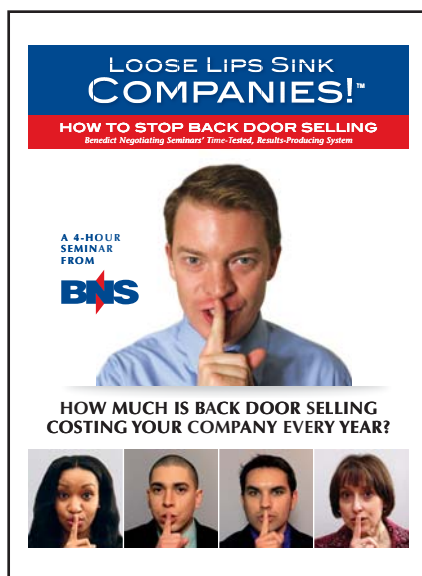


Program:

Loose Lips Sink Companies!™/How to Stop Back Door Selling

Back Door Selling is a whole series of probing questions that salespeople are meticulously taught to ask – primarily technical people – well in advance of the formal negotiations.

Sellers are taught to frame these questions in such a manner that the people being questioned unwittingly provide the answers – unaware that these answers are "giving away the Negotiating Store." Unless a company deals with the overflow of information via Back Door Selling, negotiations may be over before they start!



**Presenter: Joe Rice, C.P.M.
Benedict Negotiating Seminars, Inc.**

During the last 22 years, Joe Rice, C.P.M. has taught BNS' "How to Deal With Back Door Selling" workshop to over 3000 people. He has over 31 years in the purchasing arena, starting as an equipment buyer and working his way up to the Director level of one of the largest supermarket chains in the country. That background served Joe well as he has conducted BNS' "Real World Negotiating"™ seminar at such companies as Honeywell, Lockheed Martin, Delphi Automotive, General Motors, Federal Mogul, Edward Jones, Royal Caribbean Cruise Lines, Freescale and Arizona Chemical.

With a Masters in Organizational Management and a lifetime C.P.M. certification, Joe brings a wealth of education and "hands on" knowledge to the training of negotiating skills.

Educational Dinner Meeting
Joint Meeting with APICS

**Wednesday,
November 18, 2015**

Salvatore's Italian Gardens
6461 Transit Road, Depew 14043

5:00-6:00 p.m.... Registration, Cash Bar, Networking & Displays
6:00-7:00 p.m..Meeting & Dinner
7:00-8:00 p.m..... Program

\$30.00 - Members
\$35.00 - Non-Members/Guests
\$20.00 - Full-Time Students

Deluxe Buffet
salad, fresh fruit, olive salad, chicken francaise, meatballs, top round of beef, turkey & gravy, penne pasta with marinara, mashed potatoes, green beans, glazed carrots, dessert

Reservations requested by
Friday, Nov. 13th
but will be accepted later.

ismbuffalo@roadrunner.com
or (716) 648-0972

** Please cancel if unable to attend.*

EARN (1) CEH

Thanks to H&S Sales, MidCity Office Furniture and Phoenix Apparel for sponsoring this meeting! Find their contact information on page 3 of this newsletter.

Buffalo Buylines

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www.ismbuffalo.com

Mission Statement

The Mission of ISM-Buffalo, Inc. is to advance the purchasing profession through high ethical standards of conduct and fairness and to encourage the social and educational opportunities of its members to be effective as possible in their profession.

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President's Message

Continuing our tradition of joint meetings with APICS-Buffalo, I'm excited for the upcoming November 18th dinner meeting at Salvatore's Italian Gardens. Please remember to mark your calendars as this meeting is the third Wednesday of the month as opposed to our usual second Wednesday of the month meetings. APICS is bring in Joe Rice, C.P.M., of Benedict Negotiating Seminars Inc., to speak on the interesting topic of "How To

Stop Back Door Selling". This looks to be a great meeting, and I hope to see you there!

As a reminder, we're always looking for interested members to help out during the dinner meetings (give the invocation or salute to the flag, help with the registration table, or take photographs throughout the meeting for future newsletters, Facebook, etc). Feel free to contact myself or Nancy Boyd Haley if you'd like to participate.

Thinking about taking the required exams to qualify as a CPSM (Certified Professional in Supply Management)? Not sure where to start, or looking for help studying? If so, please email Nancy (ismbuffalo@roadrunner.com) as we are keeping a record of interested members with the hope of offering training sessions in the Spring.

Stay tuned for information regarding next month's December dinner meeting.

Cheers,

Dominic LoTempio, CPSM
President, 2015-2016

2016 Membership Dues are now due. Watch for your invoice and pay promptly to avoid interruption of your member benefits.



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Wednesday, November 18
at Salvatore's Italian Gardens
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- ◆ Share the Knowledge!
- ◆ Share the Experience!
- ◆ Get Paid!

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You know potential members -- co-workers, SCM pros from your supplier companies, neighbors...think about it. Share the knowledge gained from your membership in ISM. Talk to them about educational dinner meetings with topics on contracting, logistics, etc. Let them know about our plant tours.

** Applications available from Nancy at the office or on our web site at ismbuffalo.com. Make sure your name is on the new member's application after "How did you find out about us?" If joining on ISM national's web site, have them note promotional code "MBR050" and notify us of your new member's name.

* A new member is defined as an individual that has not been an ISM National (Regular) member since 1/1/2012.

Welcome New Members!

Catherine Hansen
Assistant Purchasing Agent
University at Buffalo

Shane Murphy
Student
SUNY @ Buffalo

Dennis J. Schultz
Account Executive
Johnson Controls Inc.

Every Member...Get a Member!

The Membership Application can be found on our web site or contact Nancy Boyd Haley at ismbuffalo@roadrunner.com or call (716) 648-0972.

Supply Management Career & Job Market Blog



Who, who! Daylight saving time is here again! We go to work in the dark and come home in the dark, welcome to the last days of fall. Let's be sure however that we do not find ourselves in the dark when it comes to managing our careers. I had someone ask me at a recent ISM event for my opinion on the keys to a good resume. The economic realities of today suggest each of us should maintain some working version of a resume, should an ideal opportunity come to our attention, or if suddenly, we find ourselves feeling the need to be able to react when a rumored acquisition, right-sizing, reorganization, or Calibri outsourcing effort become our reality. Unfortunately, in good times we all fall complacent and forget about regularly maintaining or tending to our professional networking, let alone a working resume. So, in addition to encouraging everyone to regularly take advantage of opportunities to network, such as our ISM monthly meetings where you can network with your fellow professionals, I would offer these things have stood up over time.

A. **Format, format, format:** don't go crazy with every font and or color combination you can find. Carefully choose an appropriate format, fonts, bullets. Be sure you stay consistent! Use BOLD and italics to highlight where appropriate. Times New Roman or Calibri are fonts often recommended. Any use of color should be judicious.

B. **Spelling Counts:** And so does grammar; proof-read carefully as employers will often interpret your abilities or the lack thereof, by how much diligence you put into proofreading your submission, both the resume and cover letter. Do not embarrass yourself or waste your time sending a typographically plagued resume that gets nixed immediately. If this isn't your strength, have a colleague help or carefully consider an outside resume writer.

C. **Length:** Conventional wisdom says no more than two pages. I would concur. I used to think a short novella was needed to properly highlight my accomplishments, projects, overall experience, education, skills and overall team oriented approach. Heaven help me if I couldn't slip in a "heavily biased toward action" or a "team player who knows how to win." Key off the job description, what you might wish to include, use the cover letter to describe if you must, your bias toward action.

D. **Accomplishments:** Include quantifiable successes that highlight what you bring to the potential employer. Directly call attention to outcomes where you've been the catalyst: "reduced cost by \$14 million" or "improved quality by 47 %" will capture attention while wording such as "responsible for" or "duties included" will not. Again key in on what you're able to determine will be important to the prospective employer.

E. **Summary:** Classic resumes traditionally began with an objective statement, where the applicant focused on their goals, where they hoped to take their careers and/or what the ideal position they were seeking would look like. Sorry to disappoint, employers just don't care

about these things, or not to be harsh, it is not at the top of their priorities. So the objective statement has now largely been replaced by a Career summary, Executive Summary, or simply the Summary. Here you need to perfect your short three sentence summary of what you bring to the employer, be it education, experience, skills, credentials, et al. This should mirror your so called "elevator speech" where if you were to meet the hiring manager in an elevator, you could succinctly convey who you are and why the hiring manager should care. The summary statement is the dust cover on the book; meant to invite or entice the hiring manager to continue reading.

While these are not an exhaustive list of what you need to consider when putting your resume together, they are a good set of rules to keep in mind. I would highly suggest a solid book on resume writing (there are many), starting with a template, such as provided by most word processor applications or online. Remember the resume is your ambassador that you hope will open doors to new opportunities. Make sure your ambassador is well thought out, polished and able to reflect why you'd be a good candidate. Good Luck!

JOB PROSPECTS continue to show up on Indeed.com and careerbuilder.com and there are an increasing number of retained searches going on with recruiters, so don't forget to touch base with them from time to time. Here are a few of what I have received the past couple weeks:

Patrick Adams | Recruiter, P: (847) 517-8415*324
padams@ageatia.com: Recruiting for a Regional Procurement Lead - Indirect Materials Procurement positions for a Fortune 500 company in Racine, WI.

Anil Kumar | Recruiter, P: (732) 412-1384
anil.kumar@comptechassoc.com: Recruiting for a Category Manager Level 2 (IT) positions for a health care payer in Newark, NJ.

Divya Murthy | Recruiter, P: (603) 516-4437
dmurthy@gttit.com / www.gttit.com: Recruiting for a Vendor Risk Senior Analyst - 15-02213 positions for a Financial Services company in Buffalo, NY. The Vendor Risk Sr. Corporate Analyst is responsible for performing vendor risk assessments, due diligence, ongoing oversight, and quality assurance activities over the client's third party vendor relationships. A key responsibility of the Vendor Risk Senior Analyst is identifying, measuring, assessing, and reporting upon third party vendor risk to business owners of the vendor relationships as well as, compiling and analyzing the data into enterprise level reports for Senior Management

Gregory Nerogic, CPSM, CPA
Chair, Career Placement Committee
gjnerog@gmail.com
(716) 868-2854 (Cell)

Happenings at the October 14 Dinner Meeting:



EDUCATIONAL DINNER MEETING
 Joint meeting with APICS-Buffalo
Wednesday, November 18, 2015
 Place: Salvatore's Italian Gardens
 Program: *Negotiating*

EDUCATIONAL DINNER MEETING
Wednesday, December 9, 2015

EDUCATIONAL DINNER MEETING
Wednesday, January 13, 2016
 Program: *Supplier Risk: Are You Prepared?*
 Speaker: Robert Conti, VP, Sr. Mgr. of Operations, Supply Chain Management, First Niagara Bank



EDUCATIONAL DINNER MEETING
 Joint Meeting with APICS-Buffalo
Wednesday, February 17, 2016
 Place: Salvatore's Italian Gardens
 Speaker: Jack Cook

Clockwise from top left: Jack Ampuja of Supply Chain Optimizers presented an interesting fact-filled program on US-Canada Cross Border Logistics; Michael Cercone, CPSM (I) accepts an engraved clock/plaque commemorating his service on the board of directors from John E. Domres, C.P.M.; Danny Buckley of Aetna welcomed as a new member by President Dominic LoTempio, CPSM of UB; Joshua Klemann of Ivoclar Vivadent, another new member.

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