



# Newsletter

April, 2019

## President's Message

We are FINALLY into Spring!

It seems our Region was especially hit by dreary, snowy & wet weather so I am wishing you all a sunnier, warmer & drier period into summer.

We aren't too far away from our annual Region Conference May 2nd thru the 4th in St. Louis. Our hosts have put together a fantastic schedule with an all-day Evidence Based Design Seminar, Product Representative Academy and of course our leadership training. There's something for everyone!! So please go to the [Conference Website](#) and register, and encourage some future leaders to participate as well. Conference Hotel rooms are going fast so make your plans ASAP!

We will also be voting on new Region Leadership positions at the Conference: President-Elect and Treasurer. If anyone is interested in volunteering please let myself ([laurajeann@ljd-architect.com](mailto:laurajeann@ljd-architect.com)) or Jarrod ([jarrod.mann@bgcons.com](mailto:jarrod.mann@bgcons.com)) know. Look for a list of nominees in the next couple of weeks.

You should also have received Voting information for our Region's Institute Director with your Member Number and Password. Please take the time before April 9th to cast your vote!

We are still in need of a Certification Chair. The Committee Guide can be downloaded [here](#). If you are interested or know of anyone who may be willing to volunteer, please contact me.

The Dynamic Chapter Initiative continues to be a great source for information and ideas for Chapter meetings and events. They have posted some videos and other information that you can access to get some new ideas if you aren't already participating.

Unfortunately, I was unable to listen in to the Town Hall webinar but understand it was very informative. I know there are still some frustrations (Can you say CSI-Connect & Leaders Digest?) but I truly believe the Institute is overall in a better position to serve



members today than they were even a year ago. Progress can be slow but the more participation and input, the better we will become as an organization – no matter how critical. We ARE our organization so keep your suggestions and questions coming. If you have some thoughts regarding the Call you would like to share with the Region, please send us your notes. If you haven't logged into the website please do so to update your profile and select which Group through the CSI-Connect you want to participate. It is also critical to NCR and the Institute to have your latest contact information so you can be receiving updates and other membership information.

Hope to see you in May!

**Laura Jean Derrick, CSI, AIA**  
**North Central Region President**

## Director's Message - At Your Service

Its official, CSI is now an AIA CEU provider and many chapters have been using the CSI Provider number to register their programs and activities. Please realize this is an AIA administered program. That said any issues that arise going forward please contact AIA first, not CSI. More information can be found [here](#).

Round one of the Dynamic Chapter program was successful and round two is going strong. THANK YOU to everyone who participated. This has resulted in many new and exciting program at chapters all across the country.

Tracy Petrillo, EdH, CAE, our chief learning officer, continues to develop and advance our education and certification programs. She is working on a new faculty guide for the CDT® certification program that is being used in the BE Prep Program that is in place in several junior colleges. Tracy is also working on updates to the CCS, CCCA, and CCPR certification programs.

The CSI Resources website continues to evolve with our communities. If you have not joined this online experience I highly encourage you to participate. The discussions are lively and it's a great way to connect with all our members nationally. Please visit the [CSI website](#) and join a community of interest today!

The volunteer portal has been refreshed and updated. If you would like to join a committee, please visit the [CSI Volunteer Portal](#).

The 2019 Honors and Awards Guide has been published. The deadline for Honors and Awards submissions will be May 29, 2019 - at Midnight EST. The deadline for Outstanding Chapter Commendation submissions will be July 15, 2019 - at Midnight EST. Check out the new Communicator of the Year Award that was designed as acknowledgement of individuals who are creating thought provoking, informative, or instructional commentary on the CSI Online Communities.

The next Master Specifiers Retreat is at the Swissotel in Chicago from June 19 to June 21, 2019. Registration has closed for the June MSR and product rep registration is now open for the January 2020 MSR to be held in Los Angeles, CA. Product rep registration is open at on the [MSR webpage](#).

Our next board meeting will be held June 22 & 23, 2019, so if there are any items you would like me to have added to the agenda, please contact me.



If you have anything further, you would like to discuss do not hesitate to contact me at 224-698-7732 or via email at [alan.itzkowitz@gmail.com](mailto:alan.itzkowitz@gmail.com)

It's an honor to serve and I thank you for your support of CSI!

**Alan Itzkowitz, FCSI, SCIP, CCS, CCCA, LEED AP**  
**Institute Director from the North Central Region**

### CSI Contacts

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**CEO Mark Dorsey:** [CEO@csinet.org](mailto:CEO@csinet.org)

# North Central Region News

## Secretary's Report

As the days are getting longer and the weather gets warmer, our thoughts are turning toward the Region Conference and Chapter elections. A friendly reminder to let Institute know the election results, and while you're at it, copy your friendly neighborhood Region Secretary. It will keep me from bothering you later.

Hopefully you have been able to review the "preliminary" meeting minutes and if necessary, provide comments and/or corrections. Some of you have and it is greatly appreciated.

Finally, as Co-Chair of the upcoming Region Conference in St. Louis, I encourage you to sign up as soon as you can. We are running low on rooms for the discounted price at the Chase and are pleased to announce the schedule, more information on the Product Representative Academy and Evidence Based Design education tracks.

As always, if you have any questions, comments or concerns, please do not hesitate to let me know.

**Steve Gantner, CSI, CCS, CCA**  
**Secretary**

## Awards Report

Five Chapters submitted awards this year across various categories. Voting will take place late March/early April by the Awards Committee. Tohnya Adams with MSP Chapter will be taking over as Awards Chair starting July 1. She will be included on the committee during the voting process, and I will meet with her at the NCR Conference in May to answer questions and talk about the position.

**David L. Neuner, Jr., CSI, CDT**  
**NCR Awards Chair**

## Communications Chair Report

Are you on Twitter? Follow the North Central Region's Twitter feed [@csincr](#). We regularly retweet notices from our chapters, members, and other interesting tidbits.

**Elias Saltz, CSI, CCS, SCIP**  
**Communications Chair**

## Treasurer's Report

The region is in the black by approximately \$500 for the current budget year and has a reserve sufficient to cover several years' operations. Copies of the current budget and Treasurer's reports are available upon request.

Our reimbursement policy and reimbursement request form are available now on the ["About" page on the region website](#). For those of you who wish to be reimbursed for conference expenses, please plan to submit reimbursement requests no later than June 23.

**Elias Saltz, CSI, CCS, SCIP**  
**Treasurer**

## NCR COW Report

Just a short note to let everyone know that the NCR [Chapters Of Wisconsin](#) are doing OK.

The Milwaukee chapter usually meets on the second Monday of each month, and the Madison chapter usually meets on the second Tuesday of each month.

The Fox Valley chapter meets quarterly and will be scheduling a meeting in April.

**Lynn Javoroski, FCSI, CCS, SCIP**  
**North East RDC**

# North Central Region News

## Northwest Region District Coordinator Report

Twin Ports Chapter – Duluth: Hugh Reitan, President

Event: Chapter Expo on 3/19/2019

Board Members Contacted: Hugh Reitan, Gayle Taylor, and Jarrid Houston

The Chapter Expo was a successful mid-day event with product exhibits and buffet luncheon, followed by an inspirational presentation by SSG John Kriesel, Minnesota National Guard, recounting the story of his unit's service, his recovery from injuries, and his life after service in the National Guard. The full story is told in his book, "Still Standing, The Story of SSG John Kriesel" by John Kriesel as told to Jim Kosmo.

Follow-up: Gayle Taylor, LHB, informed me that two members in her firm are having trouble renewing their CCCA certifications with National CSI. Ryan Thorson (PE) and Kiiri Schoenberg have maintained their continuing education requirements but did not pay for certification renewal on time. Ryan Thorson sent in his renewal payment, however, CSI returned his payment noting that the certification could not be renewed. I will get more details to follow-up with responses that Gayle receives on her inquiries with CSI. This should be a concern for the Region and its members.

Red River Valley Chapter – Fargo: Brandon Hopperstad, President

Event: Chapter Product Show and Expo on 4/24/2019

Board Members Contacted: Brandon Hopperstad

Marthe Brock and I, both members and presenters for the Minneapolis-St. Paul Chapter Certification Committee are scheduled to present "Project Conception & Project Delivery" during the Red River Valley Chapter's Product Show.

I will complete my RDC report following the April 24th visit.

Minneapolis-St. Paul Chapter (MSP): Cynthia Long, President

Event: Twin Ports Chapter Expo on 3/19/2019

Board Members Contacted: James Bergevin, (MSP) Chapter President-Elect

James Bergevin expressed concerns with CSI maintaining certification renewals, especially with CDT now becoming a certification.

**Kermit Duncan, CSA, CCCA, AIA  
NW RDC**

## Membership Matters



Find out who in your chapter and/or among your colleagues is planning to take the CDT exam. Make sure they know what aids and helps there are in your area. Encourage them. Check in a few times to see how they're doing. And, when they pass, be sure to congratulate them! Announcements in chapter newsletters and at chapter meetings are one way, but a letter to their employer might be a nice touch.

**Lynn Javoroski, FCSI, CCS, SCIP  
Membership Chair**



# North Central Region News

## **NCR Programs and Education Report**

NCR 2019 Conference Education: Our Greater St. Louis Program Committee has been actively working to put together an exciting schedule of continuing education classes for the upcoming Region Conference May 2-4 in our home town. Thanks to the support of Thad Goodman from the Great Lakes Region, after a hiatus of several years we are bringing back the Product Representative Academy (PRA) for professionals involved in the supply or installation of construction materials. Thanks to the sponsorship of Alberti Group, we are introducing full day on Science and Evidence-Based Design (EBD) for architects, developers, and health care designers. And there will be time left for some technical product-specific classes put together by industry professional associations. More detailed information follows, and is included elsewhere in the newsletter and on the region website: [csinc.org/conference](http://csinc.org/conference).

**Product Representative Academy (PRA):** The professional construction product representative is the backbone of CSI, but often programs are geared toward the design or owner teams. The PRA was noted for being a premier national symposium geared exclusively toward the supplier and contractor teams: product representatives, manufacturers, contractors, subcontractors, and others. This year's conference reinstitutes the same curriculum from previous PRAs taught by experienced CSI-certified professionals. With the change in status of the CDT to a certification, continuing education credits will be required. This will be a great opportunity for professionals of any experience level to pick up as many as 9 hours of accredited classes.

**Evidence Based Design (EBD):** This symposium brings together a distinguished group of scientists, educators, and design professionals to answer the question "What is the science behind evidence-based design?" Architects, contractors, and building owners are being required to know more and more about building science, human behavior, and environmental health. This series of programs, with a focus on evidence-based design in healthcare projects, will help professionals to a deeper understanding of how science can inform their decision-making. At the end of the day, small groups will be given an opportunity to test what they have learned by critiquing various well-known existing studies in science and evidence-based design.

**Update on CSI/AIA Providership:** Several chapters within our region are participating under Institute's umbrella to provide AIA-CES credits for their programs. I have been actively using the new system for both my chapter and the upcoming regional conference. AIA has been working diligently to respond to submissions for credit, but due to a recent overhaul of their internal software platform for the CES program, they are taking about 10 working days to review and respond. It is especially important if you are seeking LU/HSW credits that you carefully read and strictly follow their revised guidelines, as AIA's reviewers are being more rigorous. If your submission is returned, "requiring more information," you will be put at the back of the queue again and be facing an additional 10 working days from when you resubmit your revisions.

You may not advertise your submitted courses as having AIA-CES credits until they are actually approved by AIA. Once you have initially submitted a program to AIA, however, you may advertise the program as "submitted for AIA credits" but you may not list the number of hours or the type of credit (LU or LU/HSW) until you are approved. You may (and should) present a submitted but not yet approved session and take names of attendees. Once the session is approved, you are free to enter the names retroactively in the AIA system. I've done this twice now (and expecting to do it a third time as our chapter program today is still not approved) and it has worked fine.

Along with the other regional committee chairs, I will be part of the "Leadership Lounge" on Saturday of the NCR Conference. If you are attending the conference, join in as we discuss tips and strategies for navigating AIA-CES credits, and also anything else you want to talk about regarding education and programs. Hope to see you May 2-4. Meet me... in my hometown.

**George Everding, FCSI, CCS, CCCA  
Programs/Education Chair**

# North Central Region Conference



## CSI North Central Region Conference

Saint Louis, May 2-4 2019

Project Representative Academy  
Science and Evidence-Based Design  
NCR Leadership Events  
Companion Activities  
Technical Education Sessions

Wednesday May 1				
3:30 pm - 7:30 pm	Registration/Information Table Open			
6:00 pm - 7:30 pm	Hosted Restaurant reservation times available (Dinner on Your Own)			
8:30 pm - 11:30 pm	HUFCOR Hospitality Room Open			
Thursday May 2				
7:00 am - 7:00 pm	Registration/Information Table Open			
7:30 am - 8:00 am	Continental Breakfast available [MEETING ROOM LOBBY]			
8:00 am - 9:00 am	PET-1 [PPG RED] President Elect Training (Coan/Zawodny)	PRA-1 [NEGWER] Time & Territory Mgt (Mollohan)	EBD-1 [PPG BLUE] Setting the Stage (Vyas)	9:15-10:45 Chase Park Plaza Tour -or- 8:00-11:30 Free Time <Explore the Central West End>
9:00 am - 9:15 am		Break		
9:15 am - 10:15 am		PRA-2 [NEGWER] Architect's Office (Goebel & Byrd)	EBD-2 [PPG BLUE] Crafting a Study (Rice)	
10:15 am - 10:30 am		Break		
10:30 am - 11:30 am		PRA-3 [NEGWER] Data Mining & Job ID (Schwab)	EBD-3 [PPG BLUE] Performing Research (Kehrer & Krogstad)	
11:30 am - 1:00 pm	Welcome Lunch & Conference Opening [REGENCY ROOM]			
1:00 pm - 2:00 pm	PET-2 [PPG RED] President Elect Training (Coan/Zawodny)	PRA-4 [NEGWER] Product Selection (Adams & Saltz)	EBD-4 [PPG BLUE] Analyzing Results (Scofield)	1:15 pm -5:15 pm "Artsy Thursday" Third Degree Glass and MADE
2:00 pm - 2:15 pm		Break		
2:15 pm - 3:15 pm		PRA-5 [NEGWER] Specifications (Speaker TBA)	EBD-5 [PPG BLUE] Limits of EBD (Torresarpi)	
3:15 pm - 4:15 pm		PRA-6 [NEGWER] An Architect's Day (Rickert)	EBD-6 [PPG BLUE] Break Out Sessions (Group)	
4:15 pm - 4:30 pm		Break		
4:30 pm - 5:30 pm	[PPG RED] <Open Classroom> (TBA)	PRA-7 [NEGWER] Sales Etiquette (Zawodny, Goodman)	EBD-7 [PPG BLUE] Conclusion (Vyas)	
5:30 pm - 7:00 pm	Shuttle Buses to Boathouse in Forest Park			
6:00 pm - 8:30 pm	Opening Reception [BOATHOUSE IN FOREST PARK]			
8:00 pm - 9:30 pm	Shuttle Buses from Boathouse in Forest Park			
8:30 pm - 11:30 pm	HUFCOR Hospitality Room Open			



# North Central Region Conference

Friday May 3				
7:00 am - 7:00 pm	Registration/Information Table Open			
8:00 am - 9:30 am	Breakfast and Keynote [REGENCY ROOM]			
9:30 am - 9:45 am	Break		9:45 am - 5:15 pm "Forest Park Friday" Self-Guided Tour of Museums and Attractions - or - Free Time in CWE	
9:45 am - 10:45 am	PRA-8 [KHORASSAN ROOM STAGE] BONUS SESSION: Trusted Advisor / Golden Rep (Goodman & Mollohan)			
	TCH-1 [PPG RED] AWI Presentation (Fisher)	TCH-3 [NEGWER] IMI Presentation (Conwell)		TCH-5 [PPG BLUE] Fiduciary Duty for Product Manufacturers (Vyas)
	10:45 am - 11:00 am	Break		
11:00 am - 12 noon	TCH-2 [PPG RED] Paint and Decorating (TBA)	TCH-4 [NEGWER] MISL Presentation (McMillan)		
	PRA-9 [KHORASSAN ROOM STAGE AND FLOOR] BONUS SESSION: Getting the Most out of Trade Shows (Goodman & Mollohan)			
12 noon - 3:00 pm	Product Expo and Lunch [KHORASSAN ROOM]			
3:00 pm - 3:15pm	Break		9:45 an - 5:15 pm "Forest Park Friday"	
3:15 pm - 5:30 pm	[LEADERSHIP]  Communications (Saltz)  Awards (Neuner/Adams)	[LOUNGE] Brewery Break 1  Brewery Break 2  Brewery Break 3		
5:30 pm - 6:00 pm	Break			
6:00 pm - 8:30 pm	Awards Reception and Dinner [ZODIAC ROOM]			
8:30 pm - 11:30 pm	HUF COR Hospitality Room Open			

Saturday May 4			
7:30 am - 12 noon	Registration/Information Table Open		
7:30 am - 11:00 am	Continental Breakfast available [LEADERSHIP / LOUNGE]		
8:00 am - 11:00 am	[LEADERSHIP/LOUNGE] Programs (Everding) Membership (Javoroski) Certification (TBA) Academic (Grotenhuis)	[PPG BLUE] <Open Classroom>	Free Time
11:00 am - 12 noon	[LEADERSHIP / LOUNGE] Box Lunches available	NCR Annual Meeting	
12 noon - 1:00 pm		NCR Board Meeting	
1:00 pm - 2:00 pm		NCRC Post-mortem	
2:00 pm - 3:00 pm	Break		
3:00 pm - 8:00 pm	Tour the Arch (optional, additional fee)		

# North Central Region Conference



**CSI North Central Region Conference**

*Saint Louis, May 2-4 2019*

## Science and Evidence-Based Design

**Education** focused on **science, technology, and evidence-based** design strategies

**The Greater St. Louis Chapter of CSI** will host the **2019 North Central Region Conference**, and we are offering a unique educational opportunity for design and construction professionals seeking a deeper understanding of how science can inform decision-making, with a focus on evidence-based design in healthcare projects. We have a total **of 9 hours CEU** accredited classes: take any or all of them, and enjoy the other events included with the conference, all for one low **registration fee of \$145**. Here's what's happening:

**Presentations on Science and Design:** Get an early start on Thursday, May 2 with four sessions exploring aspects of building science research: How do correct survey techniques ensure valid scientific studies? How does rigorous research confirm computer design modeling? How does the performance of a completed facility compare to design assumptions?

**Afternoon Discussion and Workshop on Evidence-Based Design:** The conference continues in the afternoon with a panel of leaders in healthcare design analyzing the scientific efficacy of evidence-based design today, and positing future improvements. How confidently can our clients and end users rely on our assumptions about evidenced-based design?

**Bonus Session Prior to the Product Expo:** Friday, May 3 includes additional sessions on relevant topics in design and construction, continuing the focus of Thursday's discussions.

We have a great location! The historic Chase Park Plaza Hotel in the Central West End was built in 1922 and in its heyday played host to presidents, kings, celebrities, and athletes. The hotel is located on the east side of Forest Park in the heart of the city's Central West End.



The Chase Park Plaza Royal Sonesta St. Louis

For more information, visit our Conference website: <https://www.csincr.org/conference>



# North Central Region Conference



## CSI North Central Region Conference

Saint Louis, May 2-4 2019

### Thursday May 2<sup>nd</sup>, 2019 - Science and Design Presentations - 4 hours

- **Setting the Stage** (*Ujjval Vyas*)
  - An introduction to problems designers face when making claims based on lax scientific methodology and biased research. What is the science behind evidence-based design?
- **Managing the Data** (*Amy Rice*)
  - A successful scientific study collects appropriate data, allows for purposeful analysis, and advances scholarly research. This session explores general principles of survey design by using examples of successful surveys, and some that were less so.
- **Performing the Research** (*Norbert Krogstad and Manfred Kehrner*)
  - Thoughtful scientific research and computer modeling can improve building technology. This hygrothermal research case study investigates problems (risks of mold, bio-aerosols, and other water transmission created issues) inadvertently created in building envelopes while attempting to increase energy efficiency.
- **Replicating the Results** (*John Scofield*)
  - How do we cut through conflicting claims and confirm that our built environment performs the way we expect it to? This presentation compares the energy savings claims of buildings designed to meet green ratings systems with the actual metered energy use of the finished buildings. How energy efficient are green buildings?

### Thursday May 2<sup>nd</sup>, 2019 – Evidence-Based Design Discussions – 3 hours

- **Limits of Evidence-Based Design** (*Pablo Torresarpi*)
  - What is the credible, scientifically valid research behind evidence-based design? Can we use the evidence that exists to inform our design decisions and create buildings that have a positive effect on human health and performance? This presentation will explore the history and current state of evidence-based design.
- **Break Out Sessions** (*Group discussions*)
  - Small groups will be given an opportunity to critique various well-known existing studies in science and evidence-based design. The groups will determine their study's successes and failures and propose improvements, and report on their assessments.
- **Conclusion** (*Ujjval Vyas*)

### Friday May 3<sup>rd</sup>, 2019 – Bonus Sessions – Additional Topics for Consideration - 2 hours

- **Fiduciary Duty for Product Manufacturers**
  - Because licensed design professionals have fiduciary duty requirements in six states, manufacturers will need to adjust their marketing, sales, and product support strategies. This session explains fiduciary duty and explores the significant impact it has on manufacturers and their representatives, not only in those six states, but wherever they sell their products in North America.

For more information, visit our Conference website: <https://www.csincr.org/conference>



# North Central Region Conference



**CSI North Central Region Conference**

*Saint Louis, May 2-4 2019*

## Product Representative Academy

**Education** focused on the needs of the **Construction Product Representative**

The Greater St. Louis Chapter of CSI will host the 2019 North Central Region Conference, and we are offering a unique educational opportunity for the professional construction product representative. Regardless of where you are in your career, you can benefit from the experience and wisdom of our CSI-certified professionals. We have **9 hours of CEU** accredited classes: take any or all of them, and enjoy the other events included with the conference, all for one low **registration fee of \$145**. Here's what's happening:

**"Arrive Early" On-boarding Sessions for the Newer Employee:** Get an early start on the morning of Thursday, May 2. Reduce your learning curve with insights on how to manage your time and territory, how to deal with architects, and how to find leads.

**Product Representative Track Classes:** The conference officially begins at noon on Thursday, May 2 with our Welcome Lunch, followed by 4 hours of Product Representative Academy classes geared toward the intermediate level product representative.

**Bonus Sessions Prior to the Product Expo:** Friday, May 3 includes two additional sessions of Product Representative Academy content: "Trusted Advisors," and "Getting the Most out of Product Shows." Of interest to all levels of experience, these sessions provide practical help for being more effective in your job.

We have a great location! The historic Chase Park Plaza Hotel in the Central West End was built in 1922 and in its heyday played host to presidents, kings, celebrities, and athletes. The hotel is located on the east side of Forest Park in the heart of the city's Central West End.



The Chase Park Plaza Royal Sonesta St. Louis

For more information, visit our Conference website: <https://www.csincr.org/conference>



# North Central Region Conference



## CSI North Central Region Conference

Saint Louis, May 2-4 2019

### Thursday May 2<sup>nd</sup>, 2019 - **"Arrive Early"** – 3 hours (for the newer employee)

- **Time and Territory Management** (*J.W.Mollohan*)
  - 18-36 month matrix of how to hit the ground running and make the best use of your time. Great for new hires who need some direction on what to do when.
- **Inner Workings of an Architect's Office** (*Fred Goebel, Michael Byrd*)
  - Overview of the hierarchy of a large office/small office that explains who does what, how time is accounted for, who to contact and what to do/not do.
- **Data Mining and Job identification Techniques** (*Brad Schwab*)
  - Quick overview of Dodge, BS services, Internet searches, etc. that will help new reps understand why these tools exist and how to use them correctly.

### Thursday May 2<sup>nd</sup>, 2019- **Product Rep Track**- 4 hours (*starting after lunch*)

- **Product Selection- Is Your Product Right for the Job?** (*Tohnya Adams, Elias Saltz*)
  - Every product has positives and negative aspects. No product fits on every job. Be a part of this presentation to learn from an architect and a manufacturer how to find the right fit for the things you produce.
- **The Good, The Bad, The Ugly of Specifications: Dealing with Design Professionals** (*Speaker TBA*)
  - Specifications are a necessary part of the business. If you are not in listed, you seldom get on the project. You have identified that your product is right for the job- now how do you get into the specs? Attend and find out.
- **A Day in the Life of an Architect** (*John Rickert*)
  - Learn from an architect what they do all day. This presentation is invaluable for seeing inside the mind of an architect and finding out the best way to communicate with and integrate into their work life.
- **Sales Etiquette: A Competitive Edge** (*Andrea Zawodny, Thad Goodman*)
  - Learning how to present yourself, your company and your product to an architect is more complicated than you might think. Attend this session for tips and tricks on how the things you do affect the things that get specified.

### Friday May 3<sup>rd</sup>, 2019 – **Bonus Sessions** - 2 hours (*prior to Product Expo*)

- **Trusted Advisor Status: Becoming a Golden Rep** (*Thad Goodman*)
  - We have all heard the term- Trusted Advisor. What is it? How do you become one? Who decides? Sit in and find out.
- **Getting the Most out of Trade Shows** (*Thad Goodman*)
  - Trade Shows are a part of life for the Product Rep. Love them or dread them, there is a way to make them more effective. Attend for some tips and tricks on how to make this part of your job more productive.

For more information, visit our Conference website: <https://www.csincr.org/conference>



# February Conference Call Meeting Minutes



## NCR LEADER'S TELECONFERENCE MEETING MINUTES

**Date:** Wednesday, February 13, 2019 @ 8:30 AM

1. Meeting was called to order at 8:32 am.

a. Roll Call: Steve Gantner (12 of 24 voting members present)

i. Officers

President	Laura Jean Derrick	P
President Elect	Jarrold Mann	P
Treasurer	Elias Saltz	P
Secretary	Steve Gantner	P

ii. Institute

Institute Director	Alan Itzkowitz	P
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iii. Chapters (Presidents or Directors)

Central Illinois	? (director)	A
Central Iowa	Chuck Jansen (director)	P
Central Missouri	? (director)	A
Chicago	Drew Clausen (director)	A
Crandic	Paul Nichols (director)	P
Flint Hills	Ron Ray (director)	A
Fox River Valley	David Atkins (Director)	P
Greater St. Louis	David Neuner Jr. (director)	A
Illowa	? (director)	A
Kansas City	Sara Gilliam (director)	P
Madison	Ross Mori (director)	A
Mid Kansas	Clark Simpson (director)	P
Milwaukee	Lynn Javoroski (director)	A
Minneapolis-St. Paul	Cynthia Long (president)	A
Nebraska	Stuart Poyner (president)	A
Northern Illinois	Fred Burr (director)	P
Red River Valley	Brandon Hopperstad (director)	P
Southwest Missouri	Paul Hulett (president)	A
Twin Ports	Todd Johnson (director)	A

iv. Region District Coordinators

North East District	Lynn Javoroski	A
South East District	Fred Burr	P
Central District	Daryl Robinson	P
South West District	Mike Coan	A
North West District	Kermit Duncan	P

v. Committee Chairs

Awards	David Neuner Jr.	A
Communications	Elias Saltz	P
Certification		
Programs/Education	George Everding	A
Academic Liaison	Peter Grotenhuis	A
Membership	Lynn Javoroski	A

# February Conference Call Meeting Minutes



## NCR LEADER'S TELECONFERENCE MEETING MINUTES

1. Minutes from Previous Meeting: Minutes from January 9, 2019 were reviewed and approved.
2. Financial Reports – Elias Staltz
  - a. Individual review of financials prior to meeting, no discussion, no questions (copies attached).
3. President's Comments – Laura Jean Derrick
  - a. North Central Region Conference update.
    - i. 2019 NCRC Website is up and running for registration, please register. There are a limited number of partnerships available, please check on line and help support the conference. Update on schedule:
      1. Wednesday, May 1, if you arrive early, the Greater St. Louis Chapter will have members available to show you to local establishments for dinner on your own and the hospitality room will be up that evening.
      2. Thursday, May 2, President Elect Training, Product Representative Academy, All day seminar on Science and Evidence Based Design, Welcome Event.
      3. Friday, May 3, Continuing Education Classes, Product Representative Academy, Product Expo, NCR Leadership Lounge.
      4. Saturday, May 4, NCR Leadership Lounge, Annual Meeting, Business Meeting.
    - ii. 2020 NCRC in Flint Hills, April 30 - May 2, 2020. No new discussion
    - iii. 2021 Southwest Region, Robin Snyder is attending the NCR in St. Louis and will be working with Laura Jean and the Denver and Pikes Peak Chapters.
  - b. Everything seems to be worked out with CSI and AIA and all should be receiving credits if they apply for them and comply with the requirements.
  - c. Dynamic Chapter Program round 2 going, make sure your chapter is on board. If you have not yet signed up, let Laura Jean know and she will help you out. There are currently 59% of the Chapters participating.
  - d. Annual calendar reminder:
    - i. February:
      1. Begin NCR award nomination process.
      2. Chapter dues increase/decrease due to Institute.
    - ii. March:
      1. March 1 is this years deadline for NCR nominations.
      2. NCR nominating committee established by current NCR President-Elect.
      3. If your Chapter's fiscal year ends on 12/31, let Treasurer know if Chapter will be filing taxes or if Institute will do so.
4. Institute Report – Alan Itzkowitz:
  - a. Dynamic Chapter Program: 175 people from 76 chapters participating in DCP1 and DCP2. That represents 59% of all CSI chapters.
  - b. CDT Program: Now officially a registered trademarked item, so if you use it, make sure to use the registered trademark symbol: CDT®. For those with the CDT certificate you will have until June 30, 2021 to get your CEU's to convert it to the certification.
  - c. Volunteer opportunities available, check the website.
  - d. AIA CEU Program: Up and running. If you haven't signed up yet or are having issues, please contact Cathy Stegmaier at Institute.
  - e. Communities: There are several communities on the CSI website. Check them out and join one to communicate with all CSI members.
  - f. Master Specifiers Retreat: In Chicago, in June, request participation by March 1<sup>st</sup>.
  - g. Institute Honors & Awards Guide is being updated and will be available March 1, 2019. Honors and award submissions are due by May 29th.
5. RDC and Region Committee Chair Reports:
  - a. RDC Southeast (Fred): Has visited Chicago and Northern Illinois and sat in on their board meetings, all is going well with them. Planning a visit to Central Illinois in March.
  - b. RDC Southwest (Mike): No report.

# February Conference Call Meeting Minutes



## NCR LEADER'S TELECONFERENCE MEETING MINUTES

- c. RDC Central (Daryl): No report, visits upcoming.
- d. RDC Northwest (Kermit): Report attached at the end of the minutes.
- e. RDC Northeast (Lynn): No report.
- f. Membership (Lynn): Not on call, but sent information prior to meeting.
  - i. Current member numbers emailed prior, membership increased over last month, but largely remains similar month to month.

January 2019		February 2019	
1036	Professional	1045	Professional
81	Student	83	Student
85	Emerging Professional	93	Emerging Professional
56	Emeritus	56	Emeritus
35	Retired	35	Retired
3	Distinguished	3	Distinguished
2	Lifetime – Affiliate	2	Lifetime - Affiliate
3	Staff	3	Staff
1	Lifetime	1	Lifetime
1302	Total Members	1321	Total Members

- g. Communications (Elias):
    - i. Newsletter to be sent out at the end of March. Excomm, Committee and RDC's to send reports to Steve Gantner by March 20<sup>th</sup>. All others send articles directly to Elias.
    - ii. Please follow NCR on Twitter @CSINCR. Elias will retweet content.
  - h. Programs: No report.
  - i. Awards (David):
    - i. Not on the call, but reminder that the deadline for submission is March 1, 2019. Get those nominations in.
    - ii. This will be David's last year as Awards Chair. Thank you to Tohnya Adams for volunteering to take over the Awards Committee.
  - j. Certifications: Need a volunteer. A good way to become active in the Region.
6. Next Meeting, Wednesday, March 13<sup>th</sup> at 8:30 am.
7. Meeting Adjourned 8:54 AM.



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**Nominating**

OPEN

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