

International Facility Management Association



IFMA Atlanta Chapter * 1185 Willingham Drive * Atlanta, Georgia 30344 * June 1999 Issue

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Pointe Services
Rite Way Service, Inc.
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Shaw Contract Group
Steelcase, Inc.
Technical Industries, Inc.
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Monthly Meeting

Wednesday, June 16 ** The Abbey Restaurant

Topic: Getting The Most Value from Your IFMA Membership

Time: 11:30 a.m. - 1:30 p.m.

Cost: \$20.00 Member; \$25.00 without advance registration
\$35.00 Guest; \$40.00 without advance (Friday) registration

Location: The Abbey Restaurant, 163 Ponce de Leon Avenue, Atlanta, GA

Reservations: Association Office(404) 766-1632 or Fax 404-768-7767 Please contact Lisa by 4:30 p.m., Friday, June 11, 1999 or your rate will be the higher, without registration.

Are you getting the most value from your IFMA membership? Are you aware of your available IFMA resources and membership benefits on both a local and international level? Do you know about our Internet resources that include Online Educational Courses, IFMANet, and Jobnet? More importantly, do you know how to find these resources and easily use them? This month, we are pleased to announce that our program will feature two guest speakers from our International IFMA Headquarters in Houston, Texas; Linda Beverly, Associate Director of Membership Services and Karie Cortes-Costa, Internet Development Specialist. Linda and Karie have a presentation for us that will communicate the real value of IFMA membership and how your association is using technology and research to work better for you!

We know that you will enjoy Linda and Karie's speaking style and find their program informative and useful. Please join us in welcoming our Houston guests at our new luncheon venue. See you at the Abbey on the 16th!

Upcoming Events:

June 16

IFMA International will be giving a presentation on how to get the most out of IFMA!

Future Topic

Feng Shui in the Workplace

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President's Message



IFMA Atlanta. What's in it for me? It's OK. The question is an honest one and warrants direct attention. Please join us at this month's luncheon to learn more about the value of your IFMA membership and how your association is using technology and research to work better for you! On a

local level, we have not forgotten that a primary chapter objective is to deliver quality membership benefits and services. Simply put, we are striving this year to enhance our membership services and educational programming for you. We learned at our last meeting that 80% of knowledge is disseminated in an auditory form. To obtain the full benefit of your local Chapter membership, we encourage that you make every effort to participate in chapter programs, networking and tours. Please make a little time this year to advance your career and profession by involving yourself in the Chapter. IFMA Atlanta is a better Chapter with you in it!

A Word on Chapter Growth and our Membership Drive

This is your chapter and we need our help in attracting facility managers to our Association. We would appreciate the assistance of all Professional and Associate members with this important chapter effort. Please take a moment this month to invite someone that you know and respect to join IFMA. If you both benefit from your business relationship, think of the professional knowledge and relationships your colleague(s) will share on a chapter-wide basis. We are interested in strategic quality growth: not numbers. The quality of our chapter programs and networking sessions are enhanced as we add more facility management experience to our chapter. As a reminder, our program this month is an excellent opportunity to introduce a prospective new member to IFMA. If you should need an IFMA Membership Benefits packet and application, please contact our Association Office at 404.766.1632.

Community Services

Congratulations! Your participation in the Chapter's Community Services Golf and Tennis Event raised \$10,000. We are now developing a \$25,000 endowment scholarship for the Georgia Tech Master's Program. We will be using \$5,000.00 to start the program and introduce a fundraising campaign to raise the balance of \$20,000 within the next year. The fundraising campaign details will be announced within the next month. In addition, the YWCA has recognized IFMA Atlanta and your dedication to our successful YWCA partnership. On behalf of the chapter, Tom Haslach and Harry Ludwig accepted the award and have an article on page 5 describing the event.

New Meeting Venue

As previously announced, we are trying out new luncheon venues that can accommodate our growing chapter! The Abbey Restaurant, a former Episcopal Church erected in 1915, is located in Midtown Atlanta. Since the Abbey is a new venue, please make every effort to pre-register with our Chapter Administrator. We look forward to seeing you on June 16th. We continue to solicit your ideas and feedback on our membership services. Please let us hear from you on how your Chapter can better serve you! Many thanks.

Matt Dawson

Membership Drive

March 17 - June 16, 1999

**Please help our chapter grow in
Quality and Quantity!**

Goal: 30 New Professional Members
(which will lead to 10 new Associate
Members)

Prizes: Exciting prizes will be awarded
at the July meeting to those who partici-
pate.

Please contact Association Headquarters
at
(404) 766-1632 for Membership Packets.

Please make sure your prospective mem-

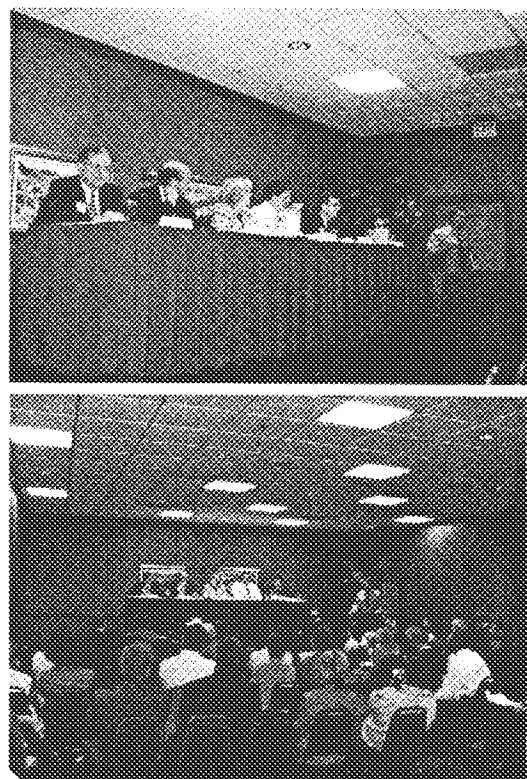
Associates Meeting How to Market to Facility Managers

On May 6th, we had our first educational meeting for Associates at the Holiday Inn Select located at 4386 Chamblee Dunwoody Road. The topic of the meeting was "How to Market To Facility Managers". We had a panel of five distinguished Facility Managers:

Matt Dawson -Alston & Bird
Harry Ludwig -King & Spalding
Joyce Roper -Coca Cola Enterprises, Inc.
Ron Wilkerson -Colliers Keenan
Mike Butler -GE

Dave Flory of Cort Furniture Rental was our moderator. Approximately 60 Associates attended the meeting. Several interesting questions concerning the proper way to market to Facility Managers was presented to the panel. From the panel, the Associates learned more about what facility managers do and how we as Associate members can properly meet their needs. They also gave us some insight as to which sales approaches work and which ones don't work. The responses were great and I think everyone walked away with some useful information. Stay tuned for more educational programs tailored just for our Associate members.

Steve Sperling
Associates Chair



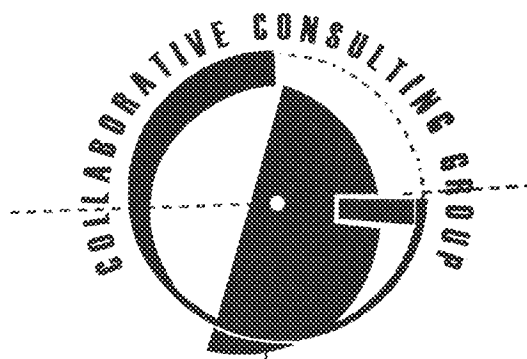
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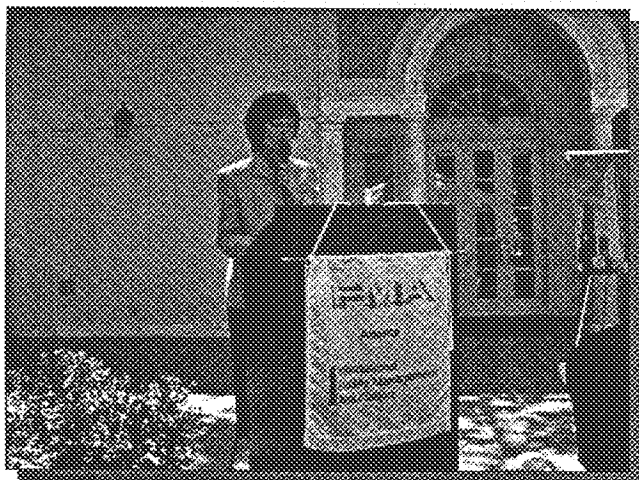
April Meeting Recap

Another first for IFMA Atlanta—the first time this organization was addressed by an experienced senior property manager. Cindy Wagner, Senior Property Manager of the 191 Peachtree Tower, a member of BOMA and the Institute of Real Estate Management with over 25 years experience in property management spoke at the April meeting.

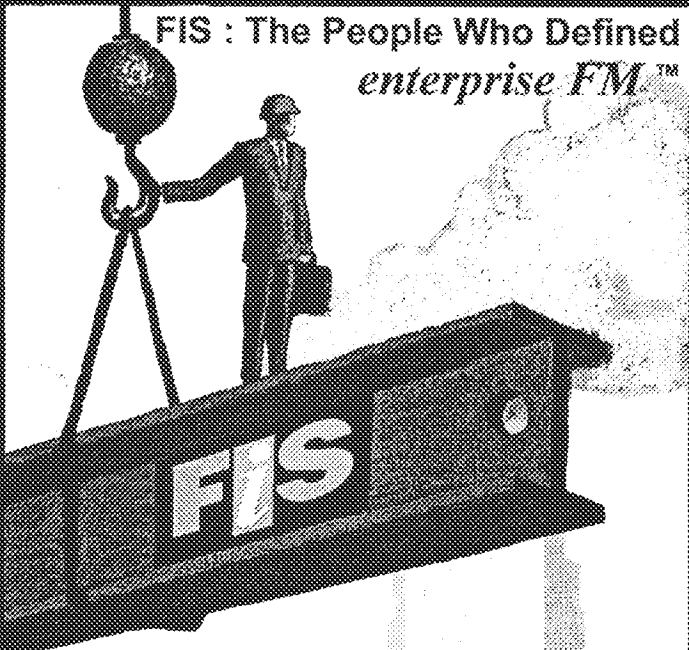


Ms. Wagner covered a lot of information; but, primarily she addressed the landlord/tenant relationship. Facility management professionals and communications are key to this relationship. While there are several communications methods available—the most effective continues to be the "one on one" meeting, whether the meeting is with just one individual or a group of people such as the One Ninety One Group.

The One Ninety One Group is composed of representatives of the five major tenants in the One Ninety One Building. The value of this unique group is that communications flow in both directions and the One Ninety One Group functions as a "sounding board" for both planned improvements and new ideas/situations.



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Community Services Corner

IFMA Atlanta Honored by YWCA

Each year the YWCA of Greater Atlanta honors women of accomplishment who have made positive contributions to the improvement of life for others through community service. Approximately 10 women are selected annually for this recognition and are inducted into the YWCA Academy. Owing much of its success to the efforts of volunteers, the YWCA is keenly aware of the essential role of those who give of their time, expertise, as well as in-kind contributions in the service of those who are less fortunate.

To present the honorees and academy inductees to Atlanta, the YWCA hosts an annual Salute to Women of Achievement Luncheon. This year's event, held at the Georgia World Congress Center, was attended by almost 2,000 people. While there were men in attendance, the overwhelming majority of those present were women. Representing busi-

ness and industry, academia, the political arena and the media, attendees were virtually a who's-who of Atlanta's most accomplished and recognizable women.

This year's Salute to Women of Achievement was a bit different from those of years past. Ms. Ryland McClendon, President of the YWCA Board of Directors, began the presentations by recognizing the IFMA Atlanta -YWCA Partnership and what it means to the YWCA of Greater Atlanta. Ms. McClendon described the many positive changes made at the NE Intown YWCA through the efforts, expertise and donations of members of IFMA Atlanta. Selected as the first site for partnership focus, NE Intown is the largest of the "Y's" five locations. Both the internal and external environment at this facility have been markedly changed, upgraded and improved.

As a tangible expression of the gratitude of the Board of Directors of the YWCA of Greater Atlanta, Community Services Chair, Tom Haslach, and Vice Chair, Harry Ludwig, were called to the podium, on behalf of IFMA Atlanta, and presented with an award. Not just a certificate or plaque, the award is in the form of a custom Frabel crystal sculpture of a woman and child and represents the many women and children whose lives are being touched through the community service initiative of IFMA Atlanta.

As the many IFMA Atlanta volunteers who participated in the first partnership volunteer day on April 24th at NE Intown can attest, actually visiting a site, becoming more aware of the importance of the YWCA to the disadvantaged and doing something to make a positive difference gives one a desire to do more and a sense of fulfillment hard to describe. And being honored in such a manner, at "the" premier annual YWCA event underscored perhaps more than anything else could how deeply appreciative the Board, management and staff of the YWCA of Greater Atlanta are to IFMA Atlanta for what we are collectively making possible.

By giving back that which we are all about...Facility Management...our Chapter is having an impact in this community that is more significant than any of us can possibly realize. In so doing, our Chapter is touching the lives of more people than we will ever be aware of. IFMA Atlanta is serving as an example to other chapters and to all professional associations of how much can be realized by donating and leveraging collective professional expertise.

FOR TEN YEARS

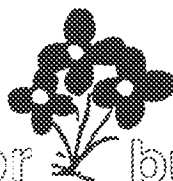
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Calendar of Upcoming Events

1999 Membership drive
April through June

**July 15th new member
orientation @ TVS 8:00 AM
call Beth Chaplin for details**

1999 CFM Exam Schedule

July 10, 1999
Applications are due by May 12, 1999

October 2, 1999
Application are due by August 3, 1999

Other Upcoming Events

BOMA International --92nd Annual Convention
& The Office Building Show
June 20-22, 1999 Georgia World Congress Center
For more information call: 202.326.6331

The '99 Atlanta Computer & Technology Showcase

IFMA Atlanta Meeting Registration Form June 16, 1999

NAME: _____

COMPANY: _____

I will bring the following guest(s) _____

Guest's Company _____

MEMBER TYPE: Professional Associate Sustaining Patron Non-Member

PAYMENT OPTIONS: AMOUNT \$ _____ Check enclosed Will pay at the door
 By Credit Card - (Charge above amount to:) VISA MasterCard American Express

Cardholder: _____ Card # _____

Expiration date _____ Signature _____

Credit cards will be processed the day prior to meeting. Charge will reflect: "Association Headquarters"

Mail this form with check payable to IFMA Atlanta, to 1185 Willingham Dr, Atlanta, GA 30344. Fax (with credit card info or if paying at the door) to 404-768-7767 (ATTN: Lisa) **Registration forms must arrive by: June 11, 1999.**

No shows will be invoiced and a penalty of \$5.00 will be added. You may cancel without penalty four days prior to the meeting date. Returned checks or denied credit cards incur a \$10.00 penalty.

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Golf & Tennis Tournament Highlights



Golf Tournament Winners



Enjoying the Festivities



Tennis Tournament Participants



Music by *Second Hand Smoke*

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Directory Update

Note corrections to
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(include phone/fax
numbers).

