Dear AZNIGP Members,

I want to wish you all a very happy, healthy and prosperous New Year! I also want to thank you for the opportunity to serve as your 2018 President. It is an honor and pleasure to serve our organization and all its members.

I would like to thank Joe Guy for his service as our 2017 President. I am grateful for his leadership and contributions to AZNIGP during his presidency. I also want to thank Bill Munch for his 3 years of service as Vice President, President and Immediate Past President, and Heather Hodgman for her 2 years of service as Secretary. I look forward to our continued relationships and their ongoing involvement with the Chapter.

The top 3 big ideas on the board’s priority list for the upcoming year are the following: First, provide valuable training and professional instructors and speakers at events. Second, encourage members to apply for scholarships and take advantage of scholarship funds. The money is available and we want to give it away! And third, encourage members to get involved. Many comments are made about always having the same people on committees and the board. We encourage you all to get involved and volunteer on a committee. Committee chairs have completed detailed job descriptions and duties of their committees for easy transitions. Please visit our website to see what committee might interest you and sign up. If you need more information, contact the chair or me for assistance.

Our upcoming calendar of events for 2018 looks amazing. In February, we have a professional trainer presenting a one-day seminar on Negotiations, Essential Negotiation Skills for Work and Life. For our Career Seminar in March, we have professional speaker and author, Kevin McCarthy presenting his program “Beyond the BlindSpot Zone” Seminar. His story is truly amazing and something I’m sure we will all be able to relate to. And we will be bringing Patrick Ibarra with The Mejorando Group back for the August Career Seminar. If you had the chance to attend his session at last year’s regional conference you can attest that he is a great speaker and very knowledgeable in his industry. In addition, we will be offering multiple NIGP Seminars and our regular chapter luncheons. Please view the Calendar of Events within this newsletter and on our website for additional information and registration details.

Thank you again for the opportunity to serve as your 2018 President. I look forward to a successful year. Please contact me with any questions, comments, concerns, and suggestions.

Sincerely,

Kristy Garcia, CPPB

President’s Message by Kristy Garcia, CPPB
Purchasing Month

March is Purchasing Month so how are you celebrating? Let us know what your department is planning and we will highlight your agencies Purchasing Month activities in our next newsletter.

And if your not planning anything, why not? This is your opportunity to celebrate the Procurement profession to others in your agency and recognize your team.

Congratulations to our new 2018 Executive Board!

President—Kristy Garcia, CPPB
kristy.garcia@mesaaz.gov
480-644-5052

Vice President—Teena Ziegler, CPPO, CPPB
ziegler.teena@azdeq.gov
602-771-5198

Treasurer—Sharon Brause, CPPO, CPPB, CPCP
sharon.brause@mesaaz.gov
480-644-2815

Secretary—Lori Noyes
lori.noyes@azdoa.gov
602-542-7144

Immediate Past President—Joe Guy, CPPB
guyj@mail.maricopa.gov
602-506-8718

Our newly elected officers after being sworn in at the December luncheon. Pictured L to R: Joe Guy, Sharon Brause, Lori Noyes, Teena Ziegler, and Kristy Garcia
Calendar of Events for 2018

Chapter Luncheon Meeting’s

January 23, 2018—11:30 AM (Registration Open!)
May 8, 2018—11:30 AM
September 11, 2018—11:30 AM
December 11, 2018—11:30 AM

Professional Development Opportunities

February 12-14, 2018—NIGP Seminar: Introduction to Public Procurement (Registration Open!)
February 26, 2018—Negotiation Training 360 (Registration Open!)
March-April 2018—CPPO / CPPB Review Sessions
April 16-17, 2018—NIGP Seminar: Capital Acquisitions
May 14, 2018—NIGP Seminar: Best Practices in Developing Public Construction Documents
June 18, 2018—Seminar: ABC’s of RFP’s
August 19-22, 2018—NIGP National Forum, Nashville, TN
August—September—CPPO / CPPB Review Sessions
September 17-18, 2018—NIGP Seminar: Risk Management
October 18, 2018—Regional Conference, Mesa Convention Center
November 5, 2018—NIGP Seminar: Ethics Survival Kit

Career Seminar’s

March 13, 2018—8:00 AM (Registration Open!)
August 14, 2018—8:00 AM

Webinar / Lunch & Learn

April 10, 2018—11:30 AM
June 12, 2018—11:30 AM
November 13, 2018—11:30 AM

Volunteer Events

April 21, 2018—Pat’s Run
(Please contact Sharon Brause if you would like to walk/run in this event. Chapter will pay the registration fee for the first 25 members)

Other

April 9, 2018—Reverse Trade Show
NIGP Course to be held at Central Arizona Project

NIGP Seminar: Introduction to Public Procurement
Date and time: February 12-14, 2018 (8:00 AM—5:00 PM)
Seminar Location: Central Arizona Project, 23636 N. 7th St., Phoenix, AZ 85024

Presented by: Ms. Bonnie Sletten, CPPO, C.P.M.
Contact hours: 24.00 hours, CEUs: 2.3
Cost: NIGP Institute Members—$715; Non-Members—$915
To Register: Go to www.aznigp.org Under Upcoming Events

Overview
The work of public procurement is no longer a clerical function performed independently by various people throughout different agencies or departments within a government entity. This class provides an overview of the ever-changing profession by identifying fundamental concepts that will affect procurement in the public sector. Practical examples, discussion, group exercises and case studies will be used throughout the course.

Objectives
Upon successful completion of this course participants will be able to:

• Describe the roles, organization and functions of public procurement

• Explain the steps in the procurement cycle and the stakeholder relationships inherent in each step

• Demonstrate how public procurement adds value to the delivery of public services

• Describe the cultural, social, political, economic and legal environments that impact public procurement

• Demonstrate the importance of ethics and professionalism in public procurement
“Thank you committee volunteers for all your hard work during the past year.”

Volunteer of the Year for 2017 is...

Congratulations to Darryl Woodson, City of Mesa, for being selected by the Executive Board as Volunteer of the Year.

Darryl was named Volunteer of the Year for his participation on the Pro-D Prize Drawing committee. Darryl has faithfully chaired this committee for many years and each year continues to perform his duties enthusiastically.

The gifts are always great and the money collected helps our chosen charity for the year. In addition to buying gifts for every luncheon, career seminar, and regional conference, Darryl is tasked with coordinating 50/50 raffle drawings as well for each event.

Thank you, Darryl, for your involvement and hard work and many years of volunteering.

Congratulations!
Photography Committee

Pro-D Prize Drawing Committee

Programs & Webinars Committee

Resource Library Committee

Regional Conference Committee

Reverse Trade Show Committee
## 2018 Committee Chairs

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<td>Sharon Brause, CPPO</td>
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<td>Marketing &amp; Communications / Social Media</td>
<td>Collette Lewis, CPPB</td>
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<td>Young Professional/Student Chapter</td>
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*Your Committee Chairs and Officers for 2018*
Membership Report

Active Members = 473
Pending Members = 1
Expired Members = 0
Vacant Members = 4
New Members = 6

Please report any members that have left your agency so they can be marked as expired and your agency can get credit for a vacant membership. You can apply this vacant membership to any new hire. (same membership year only)

Membership renewals or any new membership is $40.00. Currently all new memberships is only $20 for half year. All NEW members receive a free lunch voucher to attend a chapter luncheon ($20 value).

Benefits to being a Chapter Member include, free webinars, networking opportunities, discounted professional development events, scholarship opportunities, and much more!

Please contact Evan Karl, Membership Chair, to redeem free lunch vouchers, remove or add any members, and with any questions or help getting registered. membership@aznigp.org

Welcome New Members!

Paul Evans
Arizona Office of Tourism

Lori Anderson
Arizona Department of Gaming

Tom LaVell
City of Mesa

Cheryl Williamson
Apache Junction Unified School District #43

Jennifer Reitan
Arizona Department of Corrections / ACI

Cynthia Pearson
Arizona Department of Child Safety

New Member, Paul Evans, in attendance at the December luncheon
Registration is now open for **Negotiation Training 360**, presented by Randy Kutz, Owner, Author, and Trainer. Class will be held on Monday, February 26, 2018 at Arizona Department of Admin.

**Class is limited to the first 20 members. If demand is greater than 20 we will look at offering another class later in the year. If class is full please register for the waiting list so we know if we need to offer another class.**

**Seminar:** Negotiation Training 360  
**Date and Time:** Monday, February 26, 2018 (8:00 AM—5:00 PM)  
**Seminar Location:** ADOA / SPO, 100 N. 15th Ave. 1st Floor Conference Room, Phoenix, AZ 85007  
**Presented by:** Randy Kutz  
**Contact hours:** 8.00  
**Cost:** Members Only—$100  
**To Register:** Go to [www.aznigp.org](http://www.aznigp.org) Under Upcoming Events
NEGOTIATION TRAINING CLASS
A Practical Course for all People Regardless of Job, Title or Industry

Win More Deals, Achieve Better Outcomes, Build Healthier Relationships at Work & at Home

Negotiation is more than a skill for work... It's a Skill for LIFE!

Isn't it time you got the skills necessary to help you succeed both at work and at home without compromising in either?

Negotiation Training 360 can help you...

- Learn the principles of negotiation taught at the highest levels of academia and practiced by top companies around the world.
- Master the language of negotiation and change the way you approach the bargaining table to win more deals!
- Create a blueprint for an effective strategy and winning process to achieve better outcomes in your actual negotiations.
- Build healthier relationships before, during and after the negotiation and experience successful and sustainable results with the people side of your business.

**PEOPLE are the essential ingredient of all negotiations. They are the TRUE NORTH of your compass. Ignore the people and you do so at your own peril.**

Rediscover the most important skill that thriving companies and individuals have mastered. Put people back as the central focus of negotiation in your professional and personal life, and experience better results because of better interpersonal relationships.

Negotiation is a people skill you can’t afford to live without! At the end of the day, we are all in the people business!

**Start Building Your Skills Today!**
March Career Seminar—March 13, 2018

Save the Date! You don’t want to miss our first career seminar being held on March 13, 2018. Kevin McCarthy will be our guest speaker. Kevin is a dynamic, inspirational keynote speaker, master trainer & executive coach for Making Better Happen, LLC.

Blindspots are those unconscious biases, implicit associations, memory traps and thinking errors that affect our behavior and decision-making abilities. Kevin captivates audiences with spellbinding, real life stories involving some of the biggest names in sports, one of the largest stock fraud cases in his State’s history, and the enigmatic FBI. He even shares how his blindspots landed him in prison for 33 months, which always gets an audience’s attention.

You will discover your individual blindspots through fun, interactive exercises and over-the-top stories from real life. Kevin’s stories and style create a space for laughter, self-reflection, and internal motivation. Walk away having learned how to discover your own blindspots and adapt your behavior so you can increase your influence, strengthen relationships and make better decisions.

There are more than 200 cognitive biases and thinking errors that affect our daily decision-making abilities, our behaviors and beliefs. Yet, more than 85% of us believe we are less bias than the average person. This cognitive disconnect places a lid on our influence, creates conflicts in our relationships and skews our decision-making abilities. Welcome to The BlindSpot Zone.

- Learn how to quickly recognize blindspots and intentionally change behaviors.
- Gain a new understanding of and appreciation for how to better work together and serve your clients.
- Discover the recurring patterns that are holding you back from your peak performance.
- Learn how to unmask the hidden biases that creep into every decision-making process.

All attendees will receive Kevin’s new book, Blind Spots—Why Good People Make Bad Choices.

In addition to this exciting presentation and training we will have our business luncheon meeting and announce the 2018 Manager and Buyer of the Year as well as Purchasing Month activities, new members, scholarship award winners, gifts and prizes, and much more!

Date and time:
March 13, 2018
(8:00 AM—1:30 PM)

Seminar Location:
ADOT/HRDC
1130 N. 22nd Ave.,
Phoenix, AZ  85009

Cost: Members—Free*
Non-Members—$20

To Register: Go to www.aznigp.org
Under Upcoming Events

*If you register and are a no-show or do not cancel by the deadline you will be charged $20.
Forum Scholarships Available

Applications are currently being accepted through February 23, 2018 for attendance at this year’s NIGP National Forum in Nashville, TN.

Award includes the registration, airfare, hotel, and per diem per person. The Chapter will be awarding 5 scholarships, so apply today!

Manager and Buyer of the Year Awards

The time to nominate for Manager and Buyer of the Year 2018 is now!!!

Please take the time to celebrate the achievements and contributions of our exceptional NIGP Arizona State Capitol Chapter members by submitting your nomination.

- Nominations must be received no later than February 9, 2018.
- Members can self-nominate or nominate another member.
- All nominees must be an active paid member.
- Nominations must be submitted in electronic format (via email).
- Email to: Ziegler.Teena@azdeq.gov

Instructions and Nomination forms can be found under Documents and Files, Scholarship Info at www.aznigp.org.

Each award recipient will receive a full ride scholarship to NIGP National Forum 2018 in Nashville, TN.
Scholarships

The Arizona State Capitol Chapter of NIGP has established the Scholarship Program for the primary purpose of assisting individual AZNIGP members who are interested in furthering the development of their procurement skills and professionalism. Scholarships are designed to assist members with a need for funds to help pay for continuing education and professional development efforts.

Active and participating AZNIGP members may apply for a scholarship. Maximum amount of $1,000 is allowed within a 12-month period.

The Scholarship Application and Instructions are posted on the Chapter website at www.aznigp.org under Documents and Files, then Scholarship Info.

Submit all applications to Teena Ziegler, Vice President at Ziegler.Teena@azdeq.gov

Mentoring

The mentor program is geared toward the professional development of procurement practitioners. The goal is to match experienced professionals with partners seeking to advance or expand their skills. We are looking for members who are committed, encouraging, motivating, and supportive.

This program is perfect for the new procurement professional who wants to learn more about government procurement and NIGP. You will be matched with a seasoned member who will guide you and help you set goals and help you achieve those goals.

Gain knowledge from long-term members who have experience and wisdom and develop a loyal network of supporters. Mentors gain satisfaction in sharing expertise with others and can assist mentees with customized plans to meet member’s goals.

Interested in being a Mentor or Mentee, please contact Heather Hodgman, Committee Chair at hhodgman@ajcity.net / 480-474-8500.

“MENTORING: Successful people never reach their goals alone”
“Like us today of Facebook!

“Follow” us on Twitter!

And

“Join” our Professional Network on Linkedin!

⇒ Events
⇒ Updates
⇒ Articles
⇒ Photos
⇒ Networking

Contact Us
Need help, or have comments?
Contact us at info@aznigp.org
Or members@aznigp.org
Visit us on the web at www.aznigp.org

Mailing Address:
PO Box 67741
Phoenix, AZ 85082

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Job Opportunities

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