

## NSA Calendar

March 1-3, 2002  
Eastern Educational Workshop  
Atlanta Marriott Marquis  
Atlanta, GA

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



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

## March, 2002

Program Notes .....	1
Showcase info .....	2
Sponsorship .....	2
President's Column .....	2-3
Member News .....	3

We invite your comments and contributions for subsequent issues: [mike@kippassoc.com](mailto:mike@kippassoc.com)

### March 9, 2002: Robin Crow

Robin Crow is an author, speaker, entrepreneur, and one of the most innovative guitarists in the world. His concerts are more than music, they are powerful speaking events. Robin is on a crusade to help others discover the art of personal achievement and the rhythm of success. He has forged an extraordinary career releasing seven albums, performing over two thousand concerts, and appearing on dozens of television shows.

"It is my mission to help people realize their untapped potential, to break through limiting beliefs, and offer insights that will help transform the quality of their lives." Quite simply, there is no one else remotely like him...he is a unique blend of musician, entertainer, and motivator. In concert he combines his incredible guitar abilities with a powerful message of hope and encouragement.

"If you are willing to focus on your dreams instead of your fears, anything is possible!" I strongly encourage you to visit Robin's web site. Once there, click anywhere to get into the main site, and then click on the

Building a Dream link:  
[www.RobinCrow.com](http://www.RobinCrow.com)

**Robin asks...  
"HOW SERIOUS ARE YOU  
ABOUT YOUR SPEAKING  
CAREER"?**

Each of our paths to becoming a professional will be different, but I would like to offer some alternative possibilities for building a successful speaking career. It's been two years since I decided to become a professional speaker. So far I haven't gone down the expected paths that NSA wisdom would suggest. In spite of that I have begun to experience some successes . . .

- Small book deal / sold 29,500 copies in eighteen months
- Major book deal / same book to be in stores August 1, 2002
- Nightingale-Conant tape series / released last summer
- Have spoken in front of thousands at convention centers and coliseums
- Have been earning six figures at the back of the room

Each one of us has hidden abilities that could provide a competitive edge for an extraordi-

nary career as a speaker. My goal is to show how our idiosyncrasies can become our greatest assets. So let's think out of the box together! Here's an overview of what I'll be sharing:

- Fifteen years as a national recording artist and still broke (a bit of history)
- Coming to grips with past failures and success . . . and what to do about it
- Can a person really change?
- Becoming a business owner . . . an important key in gaining credibility as a speaker
- Planning for a large speaking career . . . how perception becomes reality
- How I got my first book deal
- How I got my first speaking engagement in front of 6000 people
- What it took to sell \$22,300 at the back of the room at first speaking engagement
- How I got my deal with Nightingale-Conant
- How I got book deal with major publisher
- The importance of a great title or concept
- A few thoughts on thinking big

**Showcases:**

The March 9 meeting will feature showcases by members Estelle Condra, Patsy Lawson and Vanessa Wynn.

**Sponsorship:**

Providence Publishing Corporation will be our sponsor for our March 9 meeting.

Providence Publishing offers full publishing capabilities but they do not pay royalties to authors. You pay for their complete line of publishing services but then you own 100% of your book. They distribute through Ingram books.

Providence Publishing Corporation is located in Franklin, TN. Contact Pam Horne, 771-2020 or email

phone@providencepubcorp.com. For more information, check out their website at [www.providencepubcorp.com](http://www.providencepubcorp.com)

Providence will provide a valuable and viable alternative to the service profile of Express Media, our February sponsor. Contrasting companies like this will help our members better determine which course of action to pursue for their printing and publishing needs.

A very warm thank you to Express Media for their sponsorship of the January meeting, and particularly for the content-rich briefing on the possibilities for NSA member use of their services. It was especially interesting to note that with high speed connectivity, geography doesn't matter. Past Tennessee chapter member Marion Madonia continues to use Nashville's Express Media for all her needs...from Kansas City!

**A note from our treasurer on sponsorships...**

One of the goals of NSAT is to find companies who would like to sponsor our meetings. The type of companies we look for have products and services that are of interest to our membership. They get to be in front of an audience that is interested in hearing what they have to say and constitute another positive reason to attend the meeting.

Express Media, last month's sponsor, produces short run, just-in-time printing for books, workbooks, employee handbooks, etc. You supply the product ready for printing, and Express Media produces them for you, 3-5 day turn-around, minimum order \$75.00.

They also do CD reproduction and will inventory your products for shipment upon receipt of an order...direct from your website! They also shrink wrap when grouping products for ship-

ping in connection with meetings and conventions.

This month, Providence Publishing Corporation is our sponsor. They are a full service publisher. You pay all the upfront costs, but get the services of a publisher (proofreading, editing, cover design, etc.). This payment method allows you to keep complete ownership of your book.

We would like more companies to sponsor our meetings and to have the opportunity to showcase their services. What companies have you had contact with that have products and services of interest to our membership? Think they would be interested in sponsoring a meeting?

**How it Works**

A sponsor pays us \$100.00. This gives them access to 40-50 interested members before the meeting, at the break, and after the meeting. The sponsor gets a display table in the meeting room and 5-10 minutes to explain their products and services and answer questions. The sponsor can submit information to be printed in our newsletter. And, this info also appears in the newsletter on our web site.

This turns into a win-win situation for everyone. They have a way to advertise inexpensively to an audience that is eager to listen and learn. We get to hear about companies, products, and services that other members have either already looked into or used themselves.

Providence Publishing Corporation is our March sponsor. We don't have any other sponsors lined up beyond that. Who have you come in contact with that impressed you and/or you used to make your business more successful? More than likely, they would be of interest to our membership and be an ideal candidate.

If you have someone in mind, let's talk: ResultsPavleje@aol.com or 615-591-4953. Or, we can talk at the March 9 meeting. See you there!

John Pavlaje, Treasurer

**President's Column**

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

By Dennis Carey, President, NSAT

**To Serve**

Ladies and Gentlemen of NSAT, this has come about that we must begin

our selection of the next board. This will be a brief narrative on my experiences so far as this will be the third year I have participated. In my first year, Bill Karlson approached me shortly after I joined NSAT to take on a new role. That position was to be Sgt. at Arms. My responsibilities would basically be to keep the meeting on schedule, introduce people, help with what needed help. In the beginning, I wasn't really sure if I had the time or the ability to do it, but Bill saw something in me that I didn't yet. It was very rewarding and opened further opportunity to develop my presentation skills. The following year I was elected President-Elect and through a variety of personal crisis the folks at NSAT were never at a loss for supportive words and efforts. Finally, this last year as the President of NSAT has shown me areas of professional and personal development that I need work on, as well as, things I do really well. In taking on a role of leadership in NSAT, you can open yourselves up to possibilities that you may never have considered before. It is in those times that we accomplish the most for ourselves and others. Please take some time to think of your skills and talents and those of others to see if you would like to contribute to the NSAT group. Perhaps you know of others in the group that you feel that would be exceptional at a role. Below is a listing of all positions in the Board. Read over them and see if you or others you know fit the bill. An organization like NSAT is fueled solely by the voluntary support of individuals from the group. As I have found it is essential and necessary to the success of the group as a whole. I have been blessed to have worked with a group that has done that job very well. Nominations are open for all, or you may nominate yourself. Thank you for the time and consideration.

Directly from our By-Laws:

**Section 3: Duties of the President-elect**

3.1 The President-elect shall be a member of NSA.

3.2 The President-elect shall plan NSAT operations for the subsequent year.

(continued)

3.3 The President-elect shall work with the Board and NSA to assure continuity of NSAT leadership.

3.4 The President-elect shall, in the absence of the President, perform all duties and assume all responsibilities of the President until the President returns.

3.5 The President-elect shall, during the incapacity of the President as determined by the Board, perform all duties and assume all responsibilities of the President until the Board shall revoke such authority.

3.6 The President-elect shall coordinate the activities of all NSAT committees. All committee records, other than financial, shall be under the control of the President-elect (i.e., nominating, membership).

3.7 The President-elect shall assume the office of President at the end of his/her term of office.

#### **Section 4: Duties of Vice President(s)**

The Vice President(s) shall perform such responsibilities as may be designated from time to time by the Board.

#### **Section 5: Duties of the Secretary/Chief Information Officer**

5.1 The Secretary (CIO) shall take the minutes and record attendance of all Board and Executive Committee Meetings, and Annual Business, Membership and Special Meetings.

5.2 All NSAT records, except financial and committee records, shall be under the control of the CIO.

5.3 The CIO shall keep such records and prepare such reports as may be requested by NSAT or NSA.

5.4 The CIO shall maintain a file of the correct names and addresses of all NSAT members.

5.5 The CIO shall work with the membership committee to assure timeliness and quality in all areas of membership.

5.6 The CIO shall maintain a master notebook containing the current NSAT bylaws, Articles of Incorporation, standing policies and procedures.

5.7.1 The CIO shall provide a copy of the notebook to each newly elected officer and director of NSAT.

#### **Section 6: Duties of the Treasurer**

6.1 The Treasurer shall receive and disburse the funds of NSAT, and shall

keep and preserve proper vouchers and books of accounts and other necessary records, which shall be open to inspection by the Board. The Treasurer shall deposit NSAT funds in such depositories as may be approved by the Board and shall disburse funds only for approved investments or upon approved vouchers and in accordance with procedures approved by the Board.

6.2 The Treasurer shall submit a monthly financial report to the Board and an annual report to the Membership at the Annual Business Meeting.

6.3 The Treasurer shall submit reports as requested by NSAT and NSA.

6.4 The Treasurer shall file all required tax forms with local, state and federal authorities.

6.5 The Treasurer shall work with the finance committee to assure quality in all areas of financial affairs.

6.6 All financial records, tax reports and other required records, shall be maintained by the Treasurer.

#### **Section 8: Duties of Directors**

8.1 The NSAT Directors (Directors) shall consist of a minimum of two individuals elected by the Membership.

8.2 A Director shall serve for a term of two years or until his/her successor is elected.

8.3 Directors shall be members of the Board.

8.4 Directors shall perform such responsibilities as may be designated by the Board from time to time.

#### **We also maintain the Board positions of:**

Newsletter Editor, edits and produces the newsletter from informational announcements and submissions from members

Webmaster, maintains and produces updates, application for the website

Sgt. at Arms conducts and controls tempo of meetings.

Please consider this deeply rewarding opportunity to serve the members of this privileged profession.

Dennis Carey

the Wagons, will be featured on two upcoming radio programs. The first originates from Fisk University in Nashville, 88.1FM, and the second from NPT producers; "Jump Start Your Business Brain".

**Bill Carswell** has given his first speech as an official NASA speaker!!! Bill was invited by the Marshall Space Flight Center in Huntsville to talk about "Research on the International Space Station --- or -- What The Heck Are We Doing Up There?!" The audience was enthralled by Bill's entertaining overview of humanity's accomplishments in orbit. This landmark event in Bill's speaking career, coupled with his insights on one of the most amazing activities in, or above, the world today, paves the way for Bill's emergence as a national voice on the International Space Station program. Bill will be showcasing at the March chapter meeting.

Free for the Community

*Learn Self Love and Preventative Techniques for Teens and College Students*

**Rod Glover** will present "Real Love!" for teens, single adults and college students on Monday, March 25, 2002, 6:30 p.m. in the Tennessee State University Humanities Building. Studies show that African Americans represent 15% of the population between the ages of 12-19 years of age and 60% of the HIV virus among youth ages 12-19 years of age. Aids is the leading cause of death for black males and the 2nd leading cause of death for white males between the ages of 24-34. This free program will be sponsored by Tennessee State University's Student Government Association, Motivations Drama Group, and Rodrick "The Motivator" Glover. Rod is also the founder of Nashville's Abstinence Day and the YMCA PTAP teen performance troupe.

**Mike Kipp** has been invited to open the International Conference on Social Values at Oxford University July 3 – 5 with "The Razor's Edge: Toward a Personal Perspective on Spirit and Leadership".

## **Member News**

NSAT member, **Vanessa Wynn**, whose topics include, Small Business Self Promotion and Walking Away From

If any NSAT member does not receive both an e-mail version and the Post Office delivered version of this newsletter, we do not have accurate information on you. Please take the time to send it to us. Email the information to: ResultsPavleje@aol.com or send it to:

John Pavleje, P.O. Box 361, Franklin, TN, 37065-0361.

**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.

## Join the National Speakers Association

**Option One:** Have you received monetary payment for at least 20 presentations within the last 12 months? You are qualified!

**Option Two:** Have you given at least 20 presentations to audiences of 15 or more as part of a salaried position within the last 12 months prior to application? You are qualified!

**Option Three:** Have you made at least \$25,000 giving presentations during the last 12 months prior to application? You are qualified!

*Remember: you only have to meet ONE of these requirements to qualify.*

### Guest Editorial

*"Language exists only on the surface of our consciousness. The great human struggles are played out in silence and in the inability to express oneself."* Franz Xavier Kroetz

www.NSATennessee.com  
 (615) 227-2872  
 National Speakers Association Tennessee  
 P.O. Box 1941  
 Brentwood, TN 37024-1941