



Field Operations Report

April 11, 2011

Volume 1, Number 1

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Marquis's LinkedIn Profile

Contact Us

<http://www.nmsdc.org/>
marquis.miller@nmsdc.org
davida.mcmillan@nmsdc.org

Welcome to the Field Operations Report

This e-newsletter will offer news and effective ways to stay in touch with our corporate members and MBE constituents on matters of interest to them, and to you. The Field Operations e- newsletter won't just keep you informed and focused on business information you can use, it will reflect our commitment to quality and our concern for fulfilling the mission of your Council and the NMSDC Network; it will empower you with tools and information you can use to build your part of the business and satisfy your constituents.

An Article for Everyone



THE SEVEN THINGS LEADERS DO

Leaders all have different qualities but there are at least 7 qualities that are common to all leaders. If you want to be someone that people look up to and trust you can develop these qualities in yourself to strengthen your team and your business.

1. The first trait that all leaders share is that they are continually learning. They never assume they have arrived and that they know it all. They are always learning and asking questions and growing.

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The more they learn the more they realize they don't know so they continue seeking more knowledge. Leaders are never threatened by those around them who may have more knowledge in an area. They will place those people strategically to make the most of their knowledge and help each individual reach their highest potential.

2. Leaders are people who serve others, in business, in the community and in their families. You will see them reaching out and getting involved in things that matter most. They will serve those around them and always do what is best for the group as a whole. Leaders are not afraid to dig in with the group and do any part of the job that needs doing. They are not too big to do the small things.

3. The third trait of a great leader is their positive attitude. They will see each problem as something to be learned from. They will meet each challenge with energy and the knowledge that they will make this into something positive and successful. Even if they are feeling a bit down true leaders will exhibit a positive attitude to those around them. Just the positive energy goes a long way toward success.

4. Leaders always believe in those around them. In addition to getting to know people well enough to place them in the right positions for their maximum benefit, they also encourage people to go beyond their comfort zone and grow and be the best they can be every day. Leaders never let others decide for them how they will react to a person or situation. They assess each situation for themselves and honestly encourage each person to fulfill their potential. Leaders work smart but utilizing everyone's potential.

5. The fifth trait of a great leader is that they are balanced people in every area of their lives. They are not work-a-holics, nor do they shirk their duty off on others. They have a good sense of humor and can laugh at themselves. They know their own worth but they have no need to brag about it. A Leader's response to each situation is balanced because they do not make decisions based on half the information.

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They make decisions based on all the information available. Great leaders are honest and accept responsibility and blame without excuses. Leaders see themselves responsible a great majority of the time because they are responsible for the group. They are not afraid to let people take them blame, but they are willing to share the blame when it is warranted. Leaders are not afraid to take disciplinary action if needed.

6. Leaders are very creative people who see life as an adventure and each new challenge as something to look forward to with eagerness.

They are secure with themselves. They do not need anything from outside themselves because they know they did their best every time. Leaders get involved. They do not avoid people but rather they get involved with people and learn about them so that they can learn from the successes and failures of the past. Leaders are also flexible, not only accepting change, but anticipating it as well.

7. The seventh trait of a great leader is that in addition to being balanced and not fanatical about any one thing, they also feed every part of their being. They focus daily on that physical, mental, spiritual and emotional part of their lives. Someone who lives on coffee or soda to keep them going may be a leader for a while but the stress will get to them and they will crack. A true leader is conscious of their health on a daily basis and will renew every area of their lives to maintain that balance and be able to lead and give back to those around them.

Great leaders with strong characters may exhibit other traits than the ones mentioned here as each is individual, but long term successful leaders will exhibit each of the seven traits I have discussed here as well. You can develop these traits if you do not already possess them. Concentrate on developing new habits until you possess each of these traits and you will become someone that others want to be like and want to be around. You will become the example.

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Things You Should Know:

ADVANCED MANAGEMENT EDUCATION PROGRAM

NMSDC's custom executive program will be held at the Kellogg School of Management at Northwestern University in Evanston, IL, from Jun 5-11, 2011.

Nevada

The Quarterly Meeting was held in Las Vegas Jan 24-26 and hosted by the Nevada MSDC. The Council president, Dianne Fontes, provided attendees a positive working environment and an opportunity to strengthen ties with Council board members and MBE leaders.

South Central Ohio

The South Central Ohio MSDC is developing new metrics for its service area and developing a new partnership agreement with the Northern Ohio MSDC for the All-Ohio Business Opportunity Fair. The Council President, Darryl Peal, is also finalizing a membership renewal campaign for current members, as well as a campaign for lapsed members.

Maryland/District of Columbia

The April Quarterly Meeting will be held in Washington DC on April 12-14 and hosted by the Maryland/District of Columbia MSDC. The Council president, Kenneth Clark is planning a focused set of activities for attendees. He also held his board meeting on Feb 8 and began a positive dialogue about board development with members in attendance.

Virginia

The Virginia MSDC held a special board meeting on Feb 4 and introduced new programs designed to create a leadership position for the Council in its service area. The Council President, Tracey Jeter, is also developing a membership campaign for current and lapsed members.

Houston

The Houston MSDC held its Matchmaking Luncheon on Feb 24 and hosted Joset Wright as their luncheon keynote.

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The Council President, Dick Huebner, provided attendees a an opportunity to participate in roundtable discussions and small group interactions that were designed to strengthen ties between Council corporate members and certified MBE suppliers.

Chicago

The Chicago MSDC is also developing new metrics for its service area and reviewing a new partnership agreement with the Minority Business Opportunity Center (MBOC) for new business development. The Council President, Shelia Hill-Morgan, is identifying lapsed members for a membership renewal drive and working with her board chair on new opportunities.

Puerto Rico

The Puerto Rico MSDC Business Opportunity Fair was held on Feb 25 in San Juan and hosted by Johnson & Johnson, Pfizer, Abbott and Merck. The Council President, Jacqueline Marie Matos, provided attendees with an optimistic environment for matchmaking and an opportunity to learn best practices from Corporate and Government leaders.

Northwest

The Northwest MSDC (Seattle) held its Annual Awards Dinner in Seattle, Washington and gave awards to corporate, MBE and government leaders, who demonstrated a deep commitment to supplier development. The Council President, Fernando Martinez, is developing a new set of activities for business development. He also held his board meeting on Mar 10 and began a constructive dialogue about financial development with members in attendance.

Midwest

The Midwest (Minneapolis) MSDC and its new President, Duane Ramseur, is developing new market opportunities for its service area and building a new partnership with the Omaha community for membership development. The Council's board is identifying prospects for a membership renewal drive and working with its current corporate members on new opportunities.

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Indiana

The Indiana MSDC announced a new President, Carolyn Mosby, on Apr 5 and poised for growth in its push for membership development. Carolyn was formerly Chief marketing officer at Kiwanis International headquarters. The Council's board also appointed a new board chair, Holli Harrington of Eli Lilly, who is working closely with Carolyn to develop opportunities in Indiana for their certified suppliers.

Quarterly Meeting Update 2011

The site and dates for the July 2011 Quarterly Meeting is as follows:

- Jul 18th to Jul 21st, Mon- Thu in Boston, MA

More information will be made available as details become clearer.

Annual Leadership Awards Dinner and Dance

NMSDC will honor Louis Chênevert, chairman, president and chief executive officer of United Technologies Corporation; David W. Morgan, founder and chief executive officer of D.W. Morgan Company; and J. Leslie Prystup, chief executive officer of Prystup Packaging Products, for their significant long-term achievements in minority business development. The trio will be recognized at the NMSDC Minority Business Leadership Awards Dinner-Dance on Wednesday, May 18th, at the Hilton New York and Towers in New York City. Please share with your members and certified MBEs as needed.

Deadlines 2011

As a reminder, please note the attached list of deadlines for deliverables to the National Network Office for 2011. Please contact us if you have any questions about the dates and assignments so that you stay in compliance.

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Assistant to the VP for Field Operations

I am pleased to announce the hiring of **Ms. Davida McMillan** as Assistant to the VP. Ms. McMillan comes to us from the National Urban League where she was Assistant to SVP & Chief Talent Officer, Human Resources. She has held numerous Executive/Administrative Assistant positions and will positively enhance field operations communications. Please welcome her when you have a moment.

When You're Good and Ready

Kim Brown, Director of Communications, is updating the *When You're Good and Ready* pre-certification brochure, but all Affiliate Council names are not in alignment of **December 31, 2010.**

Every council was to be ___ **MSDC** with no exceptions. Now, it is understandable that some Councils would have to be handled as special case circumstances, but those have been addressed and now we are ready to move full swing into our new strategic planning process. **If you have not changed your name, and you know who you are, I will be contacting you to help you get into alignment.**

National Affiliates Portal and Certification Training

Several of our Affiliate Councils are live and using the NAP as of this publication's printing; others are in some stages of training or initial implementation. **We will have a session in Boston on NAP will address your concerns once and for all.**

Meanwhile, several certification staffers came to New York for training on the latest techniques in certifying MBEs, including inputting certificates into NAP. **Special thanks to Erik Waters for his expert facilitation, and to Constance Jones, Karl Barnes, Deveny Benting, Ivan Baird, and the rest of the Certification Task Force, for a tremendous gathering.** Expectations are high for a banner year in certification and cooperation among the Affiliate Councils.

Certification Grants 2011

For those who were seeking a follow-up NMSDC Certification Grant, we expect the announcement for 2011 to be made at the April Quarterly Meeting in Washington DC.

If you need anything from Field Operations, please call Davida at (212) 944-2430 or drop me an e-mail note or give me a call at (312) 523-1367.

ALSO - PLEASE LET US KNOW HOW TO IMPROVE THIS NEWSLETTER

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