

The Nashville Chapter
of
The Association of Information
Technology Professionals

October 2010
Chapter Newsletter

Developing a Career in IT

Developing a Career in IT

“Why the Size of My Butt Always Gets in My Way”

We are always concerned about our career development. Did we make the right choice? Are things going as we planned? (Do we *have* a plan?) When should we change, and how do we know it is time to change? These are a few of the subjects that our October speaker will discuss, as well as the opportunities he sees for IT professionals in today's economy.

Our speaker is Jeff Sanford who has been the Managing Partner of ZGI, inc. since 1991. As a management consulting and service organization, ZGI, inc. provides tactical management and strategic planning support for multinational organizations with revenues from \$250 million to \$3.5 billion. They also have a Managed Services Provider in Detroit and Nashville called “IT That Works” for small business owners. IT That Works is a tech support plan that handles all of a client's computer problems, including doing preventive maintenance. They offer a 100% guarantee that no type of network problem will escalate into down time.

Prior to forming ZGI, inc. in Nashville, Jeff was in Louisville, KY, where he founded The Omega Group, Inc. and was the President and C.E.O. They were responsible for BPCS sales and were the implementation affiliate of Systems Software Associates. They had offices in St. Louis, Cleveland, Cincinnati, Louisville, Nashville, and Atlanta implementing over 400 BPCS sites. During this time, 1981 – 1991, Jeff also was a member of the founding team of System Software Associates, who led growth from startup to \$450 million in revenues.

Jeff also helped found the multi-office, regional CPA firm Carpenter, Strothman & Bolin, CPA's of Louisville, KY. He was with this organization for four years and served as the Managing Partner of the Management Services Division.

Jeff was the Division Controller of the Mallory Powder Products Company in Hopkinsville, KY, after starting his career with Touche, Ross & Co. With Touche, Ross & Co, Jeff started as a staff auditor and was rapidly promoted to consultant, senior consultant, and supervising consultant.



Jeff earned a B.S. degree in Accountancy from the University of Illinois and became a CPA in 1975. He also is a Six Sigma Champion. Jeff has been very active in the Kentucky Board of Accountancy and the Kentucky Society of CPA's. Jeff is the founder of the International Christian Chamber of Commerce (ICCC) in the U.S.A., and past President – ICCC-USA.

Jeff lives in Rutherford County and has two grown children. He says he works too much to have any hobbies, but does travel a great deal on ICCC matters and does spiritual mapping.

This is a great opportunity to hear how an IT professional developed his career.

Jeff will take is through his career progression and tell us how and why he made the choices he did. He will also explain why he believes that wisdom is more important than intelligence.

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AITP Nashville Roster

President:	JP White jpwhite3@bellsouth.net 615/417-7543
Vice President:	Walker Morrow Laser One Inc. Nashville, TN 37210 wmarrow@laserone.com
Secretary:	Ella McGill American General 615/749-1346 fax: 615/749-2840 Ella_McGill@agla.com
Treasurer:	Beverly Gibson beverlygibson04@comcast.net 615/424-0135
Chapter Liaison:	Dr. Gerald Marquis Tennessee State University 615/ 963-7096 gpmarquis@yahoo.com
Membership Director:	Joan Julius InfoWorks JMJulius@bellsouth.net
Director of Programs:	Paul Saunders, CCP Saunders Systems Corp. 615/367-1717 paul@saunderssystems.com
Student Chapter Coordinator:	Marshall Messamore Vanderbilt University Medical Center 615/322-3647 fax: 615/343-1214 marshall.messamore@vanderbilt.edu
Newsletter Director:	Robert Wright Vanderbilt University 615/322-0004 r.n.right@gmail.com
Director of Meeting Arrangements:	Mary Simpson Genesco Inc. 615/367-8083 fax: 615/367-7775 msimpson@genesco.com
Website Coordinator:	Mike Eischen Genesco Inc. 615/367-7068 meischen@genesco.com
Director of Publicity	Walker Morrow Laser One Inc. Nashville, TN 37210 wmarrow@laserone.com
Past President:	Tom Clark Star Physical Therapy (615) 591-6590 clarktw2001@hotmail.com
Internet Information —	Web Sites
Chapter:	http://www.aitpnashville.org
Headquarters:	http://www.aitp.org
Region 7:	http://members.tripod.com/aitpregion7
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.

October Chapter Meeting

Holiday Inn Vanderbilt
2613 West End Ave.
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Business Card	(2" x 4")	\$ 50 for 12 issues

Contact Mike Eischen for more information! 367-7068

President's Message

The final quarter of the year is a special one for AITP, as the weather becomes ideal so do our programs to see the year out. We are planning a fun event for the December gathering where spouses are encouraged to attend. In addition we will nominate officers to serve for 2011. So please plan to attend each of the meetings for the rest of this year.



Brenda McCoy Hunter

September's program was given by Brenda McCoy Hunter on leadership. I wasn't sure what to expect from this month's program and came away reflecting on what was one of the best programs this year. Brenda was a very engaging speaker who did not rely upon PowerPoint to make her points but engaged us with deep insight and entertaining stories on the subject of leadership.

It's an exciting time to be part of technology today as technology transforms industries across the globe. We have seen huge changes in the music business as a result of digital music from Napster to iTunes. Huge changes in newspapers and magazines as blogs, Facebook and Twitter have supplanted their purpose in keeping us abreast of current events. Changes are underway with video entertainment such as movies and TV where we see Netflix streaming movies across the internet to our homes. Google and Apple producing internet based TV products in order to respond to new products such as Boxee and Roku. Amazon just announced they sold more e-books for their Kindle than hardcover books, another industry in turmoil and transformation. Motor vehicles are as much computers these days as they are a mode of transportation. We at AITP find ourselves in a city which boasts leadership in the nation for Music, Motor Vehicle Manufacture and Publishing. I'd love to see speakers come to our meetings in the not to distant future from these industries to talk about the impact technology has had on their industries and where the future trends will take us all. If anyone knows of managers, VP's or CEO's of Music and Publishing companies in Nashville please reach out and ask them to speak to our group, we will make them most welcome. Please forward speaking engagement leads to myself or Paul Saunders. Clearly we want speakers from all walks of life, I do however find it interesting that Nashville is the center of many industries under significant change due to technology.

Our October program will be entitled 'Developing your I.T. Career' by Jeff Sanford. Several members during our September meeting mentioned job opportunities at their companies. AITP meetings are a great place to network and learn of opportunities, maybe before they are even advertised. So if you haven't attended recently and are looking for work or looking for qualified candidates, this month would be a very appropriate venue to let us all know of your job opportunities and career aspirations.

JP White
President, AITP Nashville Chapter

<http://www.aitpnashville.org>

Brian Boulden



Our profile this month is on Brian Boulden who has accepted a new position this year as an Account Executive with Robert Half Technology. Brian works with accounts to find them suitable Information Technology professionals. Robert Half Technology is a leading provider of IT professionals on a project and full-time basis. Robert Half Technology is headquartered in Menlo Park, California and has more than 100 locations worldwide.

Brian previously spent three years with Dell Computers, Inc. here in Nashville in several sales positions. He was responsible for the motivation and coaching of Teams on Server and Storage Policies as well as new sales techniques. He developed the division's public speaking program.

Upon relocating to Nashville, Brian accepted a position to help establish the HSC Wine & Spirits store in Brentwood, TN. He hired, trained, scheduled staff, and reached 20% additional sales over goals for the store startup.

Prior to coming to Nashville, Brian worked for 13 years in Northern California in the wine industry. He spent three years as a Sales Representative for Wine Warehouse Distributors in Richmond, CA, after spending 10 years working in the tasting room and as the MIS Director for Raymond Vineyard & Cellar in St. Helena, CA. As the MIS Director, Brian coordinated the complete rebuilding of the company's computer network infrastructure. He managed the operation and marketing of the company computer network and website.

Brian holds a BA in Management from Saint Mary's College of California – Moraga, CA. He also has VMware VTSP accreditation and the Gallo Sales Training Program.

Brian participates in several community activities in addition to AITP membership. He is on the Board of Directors for the St. Mary's College Alumni Association and for the Cheswicke Farms HOA. He is also a member of Franklin Toastmasters, and the Franklin Evening Lion's Club. He has been an Adult Leader for the Boy Scouts of America since 1994.

Brian is married to Laurie, and they have three children – Robert, Matthew, and Megan. They moved to Tennessee in 2005 and have lived in Franklin since then. They include two dogs and one cat in their family.

Brian says he has started a new hobby of working with model railroad trains in addition to his other hobbies of wine, politics, history, and computers.

Say hello to Brian at the next AITP meeting and call him at his office (615-385-1977) if your company has staffing needs.

Calendar of Upcoming Events 2010

AITP Calendar of Upcoming Events - 2010

Date	Event	Location	Information
October 14	Chapter Meeting	Holiday Inn Vanderbilt	Developing Your IT Career, Jeff Sanford, President, ZGI
November 2	Election Day	Your Precinct	Vote Your Choice
November 11	Chapter Meeting	Holiday Inn Vanderbilt	TBA
November 25	Thanksgiving	Your Place	Give Thanks

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.



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AITP New Member

**Brian Boulden
Account Executive
Robert Half Technology
brian.boulden@rht.com**

Welcome to our new member!

AITP Unemployed Discount on Membership Dues

By: Barbara Viola

Posted: 2010-06-15 21:35:59.0

In response to current economic conditions, AITP Membership Services is pleased to announce our latest Membership initiative. We are instituting limited-time membership pricing for unemployed persons.

Commencing June 1, 2010 through December 31, 2010 AITP will offer a reduction to those persons who are unemployed; national dues will be reduced from \$105 to \$35. This equates to savings of \$70 for a total cost of \$65. The Unemployed discount does not apply to Chapter dues. The unemployed member will be responsible for paying Chapter dues at the full price, as well as applicable Regional Dues. The Chapter will receive these dues as they do now, through the monthly chapter rebate process.

To enroll as an Unemployed Member, please either email memberservices@aitp.org or call AITP Headquarters at 800-224-9371 to verify eligibility and receive instructions for enrolling.

Note: This Program is open to all new or renewing members, but no refunds will be granted for existing members. It is an independent program that is not to be combined with the Spring New Member Promotion or any other AITP special incentives.



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You can find us in the Group Directory. If you have a question, please contact Walker Morrow at

wmorrow@laserone.com

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