

AITP
The Association of Information
Technology Professionals

Monthly Meeting
of the
Nashville Chapter

Date: Thursday August 8th, 2013

Place: Holiday Inn Vanderbilt

Cost: Members = \$20.00

Guests = \$30.00

Meeting Schedule

5:30 - 6:00 Social/Networking
6:00 - 6:45 Dinner
6:45 Business Meeting/Speaker

\$5.00 Discount for early registration

Contact Mary Simpson for reservations at
615-367-8083 or msimpson@genesco.com

How to Get What You Want

Mark Kenny, President and Founder of Hippo Solutions

With a topic like the above, how can you not be interested? Our August speaker is an "expert" in win-win persuasion techniques for information technology professionals. The "expert" is Mark Kenny, President and Founder of Hippo Solutions.

Mark will discuss how to persuade the right people to get the resources, the buy-in, the budget, the information, and the behavior change you need. He will discuss how you can influence your team and how your team can positively influence the organization. Mark will outline healthy persuasion strategies wrapped in the context of good relationships which is an important communication skill.

Mark's presentation will discuss unhealthy and healthy strategies, how our "shape" plays a role, and the key to win-win persuasion, so that we can become better communicators and influencers.

Hippo Solutions is a Franklin, Tennessee based organization which uses actor-based training to improve the communication skills of business and technology professionals. Mark Kenny began his information technology "career" when he saw the punch card computer in his

father's office as a child. He currently has over 20 years of experience in the IT field in technical support, network administration, software testing, development, software implementation, sales, business management, and professional services.



Mark has worked in the education, publishing, manufacturing, healthcare, technology, and transportation industries. He currently works on developing the communication and people skills of IT and other professionals, so that

they can enhance their careers and become indispensable to their organizations.

Mark has given several talks to the IT community. He holds a Certificate in Project Management from the University of Washington. Mark lives in the Nashville area with his wife and four children. He is an aviation geek and plays basketball in a weekly league.

This should be an interesting discussion on how to get what you want.

Please post this copy on your company bulletin board

REMEMBER
Dinner Cost Reduced With Early Registration:
\$15 – Members, \$25 -- Guests