



MARCH 2006

**March 2006
Dinner Meeting**

*Wednesday, March 8, 2006
LeMoyne Manor
Liverpool NY*

4:00 - 5:15 p.m. Workshop

James W. Farnham, MS, MBA

Topic: *Networking for Business Success*

5:30 p.m. Networking

6:00 p.m. Dinner Meeting

**Topic: *20 Ways to Make Money Without
Going to Work!
(And still keep your day job, if you want!)***

*Please rsvp Sharon@aclsmail.com
Telephone 315-457-7121*

James W. Farnham, MS, MBA, has toured the U.S. and Canada as a professional speaker and author and he has over twenty years experience in insurance and financial services.

Jim's lecture topics include residual income, financial self-defense, marketing and professional networking. He was formerly with Shearson Lehman Brothers, Kidder Peabody and Morgan Stanley Dean Witter. For five years, he was President of a networking organization, the CPA/Law Forum.

Jim is an acclaimed author and highly sought corporate and international speaker. He has been quoted and written for numerous periodicals and business publications; he has been a guest speaker on the internet radio talk show, Voice America; and he has written and self-published two books, Make Money Without Going to Work! (And Still Keep Your Day Job, If You Want!) and Network and Grow Rich!

Jim's seminars include:

10 Ways to Reduce Debt!
The Art of Rainmaking: How Professionals Get New Business!
Networking for Business Success!
How to Build a Profitable Speaking Business

Message from the President



Chris Sheldon, C.P.M.

February and March are the time of the year when both ISM at the national level and NY/NJ Forum at the regional level solicit nominations to recognize successful affiliates and the persons who volunteer for those affiliates. Affiliate members volunteer to support their affiliate's mission, which is typically to promote the Supply Management profession. The awards are presented to recognize those volunteers that have excelled in promoting the profession within their respective affiliates. You should know that I intend to nominate our affiliate to ISM and the NY/NJ forum as I believe we a dedicated group of volunteers who support our successfully run affiliate. The awards will be announced later this year.

For our March meeting Jim Farnam, a highly sought corporate and international speaker will be presenting both the workshop and dinner speech. The workshop topic is "Networking for Business Success". If you attend the workshop you will learn why success often in our profession is about "...not what you know but who you know". For the dinner speech he will cover "20 ways to make money without going to work! (and still keep your day job) In addition to what you learn in the workshop, if you attend the dinner meeting, you will learn of residual income, what it means to you and how to obtain it.

Hope to see you at the March meeting.

From David Duprey, C.P.M.

The ISM NY/NJ council meeting was held February 17th and 18th in Syracuse. I was nominated and accepted a Director's position on its board for a two-year term. At the meeting, the ISM NY/NJ forum conference dates were set. The conference will be held October 20th and 21st in Binghamton, NY at the Best Western/Regency. Please watch our website and check the link found there for the ISM NY/NJ forum details as they develop.

**THE FULTON COMPANIES
POSITION DESCRIPTION**

POSITION TITLE: Buyer/Planner

EFFECTIVE DATE: March 30, 2001

DIVISION/DEPT: Materials

REVISED: February 23, 2006

REPORTS TO: Operations Manager

ACCOUNTABILITIES:

1. Provide purchasing support to Sales/Engineering/Production on special parts - research/pricing/delivery.
2. Establish and manage vendor partnerships.
3. Perform various purchasing functions including but not limited to: expediting, request for quotes, order placements, contract negotiations, make vs. buy analysis, use of current MRP system to effectively schedule raw material deliveries, prepare various reports and assist Senior Buyer as needed.

TRAINING:

1. Assign qualified veteran for specific tasks.
2. Basic purchasing knowledge base.
3. Inventory management knowledge.
4. MRP experience

QUALITY SYSTEM: It is the policy of Fulton to manufacture products that meet and/or exceed customer requirements, codes and standards. Fulton is committed to a program of continuous quality improvement. Quality at Fulton is built on the foundation of the ASME quality control requirements and the Fulton quality system. Each of these systems are covered in detail by their respective manuals. All new employees are required to attend an orientation of these systems upon joining Fulton. All employees are responsible for following the requirements listed in the Quality Control Manual, Quality System Manual, Quality Assurance Procedures, Work Instructions and Contract Specified Procedures. Employees are expected to actively participate in the quality process at Fulton.

PHYSICAL REQUIREMENTS: Sight correctable to 20/20, full hearing and speech capabilities. Manual dexterity sufficient for keyboard input and writing. Basic personal mobility.

SCOPE:

Total Staff Supervised: 0

Special Skill Requirement: Certified Purchasing Professional preferred

Education & Experience Requirements: Strong negotiating skills a must; MRP knowledge and understanding; basic computer skills (Word, Excel); International purchasing experience involving customs and letters of credit; 3-5 years purchasing experience; Associates Degree preferred.

Budgetary Responsibility: None

PURCHASING MANAGER, STRATEGIC SOURCING

Our client, a local manufacturer of electro-mechanical components, seeks a seasoned purchasing professional. Major responsibilities include maintaining measurable control of total cost for all goods and services without compromising quality and service levels; development and management of specific short and long term strategic source strategies; blanket contract negotiations; supplier qualification process, supplier selection, supplier base management; vendor quality reviews; project management / product development working closely with engineering and other key internal personnel to ensure that business objectives are met.

Successful candidate will possess a Bachelor's degree in Supply Chain Management, Procurement, Business Administration or related field and 7-10 years progressive experience in supply management in a technical manufacturing environment. Knowledge of SAP and CPM certification is desirable. Must be familiar with new product development, procurement processes and manufacturing processes. Possess excellent communication and decision-making and proven people skills.

Please submit your resume, including salary requirements, in confidence, to: Mr. Don Chunka, President, D.D. Chunka & Associates, Executive Search Consultants, PO Box 6603, Syracuse NY 13217-6603. Email Ddchunka@aol.com; Tel. 315-682-2221; Fax 315-682-5680.

Networking for Business Success

Remember the saying, "It's not what you know, it's who you know?" Ask yourself who knows you, and do they know what you can do for them? Whatever your goal, networking will get you there faster, cheaper, and with better results. To be effective, networking must be practiced as a "business," with its own target markets, time frames, and objectives.

Hands on, you'll gain practical, business-related, personal, interpersonal and electronic networking skills; develop a new or revised "networking voice"; discover how to introduce yourself in a unique and memorable way; learn how others perceive you; explore non-verbal communication, networking productivity and a whole lot more!

21 Continuing Benefits Attendees Will Get From this Program

1. Learn practical, specific marketing techniques and networking skills you'll use for years.
2. Develop new or revised methods for how to uncover, attract and close new clients/jobs.
3. How to open closed doors: Don't knock, create a new door!
4. Discover how to propel your businesses into the future through personal, interpersonal and electronic networking.
5. Establish and maintain greater public awareness, interest and desire through publishing, speaking and other innovative methods.
6. Gain access to over 35 "funded to free to fee" rainmaking tools.
7. Learn what networking is and what it's not.
8. Dispel your networking myths and learn how to create **your own** rainmaking network.
9. Discover how your communication style affects your networking results.
10. Pinpoint networking styles that produce better leads, more qualified prospects and increased sales.
11. Cash-in on the hidden secrets of networking in a tight market.
12. Become a "meeting mechanic" by using the nuts and bolts of meetings.
13. "Map out" your conversation before you go to a meeting.
14. Produce your own customized introduction that generates interest, creates rapport and gets you remembered.
15. Referred lead prospecting: Develop the discipline of networking as a "business."
16. Learn appropriate (and inappropriate) behavior and etiquette for networking events.
17. Master the three-strike approach to follow up and follow through.
18. Apply powerful techniques for getting a meeting with a prospective networking alliance.
19. Increase your communication effectiveness by targeting your networking activity.
20. Increase your personal and business communication skills.
21. Learn how to become more successful through daily activities.

Networking for Business Success

Outline

1. Discussion: What is networking?
2. Activity: The value of a systematic approach.
3. Activity: Networker's Dilemma: competition vs. cooperation
4. Discussion: The Challenge of 168!
Which model of cash flow do you use?
5. Discussion: What's your networking style?
6. Discussion: Fact vs. inference.
7. Activity: But not in my town!
Exploring your own personal networking certainties and exceptions.
8. Activity: Puzzling through nonverbal communication...
9. Discussion: Your immediate business circle of influence and with whom to network.
10. Discussion: The Downpour: 36 funded to free to fee outlets for networking.
11. Discussion: The nuts and bolts of meetings...
12. Discussion: Jim's introduction recipe!
13. Discussion: Who are you to your network and what's your mental shelf space?
Are you actively listening?
14. Discussion: The questions of questions.
15. Activity: Self-introduction: I'm more than just a nametag!
16. Activity: Let's introduce our new selves!
17. Discussion: There is no wrong way to say thank you!
18. Discussion: Top ten reviews.

Professional References

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Executive Vice President
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Past Engagements

American Business Women's Association (ABWA) New York City Charter Chapter

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American Records Management Association, Tampa Bay Chapter, Tampa, Florida
American Society for Training & Development, NYC and Long Island Chapters
American Society of Women Accountants, Westchester/Fairfield Chapter, New York
Association of Professional Financial Consultants, Long Island, New York
Baywinds Learning Centres, Tampa, Florida
Boston Learning Society, Needham, Massachusetts
Business Network International
Certified Property & Casualty Underwriters, Westchester County, New York
Discover U, Seattle, Washington
Discovery Center, Chicago, Illinois
Fordham Univ. Graduate School of Business Administration, Marketing Society, New York City
Human Resources Association, New York City
Greater Paramus Chamber of Commerce, Paramus, NJ
Independent Business Women's Circle, Great Neck, NY
Institute of Management Accountants
International Association of Business Communicators, New York City Chapter
International Coaches Federation, Fairfield Center, CT
The Learning Annex, Los Angeles, California
The Learning Annex, New York, NY
The Learning Annex, San Diego, California
The Learning Annex, Toronto, Ontario, Canada
Learning Connection, Providence, Rhode Island
Learning Exchange, Sacramento, California
Leisure Learning Unlimited, Houston, Texas
Long Island Board of Realtors, Board of Directors, Suffolk South Shore Chapter
Long Island Board of Realtors - Women's Council of Realtors
Meeting Planners International, Fairfield Chapter, Tarrytown, NY
Nassau Association of Insurance & Financial Advisors, Nassau County, New York
New York Association of Mortgage Brokers, Annual Convention, Melville, NY
National Association of Purchasing Management, 7 Counties - Tarrytown, New York
National Association of Small Business Accountants, Boston, MA
National Conference of CPA Practitioners - Nassau/Suffolk Chapter, Long Island, New York
New York County Lawyers Association, Solo and Small Firm Practice Group, New York, NY
New York Lawyers Network, New York, New York
New York Public Library, Science, Business & Information Library, New York, NY
New York State Chiropractic Association
Open University, Inc., Minneapolis, Minnesota
New York University Stern School of Business, Marketing Society, New York City
Ocean County College, Toms River, New Jersey
Organization of Chinese Americans, New Jersey Chapter, Paramus, New Jersey
RealSource Board of Realtors, Waldwick, New Jersey
Rennert Bi-Lingual, New York, NY
Rochester Info-Courses, Rochester, NY
Rockland County Community College, Rockland County, NY
Rockland Business Women's Network, Rockland County, New York
Society for Marketing Professional Services, New York, NY
Staten Island Board of Realtors, Staten Island, NY
Suffolk Association of Insurance and Financial Advisors, Suffolk County, NY
Westchester Community College, Valhalla, NY
Westchester Job Service Employment Council, Tarrytown, NY
Women in Sales Association, Westchester County, New York
Rennert Bilingual, New York City
The 100 Club, New York, New York
The Financemen's Club, New York, New York
SUNY/Westchester County Community College
Business Links, Springfield, NJ
Berkley College, White Plains
Numerous chambers of commerce, continuing education, business, civic and other service organizations.

Biographical Information

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Networking for Business Success!

***The Art of Rainmaking:
How Professionals Get New Business!***

***20 Ways to Make Money Without Going to Work!
(And Still Keep Your Day Job, If You Want!)***

***Income and Wealth Protection:
15 Ways to Create Your Own Financial Self-Defense!***

***How to Build an International Speaking Business
Through Adult Learning Centers!***

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20 Ways to Make Money Without Going to Work! (And Still Keep Your Day Job, If You Want!)

Do you earn income on a residual basis, or do you make money the old fashioned way from linear income? Residual income means you continue to earn money for a long time after performing the activity that first generated the income.

Numerous methods are available for business owners, employees, professionals, career-oriented individuals, people who are “between jobs”, salespeople, consultants and executives to bring in residual income. Discover these cash flow sources, and find out how *and why* you need the same advantage!

Uncover over 20 different ways that you can use to generate residual income, including the financial markets, real estate, home-based businesses, internet and a whole lot more! If you find you have no time, then you must attend this course!

This is not a financial planning course; not a get out of debt program; and no investments or financial products are sold. It is for you if you want to learn how to make some or all of your income more residual!

14 Continuing Benefits Attendees Will Get From this Program

1. Gain access to the “Ten Common Sense Laws of Cash Flow.”
2. Learn how to build a customized stream of residual income.
3. Explore why you might consider working for a high school drop out.
4. Define wealth. Profile & compare financial security vs. freedom.
5. Understand how career success doesn't necessarily lead to more personal time.
6. How to grow another branch on your money tree.
7. Explore how to use the internet to create passive residual income.
8. Find out why most web sites make little or no profit.
9. Investigate how to make money 24 hours per day.
10. Analyze your own cash flow style.
11. Eliminate the challenge, “But I have no money!”
12. Determine how to use the law to shield more of your income from taxes.
13. Rethink, “Should I fire my accountant, attorney or financial advisor?”
14. Don't just say, “The rich get richer.” Become one of them!

20 Ways to Make Money Without Going to Work! (And Still Keep Your Day Job, If You Want!)

- I. Residual vs. linear income
- II. Definitions and qualifications
- III. Top Ten Farnhamisms
- IV. The Ways:
 - 1. Cash outflow & inflow
 - 2. Tax reduction strategy: Tax deferral
 - 3. Tax reduction strategy: Paying/Receiving nothing on April 15th
 - 4. Stocks: Dividends
 - 5. Stock strategy: SIPs
 - 6. Stock strategy: DRIPs
 - 7. Stock strategy: Stock ladders
 - 8. Bonds: Coupon interest
 - 9. Bond strategy: Bond ladders
 - 10. Mutual funds: Systematic withdrawal plan
 - 11. Retirement Income: Will you have enough to retire when you *want* to retire?
 - 12. Your home: Cash flow and your mortgage
 - 13. OPM (Other People's Mortgages)
 - 14. Real estate as an investment vehicle
 - 15. Before Pre-Foreclosures
 - 16. Tax liens
 - 17. Insurance: The bet you always want to lose!
 - 18. Residual income for professional associations, non-profits and charitable organizations
 - 19. Retainer based professional services: \$250 or \$15,000?
- BREAK FOR 5 MINUTES**
- 20. Internet: Opt-In List Marketing and Sales
- 21. Internet: Affiliate Programs
- 22. Internet: Autoresponders
- 23. Internet: The funneled web strategy
- 24. Home based businesses and residual income: What to look for...what to look out for!
- 25. Consumer Direct Marketing
- V. Conclusion
- VI. Questions, answers and coffee talk...