

Buy *Liner*



A monthly publication of the Institute of Supply Management - Nevada, Inc.

August 2008

Upcoming Events

August 2008

1 – CPSM Testing – Exam 3 & Bridge Exam, Las Vegas Area

2– Networking BBQ - Las Vegas Area

3– CPSM Testing – Exam 1 & 2, Las Vegas Area

3– CPSM Testing – Exam 3 & Bridge Exam, Las Vegas Area

15 – C.P.M. Review Class – Las Vegas Area

16– C.P.M. Review Class – Reno Area

September 2008

19 – C.P.M. Review Class – Las Vegas Area

20 – C.P.M. Review Class– Reno Area

21-24 – National Purchasing Institute 40th Annual Conference and Products Expo – Riviera Hotel & Casino, Las Vegas

Check out the details for all events at:

www.ismnv.com
www.ismnv.org
www.ismnv.net

Think Service

Think Value

Think ISMNV

President's Corner

By: Carol Ellenbecker, C.P.M., A.P.P.

Have you ever sat at a table in a restaurant where the hearty laughter from another corner makes you want to pack up your Caesar salad and sit at that table? That is what happens within in ISM Nevada where fun is integrated into our work ethics. Our reputation for not taking things so seriously solicits value in people who want to invest in the future plans of ISM NV. The work gets done and just like 'ole Tom Sawyer you can watch the proverbial fence get painted by a group of folks who are happy to perform.

Share your special skills with ISM NV, become a volunteer, share your knowledge, your opinions on important issues, your creative ideas, your fresh perspectives and your credibility and support. You can gain leadership skills, motivation, persuasion, negotiation, team building and both written and verbal communication skills.

- The new elected Board of Directors will be attending the "Leadership Training" to be held at Bally's in Las Vegas on August, 1st. & 2nd. We hope to acquire new ideas and suggestions for future plans of ISMNV.
- There will be a BBQ on Saturday, August 2nd, and ISM members are invited to attend. Look for details on our website to RSVP.
- The retreat/meeting will be held in August on the 16th. At the retreat, we will be reviewing our mission, vision, strategic plan and marketing plan. We will also be setting our calendar including educational meetings and seminars.
Stay tuned; more details will follow at a later date!
- Be sure to take advantage of the great scholarship opportunities we have for ISM Seminars that will be held in Las Vegas. Please submit your applications through our website at www.ismnv.com or www.ismnv.org these are great opportunities for ISM Nevada Members to receive professional development in our own state.

We are always looking for any new ideas, comments (complements or other), questions, concerns or suggestions. Please feel free to contact me at ellenca@interact.ccsd.net or visit the website at www.ismnv.com.

"Sometimes one smile means more than a dozen roses"

Carol Ellenbecker, C.P.M., A.P.P.
President ISMNV



New CPSM

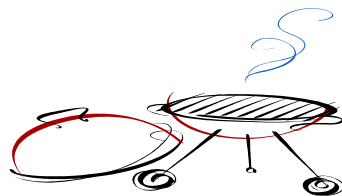
Andrea Sullivan, CPSM, C.P.M., Washoe County School District

New C.P.M.

Andrew Pittman, C.P.M., Barrick Gold

Alan Ringhofer, C.P.M., Clark County School District

Networking BBQ in Las Vegas



You are invited to a Networking BBQ in Las Vegas for ISM-Nevada members and guests. Just bring a side dish or dessert. ISM-NV will provide the rest.

Register on line: www.ismnv.org

Mission

The Nevada Association of Purchasing and Supply Management will lead supply management professionals in Nevada and other states through certification, education, leadership development and networking.

MEMBERSHIP Notes...

MEMBER TYPE

| | |
|-----------------|------------|
| Regular | 256 |
| Dual | 2 |
| Student | 25 |
| Lifetime | 8 |
| Academic | 8 |
| Other | 2 |
| Volume Discount | 1 |
| Total | 302 |

CERTIFICATIONS

| | | |
|----------|----|--------|
| CPSM's | 6 | 1.99% |
| C.P.M.'s | 82 | 27.15% |
| A.P.P.'s | 28 | 9.27% |

REGIONAL DISTRIBUTION

OF MEMBERS

| | |
|---------------|------------|
| South Members | 173 |
| NW Members | 72 |
| NE Members | 49 |
| Other Members | 8 |
| Total | 302 |

ISM MEMBERSHIP
June 1, 2008
41,401

Articles for the September newsletter due August 27, 2008

Carol Poindexter
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The 40th Annual Conference & Products Exposition will be held Sunday, September 21 - Wednesday, September 24, 2008 at [The Riviera Hotel](#) in Las Vegas, NV.



Register on line www.ismnv.org calendar section

Scholarships are available for the following ISM Seminars that will be held in Las Vegas.

Fundamentals of Purchasing:
The Building Blocks of the World-Class Professionalism
 October 01, 2008 - October 03, 2008

Six Sigma:
A Process Improvement Tool for Supply Management Professionals
 October 27, 2008 - October 28, 2008

Commodity Teams:
Leveraging Value Across the Entire Organization
 November 06, 2008 - November 07, 2008

Best Practices in Procurement
 December 08, 2008 - December 10, 2008

Please submit your applications through our website at www.ismnv.com or www.ismnv.org. These are great opportunities for ISM Nevada Members to receive professional development in our own state.

Renetta Scacchitti



<http://www.ism-knowledgecenter.ws>



Price Analysis, Cost Analysis, or Total Cost of Ownership: Determining the Best Approach

Non-Member Price: FREE

Member Price: FREE

3 CEHs

Learn to powerfully impact the bottom-line by selecting the best analysis - price, cost, or total cost of ownership. Then, complete the case study which will walk you through the decision-making process step-by-step.

Ethics: A Behavioral Awareness Tool

Non-Member Price: FREE

Member Price: FREE

1 CEH

Use this course to practice ethical decision-making skills and test your response to situations and ethical dilemmas. This self-paced course was developed in concert with ISM's Ethical Standards Committee and will acquaint you with ISM's Principles and Standards of Ethical Supply Management Conduct with Accompanying Guidelines.

BE S.M.A.R.T.
BECOME A MUSKATEER, C.P.M.
CERTIFICATION NEWS



In a recent article I did for the NAEP (National Association of Educational Procurement) Journal I introduced some ladies who understood that achieving their Certified Purchasing Manager (C.P.M.) designation would be easier if they formed a study group. I noted that since these ladies lived in such diverse areas as Alaska, California, Maine and Massachusetts, they realized that their study group would have to meet on-line and in real-time. Last, I mentioned that they proceeded to form their group, decreed that their motto would be "one for all and all for one", and called themselves The Muskateers. When I agreed to help, they dubbed me the Trail Boss since my job was to "drive" them down the C.P.M. trail to the Austin Conference.

Were they successful? Following their plan of almost daily studying, cussing and discussing Sample Exam Questions, propping each other up during difficult times, giving each other guidance and encouragement, cajoling and harassing as needed, and, in general, doing everything necessary to reach their goal of passing the necessary tests, they first became best friends and second became C.P.M.s. At the recent Annual Conference I got to introduce those ladies and give them their well deserved recognition, including Muskateer hats complete with red plumes. What a great treat that was for me.

Was that the end of the Muskateers? No, these ladies, as a group, have been "paying it forward" by encouraging and helping others to form a "NEW Muskateers" group. This group, with me still as the Trail Boss, has 10 very active Muskateers, with 6 already having passed two, 3 having passed three, and 1 having passed all four exams.

The very positive response our Muskateers got at the Annual Conference resulted in four new folks contacting me about how they could start a new Muskateer group. I first ask them if they have a "dream" or a "goal" of obtaining a professional certification. I explained that a goal is just a dream with a plan AND a timetable for reaching it. Anything less, I tell them, is just a dream.

Do YOU want to become a C.P.M.? Attend our upcoming C.P.M. Exam Preparation Workshop on August 15th (Las Vegas) or 16th (Reno) and I will show you that you can do it if you are S.M.A.R.T. A - S.M.A.R.T. plan is one that is:

Simple
M easurable
A ttainable
R ealistic
T ime Defined

SIMPLE? I'll tell you what study materials you need. I'll give you the supplemental study materials the Muskateers used to pass their exams. I'll give you Sample Exam questions that show the style and content of what is on the exam. I'll share feedback from recent test takers that tell what subject matter they saw on their exam (sorry, no actual questions). And I'll explain how to use them in your study group.

MEASURABLE? While the nationwide passing rate is only 55-65%, we have been having over an 80% success rate. Immediately upon completing your test you will know whether or not you passed and if not, you will immediately know what parts you did well on and which ones you did not.

ATTAINABLE? If you are unsure of your ability to pass the tests, re-read all of the above. Not all of the Muskateers passed each test on their first try but all of them did finally – with a lot of extra effort. This goal IS attainable.

REALISTIC? Each of the Muskateers will gleefully attest to the reality of their C.P.M. certificate. Each of them will also attest to the benefits of a study group. More than one of them will attest to the reality of their all-for-one-and-one-for-all attitude being THE thing that got them their successes. The success of the system is real.

TIME DEFINED? If you have been reading these articles and if you have visited ISM's website, www.ism.ws you know the last day to register to take the C.P.M. test is December 31, 2008. (After that, the C.P.M. will be replaced by the CPSM, a certification more designed for the Manager than the Buyer, and one that requires a Bachelors Degree to obtain.) Oh, yes, there is time-defined factor here. And your plan must factor in that time.

Do you need a Trail Boss to crack the whip and make you stay focused on your goal? Look around. Maybe that Trail Boss is your boss. Maybe it's your co-worker. Maybe it's one of your ISM-NV Officers. Or maybe it is you. I am even willing to train-the-trainer, i.e., your Trail Boss, so he/she can help you and others in your school, your agency, your company, or your city. What else can you do? Sign up for the upcoming C.P.M. Exam Preparation Workshop on August 15th (Las Vegas) or 16th (Reno) and I will show you that you can do it if you are S.M.A.R.T. - before it is too late.

Have Questions? Contact Bob Ashby, C.P.M., CPCM, Retired Director, University of Nevada, Las Vegas at ashbybob@sbcglobal.net

Last Chance - Check out the **C.P.M. Review Classes**

| | <u>Las Vegas Area</u> | <u>Reno Area</u> |
|-----------------|---------------------------------------|----------------------------------|
| Module 1 | August 15 | August 16 |
| Module 2 | September 19 | September 20 |
| Module 3 | October 24 | October 25 |
| Module 4 | November 21 | November 22 |

Cost: Members - \$75 per module or \$250 for all 4 modules
Non-Members - \$150 per module or \$400 for all 4 modules (includes a 1 yr membership)

Register on line: www.ismnv.org