SNEC Chapter Meeting - Tuesday, February 21st

Managing the People in the Process with Eric Lopkin

21 Tips for Increasing the ROI of Stakeholder Meetings with Enette Pauze

Baci Grill, 134 Berlin Rd, Cromwell, CT

Agenda
5:00 - 5:30pm - Registration and Networking
5:30 - 6:00pm - First Presentation
6:00 - 6:30pm - Dinner
6:30 - 8:00pm - Second Presentation
8:00 - 8:15pm - Wrap-up and Networking

Cost: (add $5 if not pre-registered)
$35 for SNEC Members
$45 for Non-SNEC Members

PDUs: 2.0

Registration: Deadline is Sunday, February 19th

Main Presentations Overview

21 Tips for Increasing the ROI of Stakeholder Meetings

Project Managers invest between 50-90% of their time in stakeholder and other project-related meetings. If time is the new money, meetings are the hidden tax. What is the fastest way to unite stakeholders? How do you build remote relationships? How do you prioritize which meetings to keep or kick? How do you improve accountability? This interactive, fast paced, content-rich session will focus on addressing your top priorities and questions that influence your key metrics of cost, time, quality and above all, client satisfaction. What you'll learn:

1. Key insights to better understand your stakeholders needs vs wants
2. Critical criteria to help you strengthen relationships
3. 21 tips for increasing meeting ROI

Enette Pauzé, PhD, is an expert on helping business leaders focus on what is most important. One of the greatest challenges and opportunities for leaders is to change how they think, so they can see the value hidden in their lives, in their businesses, and in their strategic relationships. Transform your perceptions, and you transform your behaviours, habits and results.

Managing the People in the Process

Most management processes assume you can plug in anyone and follow the process to a successful outcome. In practice, this rarely happens. People are a major factor in any project and managing their temperaments and talents is key to a project’s success. In this presentation you will learn techniques for creating a successful team, managing people over rough patches and fostering an innovative mindset in team members.

The second takeaway from this workshop will revolve around LinkedIn: tips, tricks, and advice on how to integrate your new branding strategy into LinkedIn and actively leverage it for career success. All attendees will be eligible for a free personal LinkedIn consultation and makeover.

As President and owner of The Modern Observer Group, Eric Lopkin coaches entrepreneurs, executives and corporations to reach their goals and build successful businesses and careers by integrating operations, communications, social media, mindset training and time honored management principles.
President’s Message

By Genevieve Guilmette, PMP

Planning for a Great 2017!

I am delighted to announce our new board members and some of the key initiatives we have in store for our Members & the Project Management Community of Southern New England.

First, here is our 2017 Board:

- Genevieve Guilmette (me!) will serve as President/CEO for 2017-2018
- Matt Weston will continue as our CFO and Treasurer
- Mary Frances Gorgas will serve as the COO/VP as well as leading the Volunteer Committee
- Dan Capetta is taking the role of Corporate Secretary
- Neil Weiss will be overseeing the Membership portfolio
- Vanessa Paradis & Svetlana Veprinsky will be co-leads for Professional Development
- Carin Salonia is now the immediate Past President

We continue our journey of “Membership Mindset”. This simple statement drives every decision we make, every initiative we prioritize and ensure we focus on you – our members – your best interest and how we can create the most value as it relates to Project Management. Here are a few of our Top Initiatives.

Membership Portfolio – Building New Member Onboarding and Engagement

In 2016 we focused on new members joining PMI and our Chapter. We developed and hosted two New Member Orientation Sessions (NeMO) as well as designed a New Member Welcome packet. We will start the distribution of the New Member Welcome packets in 2017 to all new members joining as of January 1st. In addition, NeMOs have been scheduled for the year. Neil and his team will be working on fine tuning the content and delivery, as well as designing a comprehensive new Member Journey. We encourage all new members to take advantage of the welcome packet as well as the NeMO sessions to help you get the most value out of your membership with our chapter!

We will also evaluate how some of the learnings and successes can be applied to all Members and prospective Members.

Volunteer Portfolio – Building New Member Onboarding and Engagement

Great progress was made in 2015-16 to improve our sustainability as a Chapter. This includes creating policies and procedures and implementing a consistent Board member onboarding process and transition process. One of the focuses for 2017 is to strengthen our Volunteer base as SNEC PMI is a volunteer-run organization. Volunteers like you and me are vital to the organization’s success and drive (literally!) all that we do and all that we can achieve. Mary Frances will be leading this effort with strong Board engagement. We will look to improve all the processes that surround our Volunteers - recruitment, onboarding, engagement and recognition. We want to foster a sense of Community and create a place where volunteers feel valued and members are excited to take on a volunteer opportunity.

Professional Development Portfolio – Sustain and promote all our offerings

In this issue you can learn all about our upcoming Annual Conference. Scheduled for April 24th & 25th, the conference will reignite your passion for project management and give you the power to move forward in your career! We have selected great keynotes, we will offer several breakout sessions, and we allow time for you to network with your peers and our Sponsors. Board members will be in attendance - ready to answer your questions!

We have scheduled Regional Events on the Event Calendar as well. These local events are designed to foster a sense of community and bring relevant topics for discussion. These are hosted in local areas across Connecticut & Southern Massachusetts.

We have two Special Events scheduled for 2017. These events are targeted to specific content and topic areas of interest to the PM community.

Education events are critical in promoting Project Management skills. The team will continue to monitor the landscape and stay on top of new topics and certifications. Several events are already scheduled for the year.

Lastly,

The Annual Meeting will be held on March 28th. During this free member event, we will provide a retrospective of 2016, as well as share the details of our 2017 goals and initiatives. This meeting allows members to get more insight on how the Chapter runs and provides an opportunity to recognize our valued Volunteers with a celebratory dinner. More information will be forthcoming – we hope to see you there!

Looking forward to a great year!

Genevieve
Membership Update - 2017

New Member Welcome Packet – We are excited to roll out our “New Member Welcome Packet” for new members that join our chapter. Each new member will receive a folder with information to aid them in their project management career. The packet includes the following materials:

- Letter from our President
- Pamphlets on how to Start, Build, and Advance your career in project management
- PMI Talent Triangle Magnet and Updates to the CCR Program
- What SNEC can offer you
- What PMI can offer you
- Membership Committee Business card and SNEC pin and notepad

We always like to hear from our members, so if you have any feedback to provide us on your Welcome Packet, please email us at membership@snec-pmi.org.

In addition to our Welcome packet, we will continue our New Member Orientation, a free event for members who have joined in the past year, in which members of our Board will interact with you in understanding your goals and how we can help achieve those goals. We also offer a presentation that goes into detail of what PMI and SNEC has to offer you. Our 2017 schedule is as follows:

- March 1, 2017 – Dakota’s, Rocky Hill
- April 24, 2017 – Connecticut Convention Center – special breakout session for new members attending our annual Conference
- June 7, 2017 – Dakota’s, Rocky Hill
- August 16, 2017 – Webinar
- October 4, 2017 – Dakota’s, Rocky Hill

If you recently became a chapter member, be on the lookout for an invite to one of these informative sessions or simply go to our event calendar and register!

Great things happen when you get involved with PMI and SNEC…

Stop by the Volunteer table at the Annual Member meeting on March 28th and find out!!
SNEC Conference & Workshops 2017

The 2017 SNEC-PMI Conference on the *Passion and Power of Project Management™* will be held again this year at the Connecticut Convention Center (CTCC) in Hartford, CT on April 24, 2017. This event draws over 700 project professionals from across our region and offers a truly unique blend of education and networking.

Don’t miss out on this compelling group of Conference Keynote Speakers

Click here for more information about this year's Keynote Speakers

Susan O'Malley outlines her *Seven Leadership and Life Lessons* and shares insider stories about entertainment, hockey, and basketball. Her message is influenced by her family and the management lessons she learned in her successful, unprecedented career as the first female president of a professional sports franchise.

Our afternoon keynote is presented by Neal Whitten, PMP noted speaker, trainer, consultant, mentor, and best-selling author who will help us in *Achieving the Elusive Work-Life Balance*, giving you ideas that can help you achieve the integration that is most important to you!

Closing our professional development day, Andrew Tarvin will present his keynote on *Leading on Your Feet: The Art and Science of Leadership Through Improvisation*. This engaging and interactive session will teach you the principles of what it means to lead in today's Volatile, Uncertain, Complex, and Ambiguous (VUCA) world.

There is also an opportunity to pursue more in-depth learning on a selection of topics during the half-day Workshops on April 25th

Click here for more information about this year's Workshop offerings

Age of Agile: A Hybrid Approach to Agile Project Management with Alan Mallory

Throughout this interactive workshop, participants will explore various elements of agility and related Agile methodologies from a unique perspective that encourages innovative thinking and application of Agile techniques.

Managing Difficult Projects and People with Anthony Reed

When was the last time that you worked on a project under perfect conditions? Chances are great, that you worked on projects that went through the "perfect storm." For the most part, we must manage projects during the perfect storm

Emotional Intelligence: The Most Powerful Project Management Tool with Belinda Fremouw

As project managers take on increasingly strategic roles within organizations, their ability to leverage emotionally intelligent capabilities is even more crucial. While PMs are often managing without authority, their ability to drive change, motivate their teams, and accomplish extreme project goals is definitively linked to their emotional intelligence (EI).

Getting the Attention of the C-Suite with Marie Bankuti

The right Senior Executive can make an immediate decision to sponsor, make or break your project. He or she can create a budget where there was none, rally resources around an initiative, or unblock a decision that has been stalled by lower level managers. These senior relationships are critical to success, but they are also harder than ever to develop.

Conference and Workshop Registration is now open on our web-site: [www.snecc-pmi.org/conference](http://www.snecc-pmi.org/conference).

Interested in sponsoring the Conference and Workshops?

Please visit our [Sponsorship site](http://www.snecc-pmi.org/conference) for details - Sponsors Early Bird Discounts end on Feb 15th!
**SNEC Conference 2017 - Full Day Schedule**

The PM Conference Speakers Team is excited to present this year’s line up of speakers and sessions for the all day PM Conference on April 24, 2017. Please join us for a fantastic day of learning and earn up to 6.5 PDUs, as well as taking advantage of multiple opportunities for networking with your peers and colleagues. Early Bird Registration is open until February 28th, and registration closes on April 21st at midnight, so act soon!

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<tr>
<th>TIME</th>
<th>Professional Development Day for Project Managers</th>
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<td>7:00 - 8:00</td>
<td>Registration, Networking, and Continental Breakfast - Ballroom A/B</td>
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<td>8:30 - 9:00</td>
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<td><strong>Seven Leadership and Life Lessons</strong></td>
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<td>SESSION A</td>
<td>Change Management in the context of Risk Management - Brigid Corney</td>
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<td>Earned Value Management for Service Contracts - Anthony Reed</td>
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<td>New Member Orientation - Created the Most Value Out of Your Membership - Ruth Pearson</td>
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<td>9:45 - 10:45</td>
<td>Open-WiMiAT - John Byrne</td>
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<td>The Secret Ingredients to Success: Leadership - the How &amp; Why of It - Nick Whitten</td>
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<td>Will Lean Six Sigma and Project Management ever really work? - Jason Bevery</td>
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<td>The Psychology, Art, and Science of Gathering Business Requirements - Bellinda Fremouw</td>
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<td>Transforming Workplaces into Communities: Project Management to Engage &amp; Empower - John Byrne</td>
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<td>Lunch and Networking - Ballroom A/B</td>
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<td>SESSION C</td>
<td>Driving Project Results Through Engagement - Alan Majesty</td>
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<td>Project Everest: Essential Steps for Successful Projects - Jason Bevery</td>
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<td>Ramp It up! - Effective Scaling of Agile IT Teams - Bellinda Fremouw</td>
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<td>2:30 - 3:30</td>
<td>The Kick Awesome Project Manager - Elevating your skill from ordinary to extraordinary - John Byrne</td>
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<td>Break - Visit Sponsor Exhibits &amp; Network (15 mins)</td>
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<td>3:45 - 4:45</td>
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<td>Leading by Heart, The Art and Science of Leadership - Andrew Tarpley</td>
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SNEC Upcoming Events 2017

There are several events to get excited about as spring arrives! This is just a sample of the amazing events offered by your local chapter - there is a lot to choose from! Whether you live in Hartford, Shelton or Fairfield County (or somewhere in between) there is something for you!

Courses and Special Events:
- SNEC-PMI offers Evening PMP Exam Prep Course in Farmington CT
- Strategic Project-Portfolio Management Course - February 2017
- Special EVENT: Partnering Under Pressure: Improving Stakeholder Relations
- SNEC-PMI PMP Exam Prep Class - Waterbury
- Strategic Project-Portfolio Management Course - February 2017
- SNEC-PMI offers Introduction to Agile Project Management - March 2017
- Certified Scrum Master Training (via Bearded Eagle) - March 2017

Chapter Meetings:
- SNEC-PMI February 2017 Chapter Meeting
- SNEC-PMI May 2017 Chapter Meeting

Regional Meetings:
- Hartford Eastside Project Management Roundtable - February 2017 Webinar
- Hartford Eastside Project Management Roundtable - March 2017 Webinar
- SNEC-PMI February 2017 Shelton Region Breakfast Round Table
- SNEC-PMI March 2017 Shelton Region Breakfast Round Table
- New London Project Management Roundtable - February 2017
- New London Project Management Roundtable - May 2017
- Fairfield County (Stamford) Breakfast Meeting - March 2017
- Fairfield County (Stamford) Breakfast Meeting - June 2017
- Springfield - March 2017 WMPMF Meeting
- Springfield - May 2017 WMPMF Meeting
Whatever your reasons, whatever your goals SNEC wants to help you START, BUILD, and ADVANCE your career in project management!

Network
Learn
Share
Have fun

Attendees at a recent Shelton meeting

What are you waiting for? Check our upcoming events page and come join us!

PMI News!
The Program Management Improvement and Accountability Act was signed into law in December 2016! This legislation was passed to improve program management practices and bolster workforce development.

For the full Press Release from PMI, please click here.
Volunteer with SNEC!

Do you want to share your skills, talent and energy to help make a better Southern New England through Project Management? If so, we want you!!

Check out SNEC’s current volunteer opportunities below and drop us an email at volunteer@snec-pmi.org!

AVP Stamford: Responsible for overseeing the Stamford, CT regional meeting; working with the team to identify topics, secure speakers, coordinate venue, communicating event. Requires on average 3-5 hours per month.

PM Stamford: Assist the AVP Stamford in the coordination and facilitation of the Stamford, CT regional meeting. Requires on average 3-5 hours per month.

PM Marketing / Communications: Support the VP Marketing / Communications in sourcing and curating content for SNEC. Help define and execute the overall distribution strategy across platforms (email, social media, mobile, print) and ensure collaboration of consistent messaging across chapter portfolios. Requires on average 3-5 hours per month.

VP Programs Committee: Support the acting Board of Directors member in overseeing and managing the Programs Committee and ensuring the committee's objectives and vision are being carried out. Requires on average 10-20 hours per month.

VP Volunteer Committee: Support the acting Board of Directors member in defining successful strategies for volunteer recruitment, retention and recognition, helping align prospective volunteers with open opportunities, onboarding new volunteers by sharing knowledge about SNEC and its respective offerings, and providing support to volunteers throughout their volunteer journey with SNEC. Requires on average 5-7 hours per month.

Volunteer Committee Member: To support the VP Volunteer Committee in ensuring the committee's objectives and vision are being carried out. Involves promoting volunteer opportunities and success stories, updating volunteer role descriptions, and planning recognition events. Requires on average 3-5 hours per month.

PM Continuing Education: Project Manager responsibilities include managing 1-3 class offerings per year along with performing additional specialty committee functions as assigned. Requires on average 5-10 hours per month.

PM of Membership: Assist the membership team in supporting our New Member Orientation and continued engagement with our members throughout the year and represent membership at functions. Support other tasks as needed.

Influence your peers, sharpen your skills

Please welcome our newest volunteers!

Dan Hannon - New London meetings
Ellen Belitzky - Education Events
Gary Baillargeon - New London meetings
Jackie Duffy - Special Events
Kari Hite-Vallone - New London meetings
Noelle Karnolt - Special Events

Volunteering helps you build a professional network, gain skills and experiences and develop as a leader. Please consider sharing your time and talents to sustain and grow the Chapter! Want to learn more or discuss an opportunity? Contact us at: volunteer@snec-pmi.org
# NEW SNEC-PMI CHAPTER MEMBERS

October through December 2016

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<td>Sarah Wiltshire</td>
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<td>Shaun Ennis</td>
<td>Eric Marshall</td>
<td>David Santos</td>
<td>Kathy Wywoda</td>
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<td>Steve Facchetti</td>
<td>Eric Martin</td>
<td>Bernard Saroglou</td>
<td>David Zink</td>
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SNEC-PMI MEMBER ANNIVERSARIES

SNEC-PMI would like to acknowledge long term chapter members celebrating their 5, 10 and 15+ year anniversaries October through December, 2016. Congratulations to everyone and thank you for your continued and valued membership!

5 Year Anniversaries
- Vasundhara Bhupathi
- Barbara Cavuoto
- Gabriel Cidri
- Lyly Ha
- Monica Johnson
- Nancy Kramer
- Stephanie Labbe
- Thomas Logan
- Michelle Lorenzetti
- Beth Park
- Thia Ploubides
- Michel Plouffe
- Ahmet Sivri
- David Townson
- Nathan White

10 Year Anniversaries
- Judd Andres
- Vinay Chopra
- James Edward Christina
- Susan Congiu
- Deborah Fountas
- Laura Jagodzinski
- Christopher Jordan
- Kimberly LaChance
- Patricia LaFace
- Jon Lamkins
- Steven Lynch
- Linda Morrissey
- Salvatore Orefice
- George Paiva
- James Rains
- Carl Robertson
- Toni Strain
- Helen Tuccio
- Cecily Vasington
- Mary Wilkins
- Abigail Zajac

15+ Year Anniversaries
- Darwyn Azzinaro
- Susan Bascom-Erazmus
- Caroline Berman
- Robert Boshka
- Timothy Brandon
- Darlene Butler
- Carol Carrier
- Thomas Colavecchio
- Otto Eichmann
- Thomas George
- James Hill
- Jean May Laporte
- Christopher Rollend
- Sandra Lee Sears
- Michael Smith
- Philip George Soter
- Donald Travis
- Teresa Vegliante
- Michael Steven Zambruski
- Michael Zanta

SNEC ANNUAL MEMBER MEETING & VOLUNTEER RECOGNITION DINNER

MARCH 28, 2017
SNEC-PMI CERTIFICATION UPDATE

Congratulations from our Board of Directors and our Membership to those obtaining PMI Certification October through December in our chapter:

Laurie Adams, PMI-ACP
Kary Argel, PMP
Rebekah Baris, PMP
Jonathan Feldman, PMP
Devin Gleeson, PMP
Brad Grimmel, PMP
Catherine Ingalls, PMP
Michael Keller, PMP
Kimberly Leung, PMP
Frederick McPherson, PMP
Paola Molina, PMP
Brendan Murphy, PMP
Nancy Oaks, CAPM

John Orszulak, PMP
Ashwini Pandey, PMI-ACP
Rajesh Prathivadi Bhayankaram, PMP
Lisa Robarge, PMP
Lori Schroeder, PMP
Jonathan Shippee, PMP
Sarah Sirignano, PMP
Kevin Stromgren, PMP
Karen Tallman, PMP
Kayla Theriault, PMP

Membership Certification Facts

As of January 26th, 2017 we have 1,875 members! Of our members, 76% are certified, and of those 73% are PMPs.

<table>
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<th>Credential</th>
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<td><strong>Total</strong></td>
<td><strong>1,431</strong></td>
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</tbody>
</table>
SNEC-PMI 2017 BOARD OF DIRECTORS

Genevieve Guilmette, PMP  
*President and CEO*  
Genevieve.Guilmette@sne-pmi.org

Carin Salonia, PMP  
*Past President*  
Carin.Salonia@sne-pmi.org

Mary Frances Gorgas, PMP  
*Vice President and COO*  
Mary.Frances.Gorgas@sne-pmi.org

Matt Weston, PMP  
*Treasurer and CFO*  
Matt.Weston@sne-pmi.org

Daniel Capetta, PMP  
*Corporate Secretary*  
Daniel.Capetta@sne-pmi.org

Neil Weiss, PMP  
*Membership*  
Neil.Weiss@sne-pmi.org

Vanessa Paradis, PMP  
*Professional Development*  
Vanessa.Paradis@sne-pmi.org

Svetlana Veprinsky  
*Professional Development*  
Svetlana.Veprinsky@sne-pmi.org

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SNEC-PMI

**Mission Statement**
To provide resources, professional development and networking opportunities to enhance Project Management.

**Vision Statement**
A better Southern New England through Project Management.

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**QUICK LINKS**

- Get Involved
- Events Calendar
- Register for Events
- Knowledge Center
- Newsletter Archive
- Contact Us

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**Seeking your PM Stories, Tips, Techniques or Experiences!**

The SNEC-PMI Newsletter aims to reflect our outstanding membership. Please feel free to submit a story, tip, technique, or experience that you have found particularly helpful as a project manager. Submit your content (50-250 words) to our editor at content@sne-pmi.org. All items are subject to change at the discretion of the editor.