

**NSA Calendar**

February 8-10, 2002  
Western Educational Workshop  
Hilton Hawaiian Village  
Honolulu, Hawaii

March 1-3, 2002  
Eastern Educational Workshop  
Crowne Plaza Ravinia  
Atlanta, GA

July 13-16, 2002  
NSA Convention  
World Center Marriott  
Orlando, FL



**"An award winning chapter of the  
National Speakers Association."**

**January, 2002**

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We invite your comments and contributions for subsequent issues: <a href="mailto:mike@kippassoc.com">mike@kippassoc.com</a>	

**Ralph Hood** will be joining us in January a fun-filled and informative presentation he calls: "Things You Always Wanted to Know About Professional Speaking-And a Lot of Stuff You Didn't Want to Know!"

After Ralph was on her show, **Oprah Winfrey** said "Ralph, you are a funny man."

Who are we to argue with Oprah Winfrey? Ralph Hood, CSP, is, indeed, a funny man.

He grew up among the marshes and beaches of coastal Georgia, to become a pilot and aircraft salesman/sales manager in Alabama. Along the way, he graduated from Clemson University. Ralph says that through grit, determination, and superior intelligence, "I was able to complete four years of college in only five years."

Ralph has spoken for audiences from Fairbanks to San Juan, and from Hawaii to Spain. On January 12, 2002, however, Ralph will be right here in Tennessee, speaking for the Tennessee Chapter, National Speakers Association.

During the eighties, Ralph wrote an award-winning newspaper column, and taught an avia-

tion management course for Southern Illinois University. "I lived in Alabama," he says, "but taught in California, Colorado, North Carolina and Florida for an Illinois University. There's a committee looking into that right now."

Today, Ralph is a full-time professional speaker/writer whose travels have taken him to forty-nine states plus two foreign countries (Canada and Washington, DC). He is author of the book, *The Truth-& Other Lies*, and also writes for several national trade publications. "My columns," Ralph says, "are widely read by my mother."

Ralph's talk will cover developing and using humor, and a myriad of other subjects important to speaking for pleasure and profit. He will burst the bubbles of many myths and provide some hard facts that will help increase your income and your bottom line.

Ralph will also give you the best ideas he has "thought up, borrowed and flat out stolen over sixteen years of full-time speaking." There won't be a single idea, he says, that "hasn't made money for me in the real world of speak-

ing for hire."

Ralph will answer the two most-often-asked questions about professional speaking-where do you get your material, and how do I get started on the circuit. "I promise," he says, "to provide honest answers to both of those questions: answers you can put to work immediately."

For more information on Ralph see:  
<http://www.NSATennessee.com/bioRalph.htm> or  
<http://www.ralphhood.com>

**Showcase:**

**Vanessa Wynn**, owner of Shy Hill Marketing and Badger-Rabbit Productions has been widely published, has hosted radio shows and has been recognized for her writing skills. She speaks publicly on the topic of Small Business Self Promotion along with teaching classes to new business owners. Wynn believes in marketing with visibility and credibility, while keeping cost low and results high. Recently, Wynn has developed a new program called *Walking Away From the Wagon* based a true story told to her in grade school. Her motto: "Some people wade through life while others pan for gold. I say go for the gold."

## President's Column

Dennis Carey conveys his monthly message to members and friends of Tennessee Speakers.

By Dennis Carey  
President, NSAT

In January we switch gears. After having pounded you with Marketing, PR, and Business Development for six months, we will spend the last few months of my term in the areas of platform skills, story development, program development, writing, communication, audience interaction, etc. By the time we're finished I will have hoped to cover all of the eight competencies outlined by NSA national as guidelines for speaker's development.

On other matters, let's talk about Service. It's a big seller. In one form or another we all profit from its ideal. That ideal can simply be stated in that one word title of this article. And, it is without that ideal that all other things would fall apart.

During the last six months, I have all too often felt somewhat overwhelmed. I have been fortunate, or rather blessed, to have the support of an outstanding board. When I didn't know what to do next or where to go next, they were able to help determine the course for this organization and the overall development of its members. It is in that idea that I have learned that with any organization it is true that "what you get out of it, is equal to what you put into it". It is in that venue that I ask you "are you getting what you want from this organization?"

We are rapidly (faster than the sound of email) approaching the time for nominations and selection of the new board of directors. The roles consist of President-elect, Treasurer, Secretary (CIO), Web Master, Sgt. at Arms, Membership Chair, Newsletter Editor, and two additional directors for the Board. In the weeks ahead I will be sending each of you a description of each of these positions for your review. I am hopeful that some of you will be willing to be a dedicated part of the Board for the next term. It is with service to our members that opportunities are available. Who knows we may have the next president of National NSA here in our midst and never realized it. I urge all of you to seriously consider what you can do to help your fellow members in developing as speakers and people.

It is in this service that we can truly develop ourselves. I and the board look forward to seeing you all in January.

Happy Holidays and Happy New Year.

make the house close...and I was going to be on business travel all three weeks. I had to pull out every positive motivational technique I could think of to get that house to close when I wanted it to. A little Divine intervention helped no doubt as well.

So now I write to you from my second floor office of my first home. I painted it green to remind me of bright sunny days...and making money.

I probably won't make it to chapter meetings, but you can count on seeing me in Atlanta at the Winter Workshop and in Orlando at the Annual Meeting. I hope you'll be there too.

I look forward to seeing all of you in Atlanta. If you ever find yourself in Kansas City...well...give me a call. Maybe we could have coffee. My new contact information is on the website. I've got a new email address as well, so be sure to note that.

Best wishes to all of you...  
Live, Laugh, Learn, and Never Give Up! MarianMotivates.com

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## Member News

*Marian Madonia writes...*

Home is where the heart is...and my heart is in Kansas City. That is where my sweetheart...and my best friend both live. So I realized after September 11th that I needed to move "home". The first week of October I found my dream house. A beautiful tudor that's about 80 years old. The owners wanted to settle by the end of the month, so I had to act fast. I had 3 weeks to

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*Bill Carswell* gave his "Research on the International Space Station, or, "What The Heck Are We Doing Up There?!" presentation to the director of the speakers' bureau at the NASA Marshal Space Flight Center just before Christmas break (Dec 19, to be exact). As a result of this he and his self-made presentation, constructed entirely on his own time and with his own resources, has now been entered into the official NASA speakers database. His first presentation under

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NASA sponsorship will be to the Civil Air Patrol Cadets after the New Year.

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## Treasurer's Report

By John Pavlajc

Treasurer, NSA Tennessee

In June of 2000 the Board decided we needed to improve our record keeping in regards to cash flow. We contacted NSA Headquarters and received a booklet titled "Chapter Treasurers Handbook".

This handbook contained everything we needed. It included a job description for the position of Treasurer as well as a breakdown of all the forms and account codes we would need to set up and administer cash flow for our chapter.

Once we received this handbook we set up our financial statements. There are four financial statements, one each for Membership, Meetings/Programs, publications/Products, and Administration.

Each statement lists the revenue and expense by account. In this way we can get a very clear picture of our cash flow and can better determine our course of action. It also helps us plan and stick to our budget.

Why am I communicating this in this newsletter?

First, in the year and a half that I've been Treasurer, no one has asked to see our financial statements. I guess I'll take that as a complement. It would appear all our members trust that I am handling things correctly.

On the other hand, I want to

inform you that I bring our statements to each meeting and as members you can ask to see them. And, if you have any questions, I'll be glad to answer them for you.

Second, I have already informed the Board that I will not be running for the Treasurer position for the 2002/2003 Fiscal Year. Greg Maciolek will be President and will need someone to accept that responsibility.

If you have an interest but were concerned about the duties a Treasurer must perform, don't worry. Since we have already set up our financial statements, have our cash flow system in place and it's operating effectively, and we have the handbook from NSA Headquarters as a reference, the duties of Treasurer are easy to follow. Plus, I'll help you make the transition into this position an easy one.

We need someone to step forward and take on this responsibility. Is this responsibility right for you?

If not, what position on the Board is right for you? Let Greg know today so he can start putting together his leadership team.

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## What Remains of Change?

By Estelle Condra

I heard paper rustle. Someone placed a gift bag in my hand. "Thank you," whispered a young voice. I reached towards the voice "You're welcome." I said, hugging the youth, and I felt her hair. I now knew it was a girl--my hands have become my eyes since I lost my eyesight. The girl was wearing her hair in the traditional elaborate beaded hair style of the Zulu people. In that moment I also realized I had performed for the

very first time, before an integrated audience in my homeland, South Africa. No one will ever know how moved I was. After all the years of struggle, uprisings, riots, marches and rock-throwing in my country, there I stood at long last before a mixed-race group, a sight my sightless eyes couldn't appreciate.

I was born and grew up during the Apartheid era when "good" education was for whites only. When I started teaching and performing, my students and audiences were white. As the white youth continued their privileged lifestyles the anger of the black youth reached critical mass and rock-throwing crowds rioted in the streets. After I married an American and moved to the states the rock-throwing uprisings continued for many years.

I returned to South Africa in the 70s and 80s to perform and search for stories from the various tribal societies. By law, my audiences remained white, although, it was curious to me that apartheid didn't apply to me when I went into black-only areas to search for my material. I was welcomed by each and all and was invited inside their humble homes.

I visited in South Africa during the early nineties when the struggle against Apartheid was at its peak. Race riots were the order of the day. Cars, busses, and houses went up in flames. Rocks rained on police stations, white-owned businesses, and police. Boycotts and embargoes were set in place to force the white government out and "one-man-one-vote" was promoted on millions of leaflets strewn from planes and helicopters.

Thousands of children were put in detention and demonstrations at funerals raged into rock throwing combat. My heart broke for the anguished people of my country and for the black parents whose children

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were shot dead during a peaceful demonstration for equal education.

The struggle was not in vain. The political, social and economic fronts have changed by the beginning of the twenty first century. Since Nelson Mandela was released from Jail and became the first black President of South Africa there have been many changes in the country once cursed with enforced segregation. Now there are multi-racial neighborhoods, inter-racial marriages are legal. There are no separate entrances, affirmative action has

been implemented, all races now hold jobs that were previously for whites only, and schools and churches are integrated.

So now, here I was, in front of a multi-racial audience, receiving a thank-you gift from a Zulu child. The teacher then asked me to show the students my white cane.

"I use it to feel for steps, the end of side walks, and doorways . When I walk outside I feel for fences, gates and rocks." I explained.

"When you find the rocks what do you do with them?" asked a girl.

In a flash I understood the question.

When I left South Africa 28 years ago the youth were angry and throwing rocks. Still after all these years, in spite of the change, the image of rock throwing remains in the psyche of the young people of South Africa. Change comes slowly. Maybe one day, when presented with the image of a rock, the children's first thought will not be to throw it. Estelle Condra "lives in the light of laughter" speaking, performing, and writing from her home in Nashville, Tennessee.

**NSA Tennessee Meetings** are always the 2nd Saturday of each month unless otherwise notified.

Location: Brentwood Courtyard Marriott. Phone: (615) 371-9200. Time: 9 a.m. - 12 p.m.

**Directions to the Courtyard Marriott:** From downtown Nashville or I-40, take I-65 South. Take the Old Hickory Blvd. exit. Make a right at the light. Get into the left lane but go through the next major intersection, Franklin Road. Make your first left past Franklin Road (you'll see O'Charlies on the left). After you make the left turn, you'll see the Courtyard Marriott on your right.