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Minutes of the Chapter Meeting  
EWI® of Memphis  
October 20, 2016

**Call to Order**

The EWI of Memphis Chapter meeting was held on Thursday, October, 2016, at Tower Center in Memphis, TN, and was called to order at 6:05 p.m. President Linda Grissom (Medtronic, Inc.) was in the chair and Secretary Nina Nguyen (Regions Bank) was present. A quorum was present.

**Roll Call**

Nina Nguyen (Regions Bank) called the roll. In attendance were (23) active reps, (2) sustainers, (0) life member and (3) guests, for a total of 28 attendees.

**Invocation/Dinner**

Kristi Emmons Jones (FedEx Services) gave the invocation, after which the attendees were served dinner.

**Program**

President-elect Krissie Heuer (Business Equipment Center) introduced our speaker, Sander Snowden.

**Minutes**

The September 2016 Board and Chapter meeting minutes were provided to the members and have been posted to the website. No member objections or corrections were received during the meeting and the minutes stood as presented.

**Treasurer's Report**

The September 2016 financials were provided to the members and will be posted to the website; since there were no objections, they will be filed for audit.

**Retention and Recruitment**

President Grissom (Medtronic, Inc.) installed Stacey Robinson (FedEx Services), introduced her to the membership and provided her with her EWI lapel pin.

Stacey A. Robinson has a Bachelor's degree in Aeronautical Science with minors in logistics, safety, and management. She has a Masters Certificate in Pastoral Counseling from Liberty University and she is working on her masters in Project Management. Stacey is a Director - Admin at FedEx Services for a Business Inside Sales Director. She owns a ministry called Acting Out For Love, to help Single parents get a fresh start with a Godly foundation. She has

published 3 short books, 1 novel, and 1 short film. Stacey has a beautiful daughter named Sela and is passionate about doing God's will through writing, painting, her ministry, and spending time with family and friends.

### **Board Change**

The 2015-2016 Board of Officers and Directors were asked to take a seat in their new board position, and the 2016-2017 Board members were asked to take a seat at the head table in their new position.

### **Passing of Pin and Gavel**

President Grissom (Medtronic, Inc.) passed her pin and gavel to Krissie Heuer (Business Equipment Center).

### **Installation of 2016-2017 New Board**

Krissie Heuer (Business Equipment Center) installed the 2016-2017 Board:

- President-elect: Deborah Vaughn (Staples)
- Secretary: Erica Simpson (Memphis College of Art)
- Treasurer: Judy Carmichael (William Howard & Co. Financial Advisors, Inc.)
- Sergeant-at-Arms: Cindy Lynch (Medtronic, Inc.)
- Recruitment and Retention Director: Nina Nguyen (Regions Bank)
- Program Director: Mable Barringer (National Kidney Foundation of West TN)
- Communications Director: Brittany Jones (Hilton Worldwide)
- Fundraising Director: Angel Halpern (Regions Bank)
- BCDP Director: Janie Emerson (Shelby County Schools)
- Board Advisor: Linda Grissom (Medtronic, Inc.)
- Parliamentarian: Martha Pallesen (Pallesen Consulting Services)

### **LCAM Report**

At the September 15, 2016, Chapter Meeting, Judy Carmichael, Treasurer, representing William Howard & Co. Financial Advisors, Inc. reviewed the proposed 2016 – 2017 Corporate Operating Budget and B/C/DP Budget. The membership voted to send our delegates “informed and uninstructed”. Linda Grissom (Medtronic, Inc.) and Krissie Heuer (Business Equipment Center) were the delegates representing EWI of Memphis. Alternates were Deborah Vaughn (Staples) and Judy Carmichael (William Howard & Co. Financial Advisors, Inc.). Krissie Heuer (Business Equipment Center) reported:

- The LCAM team of Krissie Heuer (Business Equipment Center), Nina Nguyen (Regions Bank), Judy Carmichael (William Howard & Co. Financial Advisors, Inc.), Deborah Vaughn (Staples), Kristi Emmons Jones (FedEx Services) and Linda Grissom (Medtronic, Inc.) returned from Spokane, WA, energized and hopeful of the future for EWI. Many corporate representatives and sister chapters are not giving up and are putting forth every effort necessary to prosper. Ten chapters reported growth and approximately 12 chapters were able to maintain current member firm count. Corporate reported 100 new firms joined. It is currently estimated that 1454 member firms exist and approximately 1600 representatives. Corporate initiated sixty-five (65) invitation letters, Member-at-Large membership classification, to Chicago, Hampton Roads, Philadelphia, Pittsburgh, Cincinnati and Collegiate graduates. This effort was

implemented to encourage continual engagement with the organization and to initiate connectivity with displaced members due to chapter closings. A Facebook page for this membership classification has also been created for connectivity. Forty-eight (48) chapters were identified in the LCAM 2016 Program. Two (2) inquiries have been received indicating an interest in starting new chapters – Central Florida and Portland, Oregon. There were 252 registrants this year; 26 over the 226 registrants for LCAM 2015.

- The Proposed 2016-2017 Corporate Budgets passed.
- The 2017 Leadership Conference and Annual Meeting will be held approximately September 21-23, 2017, in Dallas, TX. This venue was selected to reduce overall expenses as much as possible and further details are forthcoming.

### **Chapter Nominating Committee Vote**

It was time for representatives to be elected to serve on the 2016-2017 Nominating Committee. Article VII, Section I. Nominating Committee states: The Committee shall consist of 3 or 5 members as follows:

- The immediate past Chapter President who shall act as Chairman.
- One member elected by the Board of Directors after installation of the Board; and,
- Either 1 or 3 members elected by the membership at the Chapter's annual meeting.

The floor was open for nominations for these three representatives. Members were asked to stand and state their name and firm before making a nomination or a motion. Remember that anyone from a firm who has someone serving on the 2015-2016 Board is not eligible to serve on the Nominating Committee. The following were nominations from the floor:

- Brittany Jones (Hilton Worldwide) nominated Kristi Emmons Jones (FedEx Services)
- Cissie Pryor (Living Day Health Spa) nominated Paige Perkins (Memphis Grizzlies)
- Paige Perkins (Memphis Grizzlies) nominated Janice Toshach (BancorpSouth)

No other nominations were made. It was moved and seconded to accept the proposed 2016-2017 Nominating Committee.

EWI's policy on voting rights was restated. Each member firm is entitled to one vote per representative at any meeting of the chapter. An individual member is entitled to one vote at any meeting of the chapter.

The vote was unanimous to approve the 2016-2017 Nominating Committee:

- Linda Grissom (Medtronic, Inc.) as Chair
- a Board member to be elected at the November Board meeting
- Kristi Emmons Jones (FedEx Services)
- Paige Perkins (Memphis Grizzlies)
- Janice Toshach (BancorpSouth)

### **2016-2017 Chapter Budgets Vote**

At the August 18, 2016, Chapter meeting, Treasurer, Judy Carmichael, representing William Howard & Co. Financial Advisors presented the proposed 2016-2017 General Operating and B/C/DP budgets, which was followed by open discussion. Copies were made available at the

registration desk this evening.

It was moved and seconded to approve the 2016-2017 General Operating Budget. The vote to approve the 2016-2017 General Operating Budget was passed.

It was moved and seconded to approve the 2016-2017 B/C/DP budgets. The vote to approve the 2016-2017 B/C/DP Budgets was passed.

### **Programs**

Mable Barringer, Program Director representing National Kidney Foundation of W. TN provided details for the November 17 Chapter Meeting, which will be held at Marciano's Restaurant.

Members can also check the website calendar for up-to-date information on upcoming events.

### **Fundraising**

Fundraising Director, Angel Halpern, representing Regions Bank, provided an update on fundraising activities for the November 17 Chapter Meeting and tonight's activities. November's fundraising theme will be "Holidays."

### **Announcements**

#### **November Board Meeting**

The November Board meeting is scheduled for Thursday, November 10<sup>th</sup> and will be held at Medtronic, Inc., hosted by 2016-2017 Program Director, Mable Barringer. Board Meetings are open meetings. Members were encouraged to attend.

#### **October Birthdays**

Deborah Vaughn, representing Staples extended October birthday wishes to:

- Martha Pallesen – 10/7
- Brittany Jones – 10/26
- Paige Perkins – 10/31

### **Networking**

Nina Nguyen (Regions Bank) recognized Cissie Pryor (Living Day Health Spa).

A brief time was allowed for networking experiences.

### **Appreciation**

President Heuer (Business Equipment Center) extended thanks to:

- The Tower Center and staff for their service this evening
- Members for door prize donations to our fundraiser this evening
- Members and sustainers in attendance and their distinguished guests

Members were asked to leave their name badges on the tables to be collected by the

Hospitality Committee.

The meeting was adjourned at 8:06 p.m.

/s

Linda Grissom, 2015-2016 President

/s

Nina Nguyen, Secretary