



Meeting News

February 2008

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President's Message



Dear Chapter Members:

Every four years it happens, we add an extra day to our lives in order to add balance to the relationships of the calendar that we follow and the seasons; it allows the calendar to catch up with the number of alignments that the earth's

Planners & Suppliers Finding Common Ground: February 12, 2008

Watch, Listen, Learn, Respond!

MPI NENY planners and suppliers engage in active discussion on negotiating in the booming Meeting marketplace



Tuesday, February 12, at The Saratoga Hotel in Saratoga Springs, New York.

Some consider this a "seller's market." Whatever your opinion on that, no one argues that the meeting business is booming, and negotiating for meeting dates, F&B, comps and concession lists can be tricky. MPI Northeastern New York Chapter is **staging a role play scenario depicting a "live" meeting negotiation, featuring a major market cast:**

Marie Schlump, CSEP, Prudential Annuities, Shelton, Conn. (MPI Westfield Chapter)

Haydee Fernandez, The Pierre Hotel, New York City

Dan Paradiso, CMP, The Carlton, New York City (VP Communications – MPI Greater NY Chapter)

The program host is none other than our own local humorist and association exec, **Michael Mendrick**, to give the negotiating scenario his own wry twists and insights. Sign up now for this fun and lively **luncheon meeting on February 12 at The Saratoga Hotel**, for it is sure to strike a responsive chord with planners and suppliers. **Watch the brief role play scenario that sets the stage for insights during the audience Q&A portion of the program.**

motions have with the sun. We take for granted that every four years we will have an extra day added to our lives, with most of us living to be 80, we have about 20 extra days to enjoy. For a quick time check, that equals about 480 hours or 28,800 minutes. And many of us do not think we have time to make a difference.

We are moving along with our new member program. This year **Turning Stone has graciously offered their location to host**. If you have sponsored a new planner this year, you qualify. Keep the date open, May 3 & 4. It's not too late to find a planner to go. Kim Keenan promises a wonderful time for all. More details to follow.

Thank you to all who attended the Membership event at the State Room. I am looking forward to seeing everyone at our February event.

**- Mike Snyder, CMP
MPI NENY Chapter President**

Attention MPI Members!

International wants to hear from YOU!

MPI will be releasing a membership survey soon. Tell us what you think about MPI by filling out the survey when you receive it! The data collected via the survey will be very beneficial to **YOUR** chapter!

Save the Dates in 2008!

February 12: Planners & Suppliers Finding Common Ground

You'll receive a sample RFP as the program begins so you can follow along. Then, jump right in and get the most out of this unique opportunity for both planners and suppliers to come away with creative solutions to familiar challenges, finding common ground in the negotiating and planning process.

EVENT INFORMATION

Tuesday, February 12, 2008
11:30 AM - 3:00 PM

Location

The Saratoga Hotel & Conference Center
534 Broadway
Saratoga Springs, NY 12866

Registration

Member \$25.00
Non-Member \$35.00
Student \$10.00

Click here to [REGISTER TODAY!](#)

Join MPI NENY = FREE Weekend Getaway! ***Turningstone Resort & Casino, May 3-4, 2008***

All you have to do is ...

For Meeting Planners who **join between now and April 15, 2008** and you are eligible to attend our **Fabulous Getaway Weekend FREE** at a very special place. And, if another member of MPI NENY recruited you to join, you BOTH get to join us for this getaway!

And, you will get **100 MPI NENY POINTS** for joining to be used at the MPI NENY Annual Meeting silent Auction in June 2008

For more information contact **Gina Mintzer, CMP**, MPI NENY VP Membership 518-434-1217 x301, gmintzer@albany.org.

10 Reasons a Planner Should Join MPI NENY

And if a **FREE** night at Turningstone Resort & Casino wasn't enough incentive to join...here are ten more reasons to **join MPI NENY today!**

- Produce cost-effective, high quality meetings
- Add value to company and establish credibility with superiors
- Enhance exposure in the marketplace
- Network with colleagues and clients
- Accessibility to career opportunities
- Stay abreast of current trends
- Develop business referrals
- Promote your confidence and self-esteem
- Instant access to continuing education
- Develop friends and have FUN!

MPI E-Learning Series

March 12: *Platinum Program*
Some Boats Need to Be
Rocked: How to Use Power
Phrases to Talk About What
Matters Most

April 22: *Platinum Program*
Critical Excel Tools for the
Meeting Professional

May 21: Special Events
Showcase

June 3: Annual Golf
Tournament

August 20: 4th Annual
Saratoga Track Day

Please refer to the website for
more details:

www.mpineny.org

MPI NENY Annual Golf Tournament June 3, 2008

**Save the Date: MPI NENY
Annual Golf Tournament** will
be held at Saratoga National
Golf Course on **Tuesday,
June 3, 2008.**

The day begins at 11:30 am
with registration and lunch, a
shotgun scramble start at 1:00
pm and a reception to follow.

So put your thinking caps on,
and begin putting your
foursomes together!

Suppliers sponsor a planner!

2008 Golf Committee: If you
are interested in joining the
golf committee to assist in
planning this wonderful event,
please contact the tournament
chair, **John Giordano of
Plaza Meetings** at
john@plazameetings.com.

**Welcome,
New Members!**

Producing Power PowerPoint Presentations: February 27, 2008

[The E-learning series](#) is offered as an exclusive to benefit to all MPI members and are being presented by **conference-favorite technology guru James Spellos.**

February 27, 2008: Producing Powerful PowerPoint Presentations

March 12, 2008: Welcome to Wiki-ville: The New Face of the Internet

April 2, 2008: Advanced Excel for Meeting Professionals

Registration costs just \$39.00 USD per session!

All webinars will be held at 11am CST (9am PST) and are 90 minutes in length. **Each session qualifies for a 0.15 CEU credit.** The webinar will require you to have a computer for the presentation and a telephone line for the audio. There is a chat feature available to ask questions of the presenter.

Chapter Voices:

Would YOU like to be featured next?



If you would like to be featured in a future newsletter, download the [Spotlight](#) Questionnaire and return with a digital photo and company logo to Megan Kiessling at megan@sitesolutionsworldwide.com.

Member Appreciation Event

January's event was dedicated to our MPI NENY Members!

During January's Member Appreciation event at the State Room in Albany, NY, **Gina Mintzer, CMP, VP of Membership**, gave a brief presentation on the value of MPI NENY membership, how the chapter has improved and what's in store for us. She stressed that as a Chapter, we are continuously striving to better the organization and provide unique benefits and educational excellence for our membership.

A few key points given during Gina's presentation included:

MPI NENY's **vision and mission is to be a pivotal force** in positioning meetings and events as a key strategic component of any organization's success as well as recognition in the meeting industry for providing exceptional programs and services.

MPI NENY Values:

- Be Member focused
- Flawlessly execute our programs
- Forge powerful partnerships with our members, headquarters and other groups

If you would like to view Gina's entire presentation, it is available here: [Member Appreciation](#) Membership related questions can be



Angela Diane Vecchio
SMERF Event Manager
Desmond Hotel & Conference
Center

Don't wait to get involved!
Boost your career and
increase your network by
joining the premier meeting
industry association today!

[Download the MPI
Membership Application Today!](#)

CMP Corner



CMP Question of the Month:

**All of the following are true
of transformative learning
except:**

- A) takes place in the second half of life
- B) directed at building a personal life, career and future
- C) focus on fulfilling human experience through imagination and self-expression
- D) directed at attaining a new consciousness and self-understanding

August 9, 2008
Exam Deadlines
Application: April 9
Registration: June 11
Examination: August 9

directed to Gina at 518-434-1217 x301, gmintzer@albany.org.

Make sure to sign up for the next educational event to be held on
February 12, 2008 in Saratoga Springs, NY! [\(REGISTER\)](#)

- Vanessa LaClair
VP Communications

Independent Power Producers of New York, Inc.

Taste of the Northeast: Fort William Henry Resort & Conference Center San Francisco Style Cioppino



Chef Teta, Executive Chef and Food Service Director of the Ft. William Henry Resort and Conference Center is sharing a delicious recipe that is sure to evoke a longing for summer and Lake George. His **San Francisco Style Cioppino** reflects his Culinary Institute of America training built on classic food preparation.

Teta's aim is to blend classic training with local flavors with attention to presentation. "Starting from scratch as much as possible is so important" he says, "you can really taste the difference. I was deeply influenced by the classic French style taught at the Culinary Institute of America, and that was furthered with my first job at the Gideon

Putnam with Chef Otto Korner, a European trained Germans Chef. "

The dining experience at the Ft. William Henry's four restaurants and banquet facilities, reflect Chef Teta's philosophy on food which could be compared to his favorite food: **Sushi**.

"I admire Japanese food, and it's embodiment in Sushi. The simplicity of service accentuates the food and it's taste. And presentation plays such a key role in emphasizing the clean flavors of the food ."

The Fort William Henry offers the creations of Chef Teta and the food, combined with the views create a perfect dining experience. And there are several venues to chose from whether it's breakfast in the White Lion Breakfast Kitchen with an "incomparable view of the southern basin of Lake George" or JT Kelly's with it's Irish flair. For families there is the Look out Café with it's open air deck looking over Lake George as well.

Chill a good Chardonnay and enjoy a delicious seafood dinner ~ and dream of warmer days.

San Francisco Style Cioppino Serves: 4 people

2 Maine Lobsters (1 ¼ Pounds)
12 Little Neck Clams

Please visit the CIC website for information on exam locations and costs associated with each application or registration.

Exam materials and applications are now available for download at:

www.conventionindustry.org

CMP QOTM Answer: B

Snippets

An interview with an 80-year-old woman

The local news station was interviewing an 80-year-old lady because she had just gotten married – for the fourth time. The interviewer asked her questions about her life, about what it felt like to be marrying again at 80, and then about her new husband's occupation.

"He's a funeral director," she answered.

"Interesting," the newsman thought.

He then asked her if she wouldn't mind telling him a little about her first three husbands and what they did for a living.

She paused for a few moments, needing time to reflect on all those years. After a short time, a smile came to her face and she answered proudly, explaining that she'd first married a banker when she was in her early 20s, then a circus ringmaster when in her 40s, later on a preacher when in her 60s, and now in her 80s, a funeral director.

The interviewer looked at her, quite astonished, and asked why she had married four men

12 Maine Mussels
8 Diver Scallops
8 U-10 Shrimp
12 oz Red Snapper Fillet cut into 4 equal pieces
1 Fennel Bulb Julienne
1 Carrot Julienne
1 Spanish onion Julienne
3 Cloves Garlic Sliced Thin
1 Vine Ripe Tomato Small Dice
1 tsp Tomato Paste
12 oz Chardonnay
1 Knob of Butter
1 pinch of saffron threads

Cut the lobster in half and remove the head sack and tomalley. Reserve the tomalley. Remove the claws and crack with the back of a chef's knife.

Use a small pot with a tight fitting lid. Heat a small amount of oil in the pot and place the lobster in shell side down. Sauté for 5 minutes. Remove from the pot.

Add the onions, saffron, fennel and carrot and sauté for 3 minutes. Add the garlic and sauté until the aroma is apparent. Add the tomato paste and sauté until the paste is a rusty color. Deglaze with the wine.

Immediately add the lobster, clams, mussels, shrimp, scallops and snapper fillet, cover tightly and allow in very gently simmer until the seafood is just cooked through. Approximately 5 to 6 minutes.

Remove the lid and arrange the seafood in large bowls.

Gently fold in the fresh diced tomato and the knob of butter. Season to taste with salt and pepper.

Arrange a small pile of the vegetable mixture in the center of the bowls and ladle the broth over the top.

Place the thick slice of grilled baguette on top with a generous amount of the garlic aioli spread on the bread.

Grilled Baguette with Garlic & Lobster Tomalley Aioli

Steam the lobster tomalley for 3 minutes. Remove and place on small sizzler platter. Place in a 300°F oven for 10 minutes to dry out.

Place the tomalley in a food processor with one egg yolk, a pinch of paprika, the juice of one lemon and 2 cloves of garlic. Process until smooth. While the food processor is still running add 1 cup of vegetable oil in a slow steady stream until emulsified. Season with salt and white pepper to taste.

Place a generous amount of the aioli on a thick slice of grilles baguette and serve with the Cioppino.

Enjoy!

Career Center: Post Job Opportunities Online
Take advantage of your MPI NENY Membership and post your job

with such diverse careers.

She smiled and explained, "I married one for the money, two for the show, three to get ready, and four to go."

We Want You!



**Are you creative?
Innovative? Motivated?
Are you ready to make a
difference?**

Join a Chapter Committee Team Today! If you are interested in learning more about Chapter Teams, please contact any of the following:

MEMBERSHIP

Gina Mintzer, CMP, Director of Sales
Albany County CVB
518.434.1217 x301
gmintzer@albany.org

EDUCATION

Cindy Sullivan, CMP, Sales Manager
The Saratoga Hotel
518.693.1002
csullivan@luxuryresorts.com

ADMINISTRATION

Ed Barone, President
Souders Promotions
518.452.3000
ed@souders1918.com

COMMUNICATIONS

Vanessa LaClair, Membership Services
& Events Coordinator
Independent Power Producers of NY
518.436.3749
vanessa@ippny.org

FINANCE

Tim McCullough, Sales Manager
Crowne Plaza Albany Hotel
518.427.3008
tmccullough@lodgian.com

Got News?

openings online!

Did you know that the **MPI NENY chapter has space on its website** for free job postings? It is a part of your membership benefits and we want you to take advantage of this!

You can **submit your job postings to Cheryl** at art@souders1918.com. Please include a job title and description of the position. Job descriptions should be kept to 100 words or less and include an expiration date.

Please contact us if the job has been filled, so we can remove the article from the website. Job postings will be made available on the "Career Center" section of the MPI NENY website at www.mpineny.org.

Five HOT Business Careers, No MBA Needed

Event Planning tops the list!

Recently found on Yahoo Hot Jobs...

MBA doesn't stand for "Money Boost Assured." Sure, the degree can help you land a higher salaried job - but it may pay to think outside the MBA box, say some experts.

MBA degrees are crutches," contends Penelope Trunk, author of "Brazen Careerist: The New Rules for Success"(Business Plus, 2007). **"The more you move around outside of the Fortune 500, the less you need an MBA."**

1. Event Planning

If you possess organizational skills, creativity, and a sparkling personality, you may want to become a party or event planner. It'll be your job to make sure that Bar Mitzvahs, corporate receptions, and weddings take place without a hitch. Attention to detail is a must: Party planners are in charge of everything, from choosing a venue, ordering food, proofing invitations, and making travel arrangements.

Lots of evening and weekend work is required, but the rewards are many. While event planners sometimes earn a flat fee of a few thousand dollars per event, many typically charge an hourly rate that ranges from \$20 to \$40. The more complex the event (think of a post-Oscar party!), the more money a planner can command.

The other four jobs...

2. Public Relations

3. Advertising

4. Web Designer

5. Search Engine Optimization

- Tamar Snyder, ClassesUSA

We'd love to hear from you! Please e-mail your announcements to [Vanessa LaClair](mailto:Vanessa.LaClair@mpi-neny.org), VP Communications.



[Click here](#) to view the MPI NENY Newsletter Production Schedule.

If you are having trouble viewing this newsletter with graphics, please visit www.mpineny.org to download a PDF version.

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