



ON TUESDAY, SEPTEMBER 11 . . .

The Atlanta Chapter of the International Facility Management Association will hold its monthly meeting at - LANIER PLAZA - AT THE INTERSECTION OF I-85 North and Monroe Drive. Our program this month:

DEVELOPING THE BOARDROOM MENTALITY

As a first for the Atlanta Chapter of IFMA, this month we will conduct a peer session. A peer session is designed to provide an open forum for IFMA members to exchange concerns, problems, ideas and solutions on very critical issues. The session will be co-moderated by Ed Rondeau and Christine Williams.

The topic for the session will be "Developing the Boardroom Mentality". Enclosed is an editorial by Anne Fallucchi of Facilities Design & Management which does an excellent job of identifying the problem. As facility managers we get preoccupied "fighting fires" and fail to take a "boardroom" approach. This session will allow us to share our experiences on a very important issue.

Lunch will be served PROMPTLY at 12:00 noon, so please arrive in plenty of time to register. Reservations for this meeting must be made by 2:00 p.m. Friday, September 7. . . For reservations, please call 658-1776 and ask for Pat Stanfield. The charge is \$10.00 for members and \$15.00 for non-members. NO SHOWS WILL BE INVOICED.

See you at 11:45 for what promises to be an informative program.

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International Facility Management Association
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EDITORIAL

Developing the boardroom mentality

The need for long-range strategic facilities programs has become an imperative for American businesses. Reasons are many, often complex, and almost always stem from the dramatic changes taking place in corporate life as the switchover is made from an industrial to an electronic information society. In light of these upheavals, facilities management executives must avoid crisis management and take a proactive stance in the design, planning, and management of office facilities. And it must be done in tandem with corporate strategic business plans. Not to do so can erode the validity of bottom-line figures.

But a superb proactive facilities plan has no value unless it is implemented, unless ideas are turned into reality. If not, they are in limbo. It takes an attitude—the boardroom mentality—to present, or market, a proactive plan with merit to strike action-producing responsive chords.

Part of the boardroom mentality means learning the language of the boardroom, supporting the plan with documented facts and figures, detailing what efficiencies can be boosted and inefficiencies slashed through cost-effective, facilities-related measures. Ask those privvy to the boardroom process what the CEO reacts to, query others within the corporation with successful track records for getting programs approved, and even talk to colleagues from other corporations who have strong in-the-works programs that are benefitting their organizations.

Facilities management executives must take the initiative to prove that proactive programs will pay off. George Trayer put it succinctly at a NEOCON 16 seminar when he said that the facilities management executive who does not practice proactive management should probably be wearing a toolbelt, that the future “lies in our heads and not our hands. It is not how well a job is done, but how well it is thought out.”

Trayer, who is vice president of Central Bank of Denver, speaks from experience. His long-range facilities program was recently approved by the bank’s CEO and the holding company’s chairman. Like other savvy pros, Trayer has that boardroom mentality.

Anne Fallucchi
Editor