



# AITP

## The Printout

The Nashville Chapter  
Of  
The Association Of Information  
Technology Professionals

April 2007  
Chapter Newsletter

### Leadership

Our April program is on a topic that affects us all, both in our personal lives and in the business world. The topic is leadership, and whether you want to admit it or not, leadership—or lack thereof—plays a major role in our lives. Our presenter is Tim Fusco. Tim is a dynamic speaker who has studied, and practiced, leadership for over fifteen years. Several AITP Board members recently heard Tim talk and recommended that he be asked to come talk to us.

Tim discusses leadership not as a single thing, but as a series of behaviors leaders choose to engage in. Tim gives the ten choices of effective leadership as:

- |                   |                      |
|-------------------|----------------------|
| 1. Intention      | 6. Recasting         |
| 2. Attitude       | 7. Appreciation      |
| 3. Accountability | 8. Truth and Honesty |
| 4. Identification | 9. Giving            |
| 5. Centrality     | 10. Integrity        |



Tim will briefly explain these concepts and give a summary of how they work together as a system to build leaders. In developing to the leaders we all can be, first and foremost we must be leaders of ourselves. We then can be leaders amongst our teams, and then of others. Tim will draw in the aspect of leadership in our home and personal lives.

Tim is a mentor and coach with individual clients, helping them realize their goals. He also does motivational speaking and teaches a Professional Development course at High Tech Institute. Tim has a varied background, including three years as a Sales Representative for Hewlett Packard, three years as a Server Trainer in the food industry, and three years in the United States Army. Tim has built a private career coaching business called “Career Camel.” He has applied the same concepts in another recent endeavor of home staging for real estate agents.

One of Tim’s hobbies is building scale models. His specialty is science fiction oriented models. He turned this hobby into a business called “The Fusco Construction Yards” and reports that it has been “in the black” for over six years. This should be an interesting program of interest to all of us. Tim is a great presenter and will hold your attention.

**IN THIS ISSUE:**

Message from the President	_____	Pg 3
Calendar of Upcoming Events	_____	Pg 5
Chapter News	_____	Pg 6

## AITP Nashville Roster

## Dinner Reservation and Cancellation Policy

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<b>Internet Information —</b>	<b>Web Sites</b>
Chapter:	<a href="http://www.aitpnashville.org">http://www.aitpnashville.org</a>
Headquarters:	<a href="http://www.aitp.org">http://www.aitp.org</a>
Region 7:	<a href="http://members.tripod.com/aitpregion7">http://members.tripod.com/aitpregion7</a>

AITP  
P. O. Box 22038  
Nashville TN 37202

AITP members will be notified by electronic mail one week prior to the Chapter meeting. Reservations can be made by responding to the electronic notice or by calling **Mary Simpson at 615/367-8083 fax: 615/367-7775** Dinner reservations can be canceled up to 24-hours prior to the meeting without cost.

**Since the Chapter pays for reserved meals, No Shows will be billed at the reservation price of \$20.00 for Members, and \$30.00 for Guests \$15.00 for students.**

Members are responsible for their guests' reservations. *If you are a member and have not been receiving this notification, please contact Mary Simpson at:*

**615/367-8083 fax: 615/367-7775**  
[msimpson@genesco.com](mailto:msimpson@genesco.com).

### April Chapter Meeting:

Holiday Inn Select - Vanderbilt  
2613 West End Avenue  
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## MESSAGE FROM THE PRESIDENT

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Wow! If you haven't been at the last few meetings, you are definitely missing out on some great presentations! We've had some really great speakers lately sharing some very interesting information!

Our March speaker was Walter "Bubba" Mullen, Director of Solutions Delivery and Support for the State of Tennessee. Not only did we get an update on some of the major projects going on at the State of Tennessee but we also found out how Walter got his nickname of "Bubba". (We understand that Bubba doesn't share that knowledge with just anyone!)

Walter spoke briefly on some of the current initiatives at the State, which total over \$300M in projects. Not only did he discuss the technologies and methodologies involved with each project but he also described the project in terms of their impact to Tennesseans. The Vision Integration Project, for example, affects 2 million people with over \$1B in benefits. Vision is a Human Services Department project that includes food stamps, childcare, Families First, and Medicaid. The current systems used to oversee all of these benefits consist of 14 different COBOL/IMS systems, which will be replaced with one integrated system. This particular project has been awarded to a consulting company from Atlanta. Oftentimes, we, as IT professionals, only think about the technical aspects of systems such as this one; but, Walter pointed out that this system is critical and is used to place children in safe places when situations occur where children can't stay at their own homes – these systems really seriously impact people every day!

Walter indicated that their overall goal is to solve business problems in a timely manner within budget in a way that reduces risks, costs, and development time. Some projects are taken on in-house and some are bid out and awarded to third-party contractors. He emphasized that updating some of these old systems and making them more efficient was much like "Eating an elephant". He's found the solution is to "take one bite at a time", which means minimizing the risks, gaining stakeholder buy-in, and dividing the project into phases to provide usable functions.

Walter indicated that the third-party contractors who have been awarded projects do not get paid now until there are functional deliverables. I don't think many of us were aware of that and found that to be a very interesting fact! These projects all represent our tax dollars at work. I was very impressed with the work that Walter and his team at OIR are doing to insure that the State is being a good steward of our money!

Our April speaker is going to be Tim Fusco, Career Coach. Tim is also a very dynamic speaker! I recently heard him speak on the topic of "Building Your Career" and he definitely made a lasting impact on me! He will be speaking to us on the topic of "Leadership". I know his April presentation is going to be excellent - definitely one you wouldn't want to miss!

So, don't miss out on any more great presentations!!! Make plans now to attend the April 11<sup>th</sup> AITP meeting! I hope to see you there!

Mary Simpson  
AITP President  
msimpson@genesco.com

## AITP Board Meeting

### AITP BOARD MEETING SUMMARY March 1, 2007 Prepared by Ella McGill

This meeting was held at Genesco. Attendees: Gerald Marquis, Mike Eischen, Eddie Pardon, Robert Wright, Paul Saunders, Mary Simpson, Marshall Messamore, Frank Reagor, and Ella McGill.

1. Mike has developed some letterhead for the use of our chapter. We reviewed the various samples and agreed that Paul and Gerald should make the final selection since they will be the primary users. Mike will print 100 copies of the chosen sample and send to Paul.
2. Marshall, in addition to supporting Mary with her duties this year, has agreed to assume the duties of Secretary during Ella's absence in April and May.
3. Ella will be unavailable for the months of April and May due to surgery.
4. Beverly sent financial reports to Mary for the boards review.
5. Frank will work with COPA for 2006 and Robert will work with him.
6. Joan provided us with a current membership roster along with an expired member list. Marshall will draft a letter to send to those on the expired list in an attempt to get them back as members. Joan also requested that the board determine if we still have use for a brochure. The board did vote to continue using the brochure. Joan will update it and pass it by the board members electronically for review. After approval is given, she will have the new brochure printed. We will determine the number of copies to be printed at a later date.
7. Paul has a speaker set for March. He is in search of program topics/speakers for the rest of this year. Anyone with suggestions should contact Paul. He has also been checking on field trips for this year and a potential field trip for 2008.
8. Gerald reported on the one-day student conference held at High-Tech Institute on February 24, 2007. There were only 9 students registered for the conference. Several students had indicated an intention to attend but did not. Paul suggested we give the one-day conference another try next year. If results are not better at that time, we may need to rethink continuing the one-day student conference. Gerald also told us we have only had one student apply for the student scholarship. One of the judges has not responded yet. The results will be announced at a later date.
9. No one has volunteered to become the newsletter editor. If we do not find someone, the future of the newsletter may be in jeopardy. Paul suggested we try to find someone other than a member who would volunteer to put it together for us. We will keep looking for someone a bit longer. Also, the website needs updating to include the most recent newsletters, correct some grammatical errors, and correct the amount charged for monthly meeting fees. Mike will try to get some guidance from Charlie about how to do some of these things.
10. We have only had an announcement about our meetings in the Tennessean. Eddie has now added the City Paper. Mary suggested we might want to also try the Nashville Technology Council and the Nashville Business Journal. Eddie would like to get a marketing scheme together to let IT professionals in our area know that we exist. Many ideas were discussed.
11. Robert is going to start looking into independent performance awards and work with Frank on COPA.
12. We need to find a Meeting Arrangements chairperson. Anyone interested should contact Mary.
13. Many ideas to increase our professional membership were discussed. We agreed that we need to make our organization unique to the public. Gerald suggested we try using career building as our niche since we are not an organization that focuses on one area of information technology. The board agreed this is a good idea. The conversations on this topic will continue at our next board meeting.
14. Our next board meeting will be held on March 29, 2007 at Genesco.

# Calendar of Upcoming Events 2007

<b>Date</b>	<b>Event</b>	<b>Location</b>	<b>Information</b>
April 12	Chapter Meeting	Holiday Inn Select-Vanderbilt	Tim Fusco
May 10	Chapter Meeting	Holiday Inn Select-Vanderbilt	TBA

## **SPEAKERS**

**We are always interested in good speakers to make presentations at our AITP Chapter Meetings. If you know someone who is interested in making a presentation on a topic, on their company, or company's products, please contact Paul Saunders at (615) 367-1717 or [Paul@SaundersSystems.com](mailto:Paul@SaundersSystems.com).**

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### **Welcome New Members:**

Charity Hill

Instructor ITT-Tech Institute

E-mail: [chedhill@yahoo.com](mailto:chedhill@yahoo.com)

### **Second Annual Student Conference**

The Second Annual AITP Student was held on Saturday, February 24<sup>th</sup>. It was again hosted by and held on the premises of High Tech Institute in Nashville. Mary Simpson, President of the Nashville Chapter of AITP, gave the Welcome Address. Students and faculty attended from High Tech Institute, Murray State University, and Tennessee State University.

The A.M. Seminar was "Developing Your Career Potential" and presented by Tim Fusco. The P.M. Seminar was "Resume Writing" and presented by Telse Saunders. Both seminars were well received, and the students appreciated the "real world" talks.

Students from TSU won the PC Troubleshooting contest. The Graphic Design contest was won by students from Murray State and High Tech Institute. Murray State also won the .NET programming contest.

The contests were developed by faculty at High Tech Institute and Tennessee State University. The .NET Programming contest was developed by a computer consultant in California.

Dr. Gerald Marquis of TSU and Donna Womack of High Tech Institute chaired the Student Conference. Paul Saunders of the AITP Nashville Chapter participated in the planning for the Conference.

High Tech Institute hosted the event and provided much of the support for the Conference. We are appreciative of everything that they did.

Attendance at the Conference was lower than expected. We have plans to attract additional students for next year's Conference. If there are comments or future volunteers to assist in the next conference, please contact Dr. Gerald Marquis or Paul Saunders.

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Contact Mike Eischen for more information! 367-7068

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April 2007



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