pacific Southwest Regional Director 2014-2016, accepted Executive Spotlight Award “Git Er Done!” for Karen Mitchell presented by Sandy K. Field, CBT, CIT, NAWIC Past President 2014-2015. Berni also accepted an award for Block Kids National 2nd place winner Pacific Southwest Region Chapter 356. The gala on Friday night served filet mignon, which was wonderful! As we were in Texas, we expected no less!

We had great seminars.

Riki F. Lovejoy, CBT, CIT, NAWIC President’s theme for 2015-2016 was You, Your Industry, Your NAWIC.

Coach Jen Lee talked about **Make Great Things Happen**. At the end of the day we want to go to sleep with a clear conscience knowing we nailed the day. It is different for each of us. Nail The Day! Push yourself to make things happen. Don’t be patient. Be impatient! Impatience inspires. There are two kinds of people “yes and” and “yes but”. “Yes But” zaps your patience and your creativity. We see things differently and hear this differently from generational perspective. Presentation – 1) How do I want the audience to feel at the end of a presentation? 2) What do I want them to do? Your gift to them is to take home something from your presentation. Direct Communication – Go ahead and say it.

Women aren't direct enough. Be completely presentable. Prep people ahead of time. Live a standard you can believe in. How are you accountable? Hold yourself to a higher standard. If you can't sell it in the truth then you shouldn't be selling it. Inspire others. Spark creativity. Close of the gap of misunderstanding. Elevate the standard. Influence others! Encourage yourself and others. Push yourself and others to do the same. Be unapologetic about who you are.

Recommended reading: Mayanne Williamsen "Our Greatest Fear".

A great seminar was **Zap the Gap** presented by Meagan Johnson. 98% felt that working with strong mentors is important. Meagan broke us into groups. The millennials were in one group and the "older" generations were broken into smaller groups. We were each to do a list of what we didn't particularly like about the other. After we were done and we looked at each other's lists, she put on the screen lists from 1968, 1980 and 1995. The lists were pretty similar. It was something to see how each generation sees the other and yet the generation before them thought much the same about them.

Meagan pointed out that we shouldn't go to the generational point of no return. Tools and generational expectations have changed. Generation sign posts – we share emotional bond with others who share that. These only exist during our generation. Have fun with all generations and be emotional.

The Traditional Generation (the greatest generation) 1909-1945

Baby Boomers (team work generation) 1946-1964

Gen X (latch key kids) 1965-1980

Gen Y (new millennials) 1981-2002 Instead of one decision maker – circle of people make decisions. Millennials change focus and are in a constant state of learning. Work and life are one with phones. Phones are a "tool" not a "toy".

Cuspers – in between the generations .

Coach Jen Lee was keynote speaker and held a seminar. Her seminar was **Masterful Mindset and Maneuvers**. Develop a Yes mentality. Ask interesting questions. Be more curious about your surroundings. Go crazy with brain storming. What is motivating you to say it? Throw it out there. We want others to see our vision without actually saying it.

Recommended Reading: Lynchpin by Seth Godin. He speaks about four personalities.

Bull: likes bottom line, likes challenges, results oriented, fast to decide, fast paced. Prestige more than security.

Owl: has to have all questions answered, analyzers, detail, takes time to decide, slow paced, very time conscience, early for appointments, no mistakes. Security more than prestige. Biggest fear making mistakes.

Lamb: be their friend, give direction and support, slow to decide, often changes mind, understands your mistakes, very emotional. Likes "touch" – pat on shoulder. Security more important than prestige. Avoids conflict. Wants security and peace.

Tiger: Not into details, prefers others to take care of things, fast to decide, fast paced and often late for appointments, loves recognition, emotional, likes excitement. Prestige and status are important. Likes a challenge. Social relationships are important.

"No" is a complete sentence. Meetings should be shorter to save time and energy.

Entrepreneurs know they have to "finish", go to the end. Power of the Pounce – ask for what you want. Don't always need all info. What did I not pounce on? Pounce unapologetically.

Entrepreneurial Formula:

- 1) Problem – find a problem
- 2) Impact – how does it benefit the world?
- 3) Sale – how to make money?
- 4) Build – how do you get it built?

What do I bring to the table? Unique, Impact, Exploit, and continue to Build on. Super Power – be direct, make a decision. How can you use your Super Power for others? Who am I trying to influence? Make it work out.

The Great Misconception : Construction Contracting's Cost by Dr. Matt Stevens PHD at Stevens-Day Construction Institute, Inc. Dr. Matt Stevens PHD and Jennifer Day PHD have been in business for 12 years.

Construction contracting is the best business in the United States. No age discrimination. Skills. Male or Female workers – non discriminatory. Never goes away , can't ship it overseas. All educational levels.

Some competitors don't know the cost of their business. Profits are not very high in construction , usually above 12 percent.

Are your employees staying past two years? Are your clients staying past two years? Opinions are easy to form and assert, but facts are facts. The numbers in gross profit and overhead is where the battle is raged. How productive are we? Project managers- who makes money? Receivables and change order billings if allowed to lag are a big deal. Negotiating per hour is best money maker. Where do your costs take you? Sixty percent of jobs are done on time, done once, done well.

Risk vs. Reward – retainage held. Number of employees on the job. Construction is never risk free. Costs, revenues, etc. Retainage payments – profit returns. 900 days longest reported retainage held. Forty-seven days is average payments to subcontractors.

Overhead cost: it is necessary for all formally organized contracting firms. Overhead is different from company to company. Overhead goes up as supervised labor goes up. Overhead's purpose is to facilitate billable revenue through the use of direct cost. It has to be productive. Thirty percent of wasted cost of labor is from standing around. Forty percent is in the office.

Copyright 2014 Stevens-Day Construction Institute, Inc. – www.stevensday.com

Presentation Skills for Success by Christine R. Spray

Engage people in the audience and connect with them. Gain their attention with ice breakers. Attract interest. Create desire. Stimulate action. (AIDA)

Meet and introduce yourself. Network. Key elements-understand audience and their expectations. Content method (is group large or small)? Don't walk in front of power point screen.

Presenter – speaker's impact. 55% how you look (stand), 38% how you sound, 7% what you say. Not what you say but how you say it. Tone, pitch, etc. Eye contact, work room, control audience – should be your agenda, not theirs. Ask right questions that pertain to audience.

Audience – filter things thru. What are their expectations, their knowledge? Values, culture? Group dynamics. Keep audience engaged and energized.

Keep it simple – 3 to 5 things. You have only one chance for the audience to “take one thing away”. How did the audience feel? Keep hands around waist if possible instead of in air. Laugh at yourself. Roll with it. Minimize distractions. Time of day? Heat? Cold? Lights? Don't touch face.

Reaction – how you communicate message. Did you meet their expectations? Composure, poise, passion.

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Be humble – Using stories, yours with humility. Others without using names. Helps with your credibility. Make them laugh. Humor – be humble. Tell amusing stories. Avoid long jokes. Make humor deliver the message.

Method – what is your audience objection? Problem, solution, evidence, anecdotes, sequencing charts, layouts. Engage people, roll playing. Webinars – call by name and ask input. Skype. Problem solving. Flip Charts. Video and audio.

Slides – what is the main point of the slide? How many do you need for the time allotted? Too many look like you are rushing thru. 4-6 bullet points, not more than 7-8 words. Don't put all on slide. Talk to it, nobody wants to read it. One title per slide. No more than two images to complement each other. Use sound sparingly.

Overcoming nervousness – visualize yourself doing well. Get a good night's rest. Avoid excess caffeine/dairy. Roll play. Practice on husband/dogs. Slow. Breathe. Repeat.

Question and Answer interactive. Get feedback.

Recommended reading : Speaking with Confidence – Diane Booker

Also attended **Chapter Leadership Training/Mock Board Meeting** seminar. New leaders were assisted by the NAWIC National Board, past and present and Regional Directors, past and present. We were split into groups and given problems to solve that have actually happened in recent years. It was really interesting!

It was a wonderful conference! Getting to meet and spend time with ladies across the nation was a great experience!

Report written by Berni Mount, President-Elect

Pikes Peak Chapter 356

NAWIC Conference – August 16, 2016 – August 20, 2016

Although we got a late start leaving Colorado Springs, thanks to a lightning storm, and a late start leaving Dallas (engine trouble delay) the trip was fantastic. I believe every member of NAWIC should attend a conference at some point to fully understand what NAWIC is. You meet women involved in the same industry and there is just such a strong bond between you and them – from the first moment you meet. You walk away with a better understanding of what we do and why we do it.

On Wednesday Berni and I attended and worked the trade show. Hoping to have sold more jewelry we did bring back some profit and great ideas of what the women were looking for. Items with NAWIC beads, more “red” items, and jewelry that could be used for Christmas presents for teenagers were the items requested. Wednesday night’s reception was quite entertaining and another chance to meet and interact with other NAWIC members.

Thursday and Friday were spent in meetings and seminars:

“Coach Jen Lee” was the guest speaker for the Annual meeting and focused on the 2 types of people. The “Yes” person, and the “But” person. Which are you? Do you step up to say “Yes - I can do that”, or, are you the “But I can’t do that because...” person? She also discussed how we should “stop apologizing for being **YOU**”, and how to establish and then raise your standards thus becoming a “Yes” person.

“Zap the Gap” – This seminar was the most entertaining seminar and very, very, informative. The presenter was very entertaining and the information she provided us about the 4 types of generations in the workforce was great. (Baby Boomers, Generation X, Generation Y, and The Traditional Generation) Discussions about each of our generation’s values, dress code, work ethic, and “technology” were held. A challenge of how to incorporate motivation within each generation and apply it to our everyday work was held with focus on how something “that might have worked” within one generation might not work for the next.

“Building Bridges – Forging Productive Professional Relationships” - This seminar focused on tips and techniques to create a meaningful difference in your workplace. A point made was it’s not “who” or “what” you know that is of most importance but “How” you work together with your coworkers. Taking time to “Listen” and communicate not only through words but the use of body language and tones of voice.

“Construction Contracting Cost” - It didn’t take long to realize this was not the seminar for me! Caught on to this right away when I realized almost everyone in the room were accountants or CPA’s! (I think Berni really enjoyed this one!) Quietly I left the room and joined the seminar next door which was sponsored by an OSHA team on Safety – something I am more involved with. I walked away from this seminar with a lot of useful information.

Friday evening was a great night! The gala was semi-formal and everyone was dressed to the max! So many beautiful dresses! It was so much fun to get all dressed-up for this occasion and the meal was

excellent also. The meeting consisted of installation of new officers for the 2016-2017 year. DeeDee Hughes was recognized for 20 years of membership and is retiring in December. DeeDee had many good things to tell us and also mentioned she might even write a book about her 20 years! It would be very interesting to read. The Pacific SW had 44 members in attendance and 40 voting members. A memorial was presented of the past Presidents which made you stop and think of all the women who have been involved and supportive of NAWIC thus bringing us to where we are today. Awards were presented and Berni accepted an award for our own Karen Mitchell!!! Way to go Karen! Be sure you congratulate her for the award "Executive Spotlight Award – Get it Done"!!

Saturday morning I went to a seminar on WIC Week and walked away with many great suggestions:

- Focus more on industry and work towards changing the view of the construction industry
- Contact schools and distribute WIC posters in the school during WIC week
- Distribute WIC week bracelets at schools to students
- Promote NAWIC by advertising on billboards, radio stations, newspapers
- Have a NAWIC booth at a mall

I was very glad to have been able to attend this conference and strongly advise each member to take the opportunity to attend. The information you gain and the friends you make are both priceless.

Kasey Chapot
NAWIC
Secretary 2015 - 2016



The CCD Planning Committee has been meeting throughout the summer and is prepared for another successful event.

If you have not already done so, put the date of **Thursday, September 15, 2016** on your calendar and plan to be part of this great day! We will again be at the Norris Penrose Event Center.

I want to thank all who have volunteered and/or involved your company. We are also very grateful for the sponsorships and donations received. We could not do this without the construction community coming together. We are excited to be able to introduce approximately 600 students to careers in construction.

www.coloradoconstructioncareerdaysoutherncolorado.com

Linda Champlin-Frank, CBT, CIT
SCCCD Foundation President



"PROMOTING THE CONSTRUCTION INDUSTRY TO AMERICA'S YOUTH"



"PROMOTING THE CONSTRUCTION INDUSTRY TO AMERICA'S YOUTH"

Construction Career Days of Southern Colorado Volunteers and Activities September 15, 2016

Check what you would like to do and print your name on the line next to your choice. You may select more than one so that if you are needed more in one area than the other, we have that option. Designate your first choice. PLEASE PRINT LEGIBLY.

Group Leader (at least 60 Group Leaders are needed) **September 15th only**

Group Leaders will be assigned 8-10 students and given a schedule to accompany them as they participate in activities throughout the day. There will be an orientation meeting prior to the students arriving to go over procedures.

Name _____ Company _____ Phone _____

E-Mail _____ Mobile Phone _____

General Volunteer - September 14th for set up _____ September 15th _____

General Volunteers will help with one or more of the following support services: registration, set up, take down, lunch, traffic control, and other general support services. For more information contact Linda Champlin-Frank at 719-641-1109 or lindacf356@msn.com.

Name _____ Company _____ Phone _____

E-Mail _____ Mobile Phone _____

Activity

Set up a "Hands On" Activity for the students to participate in which represents a career area: architecture engineering, building crafts/trades, highway construction, information on training/education programs or management. For more information contact Jason Yezek @ 719-321-3018 or Robert Owens @ 719-440-0660.

Name _____ Company _____ Phone _____

E-Mail _____ Mobile Phone _____

Describe Activity: _____

Please print this form, fill out and return to Berni Mount:

Fax – 719-599-4744

Email – bmount@nunconstruction.com



"PROMOTING THE CONSTRUCTION INDUSTRY TO AMERICA'S YOUTH"

**BE A HERO – BE A SPONSOR FOR COLORADO CONSTRUCTION CAREER DAYS OF
SOUTHERN COLORADO
SEPTEMBER 2016**

High School Students get a “Hands On” experience in the career areas in construction.

Bronze \$500

Your Recognition Value is:

- Hang Banner
- Recognition on t-shirt
- Web Site Recognition at Bronze Level

Silver \$1,000

Your Recognition Value Is:

- All the **Bronze** recognition **Plus**
- Web Site Recognition at Silver Level

Gold \$2,500

Your Recognition Value is:

- All the **Bronze and Silver** recognition **Plus**
- Recognition at Closing Assembly
- Web Site Recognition at Gold Level

Platinum \$5,000 and Above

Your Recognition Value Is:

- All the **Bronze, Silver and Gold** recognition **Plus**
- Platinum Poster Recognition on website
- A couple of minutes at the Podium at Closing Assembly

Southern Colorado Construction Career Day Foundation is a 501 (c) (3) organization. Donations are tax deductible to the extent allowed by law. **Please make payment payable to “Southern Colorado Construction Career Day Foundation”.**

Mail payment to: Southern Colorado CCD Foundation
PO Box 25301
Colorado Springs, CO 80936



"PROMOTING THE CONSTRUCTION INDUSTRY TO AMERICA'S YOUTH"

The Colorado Construction Career Day of Southern Colorado and the construction industry are preparing to host high school students from the southern Colorado area at the 2016 Colorado Construction Career Day event in September 2016. The date is yet to be determined. Both volunteers and financial sponsors are needed to provide activities, equipment to meet our expected costs to host this unique, fun and hands on exploration of careers in the construction industry.

We are encouraging all industries to support this event which gives students the opportunity to explore careers in construction. We are in need of sponsorships to meet our expected budget for expenses. The expense budget is used to provide transportation for schools lacking funds for buses, student lunches, student safety equipment such as hard hats, glasses, safety vests, promotional costs and much more.

Look over the attached sheet to review the sponsorships and use the form below to send us your sponsorship information. We appreciate the support you have given us in the past for Colorado Construction Career Day. It has made an impact on students, administrators, legislators, and even our own industry. With your help and sponsorship, the 2015 Colorado Construction Career Day of Southern Colorado will continue sending the message to students that the construction industry is a viable career choice. If you have any questions or need more information, contact Linda Champlin-Frank at (719) 641-1109 lindacf356@msn.com or Jason Yezek at (719) 321-3018 jason.yezek@centralbancorp.com

Sponsorship Form for Colorado Construction Career Day

Name: _____ Title: _____
Company: _____ Address: _____
City: _____ State: _____ Zip: _____
Phone (____) _____ Fax (____) _____
Email: _____

Circle Sponsorship Level: Bronze Silver Gold Platinum

I am unable to make a donation at the levels above but would like to help with

\$ _____

Make Checks Payable to: Southern Colorado Construction Career Day Foundation

Mail to: Southern Colorado CCD Foundation
PO Box 25301
Colorado Springs, CO 80936

Pikes Peak NAWIC Chapter Installation Ceremony

September 22, 2016



Location – The Mining Exchange @ Wyndham Grand Hotel
8 South Nevada Ave. Colo. Springs., CO 80903

Networking will be from 5:30 to 6. Followed by dinner and the program.

There will be no cost for the dinner.

Menu: Corn Bread ~ Coleslaw ~ Baked Beans ~ Potato Salad
~ Barbecue Pork Loin ~ Fried Chicken ~ Bread Pudding

NAWIC
Builds

RSVP by Monday Sept. 19th to Valerie Bates

valerie@vanguardnewhomes.com

OR 719-649-4615

September 2016

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3
4 Happy Birthday Linda Champlin - Frank	5	6	7 Happy Birthday Sandra Riggs	8 Board Meeting	9	10
11	12	13 Happy Birthday Leah Ash	14 CCD Prep Day	15 Construction Career Day	16	17
18	19	20	21	22 Monthly Meeting	23	24
25 Happy Birthday Naomi Collins	26	27	28	29	30	

If we missed your birthday, it is because we don't have the date, so please let our Membership and Marketing committee leader Valerie know!

September 4 – Happy Birthday Linda Champlin-Frank

September 7 – Happy Birthday Sandra Riggs

September 8 – Board Meeting – combined outgoing and incoming Boards – 5:30pm - Nunn Construction - 925 Elkton Dr.

September 13 – Happy Birthday Leah Ash

September 14 – Setup day for Construction Career Day

September 15 - Construction Career Day

September 25 – Monthly Members Meeting – installation ceremony

September 25 – Happy Birthday Naomi Collins

Future Dates:

October 14-15 – NAWIC Fall Conference

October 29 – Bowl-a-Thon scholarship fundraiser

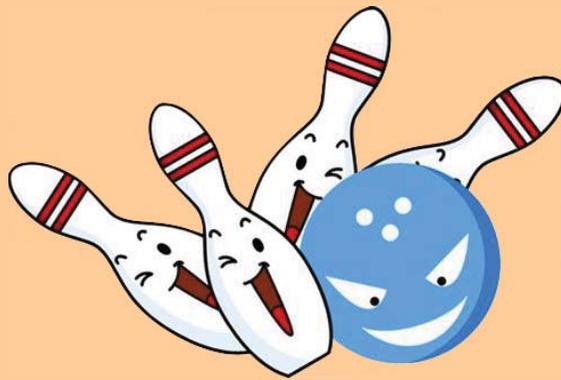
*Thank you Karen, for
your leadership and
support, for the past 3
years!*



NAWIC

Bowl-a-thon at Halloween for
NFSF scholarship fundraiser.

Come dressed in Costume!



King Pin Lanes at 3410 N. Academy Blvd.

Saturday, October 29

2:00 – 5:00 p.m.

\$5 per game per person (shoes Included)

4 person teams for competition

Cash prize for winning team

DOOR PRIZES - \$1/ticket; \$5/6 tickets;

Dressed in costume/ free ticket



Unmask the Power of NAWIC

Fall Conference Registration

Date: October 14th and 15th, 2016

Location: The Orleans Hotel & Casino, Las Vegas, Nevada

Name: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____ Email: _____

Chapter: _____ Region: _____ 1st Timer: Yes No

Early bird registration \$90 (before 9/30/16) **General Registration \$105** (after 9/30/16)

At the Door \$115

NAWIC Member: _____ Non-Member/Guest: _____ Ways & Means Table _____

Billing Options: Cash, check, and credit card payments are accepted in advance and at the door.

Make check payable to NAWIC #74, 150 N. Durango Drive, Suite 150, Las Vegas, NV 89145

All Major Credit Cards Accepted. A 4% convenience fee will be added to all credit card payments.

Note: NAWIC does not invoice.

Card number: _____ Exp. Date: _____

3 digit CVS code: _____ Billing zip code: _____

Card holders name: _____ Email receipt to: _____

Membership Status: Active Corporate Associate Retired Member at Large

Special dietary needs _____

Allergies _____

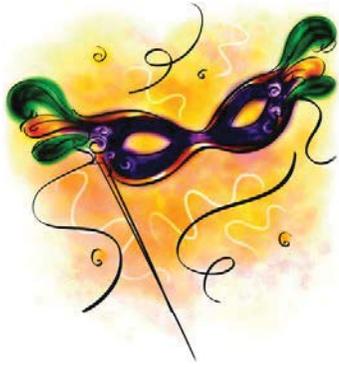
Registration opens July 8, 2016 until September 30, 2016

Registration form & payments email Kathy@mandkhvac.com or fax 702-750-0893

Any questions or comments please contact Tiesha Moore
tmoore1@g3electrical.com or Call: 702-526-6769

Call The Orleans Hotel & Casino to reserve your room 702-365-7111,

Code: **A6WCC10** for Double Occupancy \$109



Unmask the Power of NAWIC

Fall Conference Sponsorship Form Advertising opportunities in NAWIC Conference Program

Name: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____ Email: _____

Chapter: _____ Region: _____

AD SPACE PRICES

- \$25 Business Card
- \$50 ¼ page
- \$100 ½ page
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Five Secrets for Delivering A Short Presentation Without Sacrificing The Message

By Jared Linzom



Whether delivering a keynote or taking investors through a pitch deck, presenters are often prescribed a specific amount of time to speak. But those who frequently occupy the podium know that this can change at a moment's notice. Other

speakers might go over their allotted time, start late, or drop out entirely. Sometimes the intended audience's schedule changes last minute, setup time goes over, or, in the most dreaded scenario, technical difficulties eat up precious minutes. When speakers are forced to adjust their presentation time moments before going on, there are a number of tactics they can use to ensure their message still gets across.

1. PREPARE MULTIPLE VERSIONS OF YOUR SPEECH

Seasoned speakers often get into the habit of breaking down their presentation into a number of different time allotments, each of which contain the same key messages with varying degrees of elaboration.

"I've got at least three versions of any speech I do," says Jim Kokocki, the president of Toastmasters International, a nonprofit organization that develops public speaking and leadership skills. "There's a 30-second version, where I tell you the five points I'm going to make. The two minute version of that is, 'here's the five points and number one is important for these reasons, number two is important for these reasons. And then the third version is the full speech." This structure, says Kokocki, lets speakers expand or contract the level of detail they dedicate to each point, based on their level of importance to that particular audience.

"By organizing it in that fashion, it's much easier to say, 'I'm going to de-emphasize point number two to fit within the allotted timeframe,'" he said.

2. DON'T LET TIMING CHANGE THE MESSAGE

What's important, says Kokocki, is to not allow time constraints to detract from the message you're trying to get across. While the level of detail you're able to dedicate to each point may change, it's important not to sacrifice any important elements of your presentation in the interest of time. "Know what your key objectives are in speaking, and just make sure they get landed," he says. "Know what your supporting material is, and what you can leave out."

3. BE PREPARED TO GO OFF SCRIPT

When schedule constraints limit speaking time, those who are most at risk of missing their key objectives are those that stick to a tight script. Unscripted speakers are able to adjust the amount of time they spend on each individual point and adjust on the fly.

"Use eye contact, look around the room, and assess whether your messages are landing. If you see notes of confusion, be alert enough to acknowledge that and ask if there's clarification required," says Kokocki. "That's why it's important to have flexibility built into your speech, to be confident about the points you want to make and that you can land them."

4. DON'T PUT THE LESS IMPORTANT STUFF AT THE END

When speaking time is jeopardized, it may be tempting to move the seemingly less important points to the end of the speech, and only deliver them if there's enough time. That approach is flawed, says Kokocki, as each point should be vital to your presentation or not included in the first place.

Instead he recommends bookending speeches with summaries, so that if a speaker's time is cut short no vital information is lost. "It's a bit of a cliché in the business, but it works. The cliché is: tell them what you're going to tell them, tell them, tell them what you told them," he says. "Start by telling them the key things they should take away from the speech," Kokocki explains. "When you're done, take them through that material, and in your summation you say: 'Here are the key points,' and remind them why they're important."

5. CUT JOKES AND BACKSTORIES

In a time-constrained environment, the easiest parts to cut from most speeches are backstories and jokes. While interesting and often engaging, backstories can often be summarized down or eliminated entirely without detracting from the main point of the presentation.

"You need to assess your audience and how much of the backstory they need to hear," says Kokocki, adding that jokes should generally be avoided. "I don't recommend using a joke unless it fits very tightly to what you're going to speak about. Don't tell the joke for the sake of telling a joke; if you're a nervous speaker and it lands badly, that will shake your confidence."



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