



# AITP The Printout

The Nashville Chapter  
Of  
The Association Of Information  
Technology Professionals

February 2008  
Chapter Newsletter

## Presentation Skills

How often have you had to present your ideas to someone else? This could range from a casual one-on-one presentation to a formal “dog and pony show” for several hundred. You could be selling a project design to your boss or a User group, or even selling a house in real estate. The desired result is the same: to obtain agreement. In these situations, does it help if you have honed your presentation skills? The presentation may be the only opportunity to sell yourself and your ideas.

Our February program is on Presentation Skills and presented by Dr. Ralph Hillman who is considered to be an expert in this area. Ralph will discuss many facets of making presentations and how to improve your skills.

Among the areas Ralph will discuss are: Determining the size and makeup of the audience, and how to insure that the right people are included. Where should you hold the presentation? Should you go to them or to a neutral site? When is it best to use AV equipment and/or hand-outs? He will also talk about getting approval in advance of your presentation, handling disagreements and confrontation, and if you should ever “cut and run”?

Ralph will discuss how personal attitude, even your voice and posture, can help or hinder your presentation. He will outline how to evaluate and improve your own situation. Ralph will cover many other presentation skills areas and invite questions.

Ralph Hillman is a professional speaker and communication consultant. He is known as a dynamic speaker and has made presentations and keynote addresses across

North America. Ralph uses humor and role-playing to make his points.

Prior to starting his communication consulting business, Dr. Hillman was a full Professor at MTSU where he won “Outstanding Teacher” awards and was known for making the best popcorn on campus. Ralph is the author of Delivering Dynamic Presentations: Using Your Voice and Body for Impact, 1999, Allyn & Bacon.



Ralph’s voice clients number in the hundreds and include celebrities in both country music and Nashville television. He also conducted seminars for the Saunders Systems Training Corporation. In earlier years, Ralph has worked as a disc jockey, shoe salesman, puppeteer, and clown.

Ralph received his BA and MA degrees from the University of Iowa and his Ph.D. from Pennsylvania State University. He and his wife Sue, who is an R.N., take care of newborns and do newborn foster care. They have a fishing camp in Canada where they hide out several weeks every summer and a new home in Murfreesboro where Ralph is struggling to get the landscaping in shape.

This should be an interesting presentation on presentation skills. We can all benefit by improvement in this area, and Ralph makes it fun.

\*\*\* New Meeting Location! See p. 6 \*\*\*

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## AITP Nashville Roster

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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/aitpreion7">http://members.tripod.com/aitpreion7</a>

AITP  
P. O. Box 22038  
Nashville TN 37202

## Dinner Reservation and Cancellation Policy

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.**

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).

### February Chapter Meeting:

**Holiday Inn Brentwood**  
**760 Old Hickory Blvd (at I-65)**  
**Brentwood, TN 37027**  
**615-373-2600**

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## MESSAGE FROM THE PRESIDENT

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As we begin a new year, I am honored to serve you as President of AITP. My focus this year will be to build our membership. With that as the theme, I feel it is important for you to know why I am a member of AITP. There are multiple benefits that you can explore on our site at <http://aitpnashville.org/benefits.htm>. However, I believe that list isn't the whole story. I became and remain a member for three other benefits—programs, networking, and people.

One definite strength of our chapter is the programming. Paul Saunders does a fabulous job of identifying interesting speakers and getting them to our monthly meetings. We have had topics ranging from SharePoint to open source software, from IT in healthcare to blogging, from on-demand publishing to Abe Lincoln. (Yes, Abe Lincoln! <http://aitpnashville.org/pdf/2005December.pdf>.) We have had CIOs, CMOs, directors, entrepreneurs, consultants, project managers and of course, Honest Abe, speak at our monthly meetings. The content is varied, rich, relevant and timely. Our programs also include stimulating field trips to learn how IT is applied in organizations around Nashville. We have visited Genesco, Vanderbilt Children's Hospital, and Lightning Source in the past couple of years just to name a few. The field trips are informative and interesting. An added bonus of the programs is networking with the professionals who speak or guide our tours. Networking with speakers and members is another great benefit of AITP.

I attended my first meeting of AITP specifically to network. I was looking for a job and figured this association would be a good place to meet other IT professionals, learn the IT landscape in Nashville, and possibly find about openings at various companies. I was right in every aspect. We have a truly remarkable membership that consists of developers, project managers, web designers, testers, database administrators, recruiters, etc., from a variety of companies throughout Nashville. This diversity is a key strength of our chapter, allowing our chapter members to hear new ideas and different approaches. Our members are willing and able to help other IT professionals in transition. I personally received an enormous amount of support in my job search. It was up to me to do the legwork and close the deal, but AITP members helped in numerous ways because they are very good group of people.

That is an additional benefit of AITP; the members are quality people. To me they are more than just professional associates or a list of contacts and connections. They are friends that I can listen to and talk to. Many dinner conversations turn to someone's recent vacation, a new child or grandchild, a hobby, or a home improvement project. We share and enjoy life experiences with each other while folding newsletters or working on a student conference. Just recently, we shared a wonderful time together for our December meeting held at Chaffin's Barn dinner theater. Three of our members were active participants in the play and we all had fun cheering them on. It has been rewarding to get to know my fellow members this way.

I have benefited in many ways from my membership in AITP and believe you will as well. If you have not joined, I encourage you to join and get involved. AITP has great programs and the opportunity to network with quality people. *AITP is where IT professionals meet.*

Marshall B. Messamore  
AITP President  
[marshall.messamore@vanderbilt.edu](mailto:marshall.messamore@vanderbilt.edu)

## New Member Profile

### Tonya Pearson



Our New Member Profile this month is about Tonya Pearson. Tonya is a Senior Information Technology Coordinator with Brandon Technology Consulting, Inc. here in Nashville. This is a new position for Tonya; she was in various information technology management areas for the State of Tennessee until mid-2007.

As the Senior IT Coordinator with Brandon Technology, Tonya is the chief consultant on technology to the organization's CEO/President and Executive Team. She develops IT strategies and initiatives aligned with BTC's vision, goals, and objectives. She also assists the IT developers and engineers in implementing new IT infrastructures for BTC clients.

Brandon Technology Consulting, Inc. (BTC) is a leading edge information technology company that provides innovative IT services and solutions for their clients' specific business and IT needs. Established in 2000, BTC is rapidly establishing itself as a trusted and highly regarded solutions provider specializing in the areas of data management, information assurance, network engineering, and IT training. The information assurance practice currently supports over 30 sites throughout the United States. BTC also has offices in Falls Church, VA, Fredericksburg, VA, and Clarksville, TN, in addition to the Nashville office.

Prior to joining BTC, Tonya was with the State of Tennessee for 20 years. Most recently she was an Information Resource Specialist III for the Tennessee Regulatory Authority. In this capacity, Tonya provided comprehensive, timely, and courteous floor support for the Agency's diverse group of users on a variety of IT hardware and software issues. She also implemented methods of using new and existing technology to help users work more efficiently.

Tonya spent several years as the Computer Operations Supervisor for the Tennessee Public Service Commission.

Tonya is currently pursuing a BS degree in Information Technology at Tennessee State University and expects to graduate in 2009. She previously spent two years at Nashville State Technical Institute.

Tonya is married and has two teenaged daughters; the oldest is headed for UT-Knoxville in the fall. They live in the North Nashville area. For fun Tonya says she reads, but would like to do some foreign travel when time and money permit.

Please welcome Tonya when you see her at our next meeting. Tonya can be contacted at her office (615-883-9023) or [TPearson@BrandonTCI.com](mailto:TPearson@BrandonTCI.com).

# Calendar of Upcoming Events 2008

Date	Event	Location	Information
February 14	Chapter Meeting	Holiday Inn Brentwood	Presentation Skills, Ralph Hillman, PhD Communications
March 13	Chapter Meeting	Holiday Inn Brentwood	IT at L.P. Corporation Jeff Duncan, VP & CIO

## 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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**AITP NEW MEMBERS**

Don Seaver  
Director of Sales and Marketing  
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Caldwell, Carl  
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E-mail: carl\_caldwell@hotmail.com

WELCOME TO OUR NEW MEMBERS!

**ELECTION OF NASHVILLE AITP OFFICERS FOR 2008**

**The annual election of Nashville AITP officers at the January chapter meeting resulted in the installment of the following chapter officers:**

**President: Marshall Messamore**

**Vice President: Tom Clark**

**Secretary: Ella McGill**

**Treasurer: Beverly Gibson**

Congratulations to our 2008  
Chapter Officers!

**There are other Board positions open. If you would like to serve in a leadership role in Nashville AITP please contact Marshall Messamore or any Board member.**

**Don't forget our new meeting place:**

**Holiday Inn Brentwood  
760 Old Hickory Blvd (at I-65)  
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Business Card	(2" x 4")	\$ 50 for 12 issues

Contact Mike Eischen for more information! 367-7068

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## February 2008



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