



Program:

## Comprehensive Financial Planning

When it comes to being good with money or making the right financial decisions, we often are faced with many challenges. In our day-to-day lives, there are three key factors that affect every financial decision we make.



Join us as we bring education on developing a strategy so you're in control by learning how to tell your money where to go instead of wondering where it went as we give you the blueprint to creating a bulletproof financial plan.

Co-Presenters:



**Robert J. Powalski, CFP®** began his career with Alliance Advisory Group as a financial specialist in 2010. Through his unique macro-economic approach, Bob enables his clients to gain a clear, holistic view of their entire financial landscape. Bob dedicates himself to helping his clients navigate through the

financial misinformation prevalent in today's marketplace to give them the confidence they need to make sound financial decisions. His true passion lies in building long lasting relationships with his clients.



**Gregory A. Ahrens, CFP®, ChFC®, CExP™**, is a Wealth Management Advisor at Alliance Advisory Group. Greg's primary focus and passion falls into personal wealth planning amongst individuals and families who are business owners, physicians, and corporate professionals. He also works intimately with

self-employed professionals to coach them through the exit planning cycle of their business.

### Educational Dinner Meeting

Joint with APICS Buffalo Chapter

**Wednesday,  
October 14, 2020**

**Magruders**

4995 Broadway, Depew, NY 14043

5:00-6:00 p.m.... Registration,  
Networking (**with masks**), Cash Bar  
6:00-7:00 p.m... Dinner  
7:00-8:00 p.m.....Program

### Staff-Served Buffet Dinner Menu

Tossed Chef Salad  
Roast Beef with Gravy  
Stuffed Chicken Breast  
Garlic Roasted Potatoes, Corn  
Apple Crisp with Ice Cream

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

*Please reserve by Friday, October 9th but call for availability after.*

[ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) or  
(716) 648-0972

*\*Please cancel if unable to attend.*

### Earn (1) CEH

#### Social Distancing Rules:

- ♦ MASKS REQUIRED - Must wear face covering when not seated at table.
- ♦ Tables 6 feet apart.
- ♦ Max capacity 50.





ISM-Buffalo, Inc.

PO Box 888

Hamburg, NY 14075-0888

Phone: (716) 648-0972

E-Mail: [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com)

[www.ismbuffalo.com](http://www.ismbuffalo.com)

The Mission of ISM-Buffalo, Inc. is to advance the supply management 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.

### 2020-2021 Board of Directors

#### **PRESIDENT**

Jayson DeGolier, CPSM, CPSD  
(363-3253)

#### **FIRST VICE PRESIDENT**

Jim Austin, MBA, CPSM (645-2632)

#### **SECRETARY**

Julie Cross, CPSM (774-0363)

#### **TREASURER**

Heather Titanic, MBA (587-1975)

#### **IMMEDIATE PAST PRESIDENT**

Martha Switzer, CPSM (374-2984)

#### **DIRECTOR OF EDUCATION**

Andrea Semski (539-7422)

#### **DIRECTOR OF MEMBERSHIP**

Open

#### **DIRECTOR OF COMMUNICATIONS**

Kristin Wolf (216-4702)

#### **DIRECTOR OF PROGRAM**

Open

#### **DIRECTOR OF CERTIFICATION**

Open

#### **EXECUTIVE SECRETARY**

Nancy Boyd Haley (648-0972)

*Affiliated with:*

**Institute for Supply Management**

[www.ISMWorld.org](http://www.ISMWorld.org)



# President's Message

Greetings everyone!

I can't believe we are coming into October already. Even with the coronavirus pandemic and the changes we have all endured, it seems like the calendar is flipping pages faster than ever. While it is unfortunate that we needed to cancel the Installation and Awards dinner this past month, we look forward to the event in October.

October 14th is a joint dinner meeting with APICS. This will be a good gauge for not only us here at ISM- Buffalo to see the state of returning to normalcy, we will also get perspective from another group in the area. I know from speaking with the team at APICS that they are looking toward to this live event also. We are doing this at Margruder's and all social distancing requirements will be in place to keep everyone as safe as possible.

In addition, we have started to plan a November Seminar and November dinner meeting, as well as our December event! More information to follow on those meetings and events.

As for other points, your board is still meeting and working toward a variety of other avenues to bring learning to everyone. We will share details once things get finalized. It is turning out to be more challenging than we had originally anticipated but be sure we are still working on it!

We still have open Director positions on the Board as well. We are looking for individuals interested in helping the Board work to make this chapter even better and move forward into the future. Please do not hesitate to reach out to me, or any current Board member if interested. Aside from helping the chapter you will also earn CEH's for your time.

In conclusion, I hope that everyone is safe and well; I look forward to seeing each of you in the future! Please continue doing everything you can to stay healthy!

Jayson DeGolier, CPSM, CPSD, CPIM, ICBB  
2020-2021 President



**ISM-Buffalo  
Monthly  
Business Survey  
Reports are  
archived on our  
website at  
[www.ismbuffalo.com](http://www.ismbuffalo.com)**

### **ISM-Members:**

Make sure you keep your online profile up-to-date at [www.ismworld.org](http://www.ismworld.org). Choose your publications and means of communication to take full advantage of benefits!

# ISM Global Benefits: Free Webinars



There are benefits to being an ISM member... Monthly member-only webinars are one of the many benefits our members enjoy most.

Webinar topics focus on hot trends, challenges and issues in our industry. They feature leading subject matter experts, offering insights and ideas that you won't find or hear anywhere else. Webinars are all about timely, relevant information that arm you with valuable knowledge for success.

This monthly member benefit allows you to keep your pulse on the latest news, information, trends and updates that impact our industry. If you can't make the webinars live, they are also available to members free and on-demand. Earn (1) CEH for recertification for each event.

## Topics include:

- ♦ Blockchain Use Cases for Supply Chain Management
- ♦ Career Transition Services for Companies
- ♦ Career Transition Services for Individuals
- ♦ Cooperation with Suppliers
- ♦ COVID-19 Coronavirus Outbreak: Status Update (2)
- ♦ COVID-19 Coronavirus Outbreak: The Case for Planning, Preparedness and Proactive Action
- ♦ COVID-19 Research and the Impact on Supplier and Supply Chain Health
- ♦ ISM's 2019 Salary Survey: The Value of Supply Management Talent
- ♦ Navigating Turbulence by Sourcing Innovation
- ♦ Overcoming Procurement's Internal Image Problem
- ♦ Procurement & Career Hacks from High Potential Leaders
- ♦ Safeguard and Build Resilience in Your Supply Chain
- ♦ Sales Negotiation Tactics Every Buyer Should Know
- ♦ Smart City Solutions: Five Key Technology Areas
- ♦ Supplier Relationship Management - Supplier Performance, Development and Innovation
- ♦ Surviving the Future of Procurement - Driving Digital Transformation Forward and How to Start
- ♦ The Economic Impact of Supplier Diversity
- ♦ Tools for Enhanced Category Management in Food & Perishables

<https://www.ismworld.org/login>. Then proceed to Webinars list.

Join our Facebook page, **ISM – Buffalo**

Join our LinkedIn group, **ISM– Buffalo Chapter**

**Twitter**  
**Instagram**



## ISM-New Jersey Webinars

- **Women & Leadership Virtual Conference-**  
October 1, 8, 15 – Fee
- **Webinar: Burnout Detox: A Healing Roadmap for Overachievers and Leaders -**  
October 7- Free
- **Virtual Seminar- Project Management-**  
October 9 - Fee
- **Virtual Seminar – Strategic Sourcing & Negotiations Boot Camp Part 1 –**  
October 16 – Fee
- **Webinar: Purchasing Hacks –**  
October 22 - Free for members
- **Webinar: Tool Up- Key Strategies Supply Chain Managers Need to Know for Mitigating the Impact of Covid 19 on Global Trade and Managing the Recovery Process –**  
October 28- Free for members
- **Virtual Seminar – Strategic Sourcing & Negotiations Boot Camp Part 2–**  
October 30 – Fee

<https://www.ismnj.org/insidepages/meetings/>

---

## Calendar of Events

**Wednesday, October 14, 2020**  
**Educational Dinner Meeting - Joint with APICS**  
Magruder's  
4994 Broadway, Depew, NY 14043

**Wednesday, November 11, 2020**  
**Educational Dinner Meeting - Joint with WNY Sustainable Business Roundtable**  
Classics V Banquets  
2425 Niagara Falls Blvd., Amherst, NY 14228