



Get Booked, Get Better, Get Bigger

Next Meeting Date: January 14, 2012

December Issue

Saturday Morning



It's **Past Presidents Day!** Come help us celebrate and join **Dale Irvin, CSP, CPAE** for the feel good hit of the year! Dale is one of America's premier humorist and is the world's only *Professional Summarizer. His funny presentation, **The Good, The Bad, and The Ugly: What I Learned in 30 Years of Telling Jokes** is a great way to start the new year! Dale will teach you what to do; what not to do; and what to do over. You don't want to miss this amazing session!

Dale Irvin is a CSP and a CPAE Hall of Fame entertainer and a favorite return summarizer at NSA Conventions. He is a member of MENSA. He loves to ride his two Harleys (not at the same time) and is a Founding Father of NSA's Cigar PEG. Visit Dale's web site at Dale@daleirvin.com

*Professional Summarizer: Dale attends corporate and association conferences, paying attention to every word spoken by every speaker and noticing every detail of the event. Then, throughout the day, he "summarizes" the event with a comedy monologue written on the spot.

Then join the **Past Presidents Panel** discussion on **Best Successful Business Practices**. It will be an information packed with business changing ideas shared.

And, in the afternoon session, we have the Past Presidents' **Meet The Pros** roundtable event where you join the Past President of your choice as they lead in a hot topic discussion that will enhance your speaking, training and consulting business. More details will follow.



Stay for a Bonus Session with **Jack Wiles - Magic & Microphones: Let's Take a Closer Look**

During this exciting BONUS session Jack will describe ways that he uses magic (illusions) to interact with his audiences BEFORE he ever steps to the microphone. You will learn how to add a little magic to your presentations without being a magician! The second part of this BONUS session, Jack will share information about various microphones, mixers and sound to increase your knowledge before purchasing sound reinforcement equipment. This is a great way to end the day!

A Message from Our President...

I hope that you are as enthusiastic about 2012 as I am. It is hard to believe that this year is almost gone, but here we are. The leaves have fallen and the annoying inflatable yard Santas are waving their chubby little arms off all across the Carolinas.



November's Speaker School was an enormous success. Thanks to Rich Schlentz, our President -Elect, for a terrific job. On Friday night, Al Walker CSP, CPAE, shared tips and ideas that he has learned and utilized over the span of his speaking career. Attendees were not only busy taking notes, but privileged to watch a true master of the platform in action. Ty Boyd CSP, CPAE, along with Anne Boyd-Moore and Molly Boyd-Hunt, wowed the participants with spot on presentation skills coaching. And then, to round out a perfect weekend, Marty Dickinson revealed the trends in WordPress and online branding. It was an amazing learning experience.

If you missed Speaker School, don't even think about missing the meeting on January 14th as we honor our Past Presidents. We have 7 members who are Past Presidents of the National Speakers Association and we will, of course, be honoring our Chapter's Past Presidents as well.

Dale Irvin CSP, CPAE will be our featured speaker showing us how to add humor to presentations. Dale is a true treasure of NSA. He is funny, smart, and will show us how to create memorable moments in our speeches through humor. We would be remiss if we didn't take advantage of the wealth of knowledge that our chapter possesses, so we are having the Past Presidents featured in a Panel Discussion and a Meet the Pros Session.

Do you need head shots? Let me rephrase that...Do you need CURRENT headshots? If you are not updating your photos every couple of years then you are doing your clients a disservice. At the January Meeting, NSA/C will have a professional photographer available, by appointment, to help you with your photography needs. For only \$150, you will be provided 10 headshot photos to use for your website and in your marketing materials. This is a deal that can't be ignored! Look on Page Two for appointment and purchasing information.

I wish you all a happy holiday season and look forward to being with you on January 14th in Charlotte.

*Patrick Henry
President*

2012 NSA/Carolinas Meetings

January 14 Quarterly Meeting - Saturday Only
April 14 Quarterly Meeting - Saturday Only
June 9 Quarterly Meeting - Saturday Only
September 15 Quarterly Meeting - Saturday Only
November 9-10 Speakers School

2012 NSA Meetings

2012 NSA Winter Conference February 3-5, 2012
2012 NSA Convention July 14-17 2012

All NSA/Carolinas meetings are at the Hilton
Executive Park in Charlotte, NC
704-527-8000

The next NSA/Carolinas Board Meeting will be at
7:30am on Saturday, January 14th, at the Hilton.

2011-12 Board of Directors

Patrick Henry *President*
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Rich Schlentz *President Elect*
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Glenn Strange *Immediate Past President*
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Vonda Skelton *Hospitality Chair*
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Jack Wiles *Chapter Photographer*
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John Fallon *Web Master*
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Chapter Announcements

If you need updated **professional head shot photos**, the chapter is having a fund raiser with Professional Photographer, Lisa Crates www.lisacrates.com during the January 14th Meeting. Each participant will receive 10 high definition shots on a cd, that becomes your own property, for the amazing investment of \$150. Please contact Laura Hamilton, CSP immediately as there are limited appointment times available at nsacarolinas@aol.com **Deadline to book an appointment and pay for this fantastic photo shoot is December 30th. Don't miss this great opportunity!**

At this meeting, we will have a **special recognition** of **John Fantry** for his 25 years service as legal counsel for NSA/Carolinas' Board of Directors. There will also be a tribute to Past President **Dutch Boling, CSP** who passed away in August.

Membership in the NSA/Carolinas is possible once you become a Professional Member of The National Speakers Association or an NSA Academy Member. Please go to www.nsaspeaker.org and click on the Membership Link for further information. Non-members can attend our meetings at the guest rate. If you have any chapter membership questions, please contact the NSA/C office at nsacarolinas@aol.com

Members if you have updated **your profile with www.espeakers.com** recently, please notify our Webmaster, John Fallon john@johnfallonpresents.com so he can change your information on our NSA/Carolinas' web site directory www.nsacarolinas.org If you do not have a profile with espeakers, please enter your information and make John aware of the change so he can keep our web site current. Thanks!

Location: Hilton Executive Park at I-77 & Tyvola Road
Charlotte, North Carolina (704-527-8000)

January 14th Meeting
Registration

Member Name _____

Staff Member/Spouse/Guest _____

Email _____

Check enclosed for \$ _____ or charge my credit card: Master Card Visa

Credit Card Number _____ Exp Date _____ Amount \$ _____

Signature _____

\$79 Pre-registration for **Members, Staff, or Spouse** for Saturday Meeting**

\$110 Pre-registration for **NON-Members and Guests** for Saturday Meeting**

January 14th is a Saturday Only Meeting from 9:30 am - 2:30 pm (registration begins at 9:00 am)

Check out page four for the full meeting agenda

**We strongly encourage pre-registration through PayPal on our Chapter website, www.nsacarolinas.org
This is the most effective way to ensure our numbers are correct for meals and materials.**

All registrations must be received before Monday, January 9th.

After this date, an additional fee of \$10 will be added to the registration.

Pay Pal, phone, fax, or email registrations are accepted.

****No refunds or transferring of meeting registrations can be accepted once payment has been processed.**

Please make your own hotel reservations, and ask for our NSA/Carolinas group rate of \$89 at the Hilton Executive Park. There are limited rooms at this special rate, so please make your reservation ASAP! Contact Koi at kle@hiltoncharexecpark.com to get the discounted rate.

**Mail check, payable to NSA/Carolinas,
and registration form to:**

Laura Hamilton, CSP
NSA/Carolinas
PO Box 30058

Winston-Salem, NC 27130
336 996-9405 Office / 336 996-9409 Fax



NSA/Carolinas Meeting Agenda

Saturday January 14th (*Business Casual is suggested*)

Please refrain from wearing cologne or perfume to the meetings to be accommodating to scent-sensitive participants.

- 9:00 Registration and coffee
- 9:30 Welcome - **Jane Herlong, CSP, Vice President of Programs**
Introduction of Past Presidents; a Tribute to Dutch Boling, CSP; Recognition of John Fantry
- 10:00 **Dale Irvin, CSP, CPAE – The Good, The Bad, The Ugly: What I Have Learned In 30 Years of Telling Jokes**
- 11:15 Energy Break
- 11:30 **Past Presidents Panel – Best Successful Business Practices**
- 12:15 NSA/Carolinas Business Session – **Patrick Henry, President**
- 12:25 Networking Lunch
- 1:25 **Meet The Pros**
- 2:35 Closing Remarks
- 2:45 Bonus Session: **Jack Wiles - Magic & Microphones: Let's Take a Closer Look**
- 3:45 Departure

Our Speakers School was a huge success!



New Member, Cynthia Ackrill, MD received coaching from Ty Boyd, CSP, CPAE



Rich Schlentz provided guidance to maximize The Speakers School experience



Al Walker, CSP, CPAE gave valuable tips



Jane Jenkins Herlong, CSP dazzled



Marty Dickinson showed us the path to Word Press Mastery