

Early Bird Registration is Now Open! Spring Conference May 19-20, 2016

in Daytona Beach at
The Plaza Resort & Spa



Register Me



Mark your calendar (*or register now to get the Early Bird rate of \$195!*) for the **2016 Spring Conference**.

It is never too early to plan for your professional development and valuable networking with your peers. Last year's participants gave the conference rave reviews, so you won't want to miss this year's event.

Call (800) 500-5630 for the FACP special room block rate of \$95 plus tax.

The accuracy of your chamber's information is very important to us!

We strive to keep our database up-to-date, but we need your help to ensure that we are hitting the mark.

Please take a moment to login to the "Members Only" page at facponline.com and verify that we have your current staff member list and contact information.

Have questions? Contact director@facponline.com.



Keeping a Strong and Relevant Membership Pipeline

presented by
Shari Pash,
**Strategic
Solutions for
Growth**



Feb. 16 at 2 p.m. (EST)

Keeping your pipeline filled with relevant prospects:

- Building and targeting beyond the month you are in
- Targeting the most relevant prospects
- Keeping an active prospect list that drives success
- Using LinkedIn for targeting prospects to fill your pipeline

When and how to let go of a prospect:

- When is it ok to let go of a prospect
- What will it mean to your pipeline to let go of prospects
- How to let go and maintain the relationship

Register Me

Webinar is Free - Advanced Registration Required



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Available Jobs



Chamber	Open Position
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South Lake Chamber of Commerce	President/CEO
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[Apply](#)

Tavares Chamber of Commerce	Executive Director
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[Apply](#)

St. Johns Co. Chamber of Commerce	Director, Ponte Vedra Beach Division
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[Apply](#)

Greater Sarasota Chamber of Commerce	Communications Coordinator
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[Apply](#)



Is Your Chamber Hiring?

Don't forget to post your available positions on the FACP website. The job posting service is free to FACP member chambers and the applications from potential employees are sent directly to your chamber and are confidential and seen only by your chamber.

[Post a Job](#)



BECAUSE U R THE ONE WHOSE ANSWERS COUNT!

The Florida Chamber is currently building a new version of the the ChamberViews system to better serve their members.

During this time, we will not be conducting the Thursday Surveys and, unfortunately, some of the functionality of the surveys that are saved on our website is limited.

We apologize for any inconvenience and will resume the Thursday Survey as soon as the new software is available.



It's Never Too Early To Begin Planning for Institute!

The Florida Association of Chamber Professionals is proud to partner with Institute for Organization Management, the U.S. Chamber of Commerce Foundation's professional development program for non-profit executives, and offer two \$500 partial tuition scholarships to one of Institute's 2016 sites. The two scholarships, available to our members, will be awarded to students attending Institute for the **first time** to assist with enrollment fees and cannot be combined with any other Institute scholarships.

If you are interested in this scholarship opportunity, [click here](#) to download the 2016 FACP scholarship application.

Early registration deadline for Southeast Institute is April 22, 2016. Deadline to submit scholarship applications is **March 18, 2016**.

For more information about Institute's curriculum, sites, and dates, visit the [Institute Web site](#) and [Prospective Student Toolkit](#) to help you gain insight into the program

Get Certified!

It's not too early to start working on your chamber's application to become a Certified Chamber in 2016!

Finished applications are due by **June 15** -- click the link below to download the criteria and application.

Download the Application



Bonita Springs
Brandon
Charlotte County
Delray Beach
Indian River
Lakeland
Manatee
Melbourne Regional

Miramar-Pembroke Pines
Ocala-Marion
Panama City Beach
Pensacola
Putnam County
Seminole County
Greater Tampa
Winter Haven



Bay County
Clay County
Destin Area
Flagler County
Gainesville Area
Hispanic/Metro Orlando
Naples

Saint Johns
Sarasota
Sebastian River
South Lake
Tampa Bay Beaches
West Orange



Frostproof Area Chamber of Commerce

Kelly Banks

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(352) 552-8855

RSanFratello@yahoo.com

Individual Member

Help us grow FACP...recommend and refer chambers within your region and interested vendors!

Click here for the online membership application or
Click here for membership benefits information.



It's Time to Submit Your Nominations....



2015 Professional of the Year Award Applications due before February 26!

Attention Chamber Presidents/CEOs/Executive Directors -- it's time to recognize your top performing staff members by nominating them for the **2015 Professional of the Year Award**.

The award will be presented at the 2016 Spring Conference on May 19-20 in Daytona Beach.

Pictured above are 2014 Professional of the Year, **Jacki Dezelski** (right) of the Manatee Chamber of Commerce and **Debbie Cotton**, FACP Awards Chair, of the Seminole County Regional Chamber of Commerce.

Download the Application

What a great way to say "thank you" to those staff members who always go above and beyond!

Submit your nomination now!

Favored Statements at Board Meetings

By Bob Harris, CAE

I have sat through enough chamber of commerce board meetings to distinguish the feeble phrases from the more powerful statements.

For example, the chamber distributes committee and staff reports two weeks in advance through a board portal or Dropbox. But not everyone reads the reports. You recognize these directors as they begin statements with the phrase, “I just have a question.”

Unfortunately what follows their question are well-intentioned directors who are quick to offer answers. The meeting is redirected from advancing the agenda to answering a variety of questions.

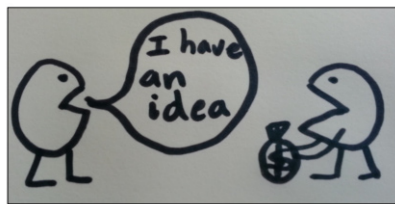
Board phrases can be divided into those that should be banned and others that should be encouraged.

Discouraged

Forbidden phrases take the board down a “rabbit hole” or distract from the agenda.

We’ve Always Done It That Way – This is conversation killer. A seasoned director squashing an idea because of history. There may be new technology or resources to improve an idea or program if it isn’t squashed with, “We’ve always done....”

I Have an Idea – Beware of this phrase tossed on the board table. Some directors (and committees) seem to measure success by how many new ideas and projects they offer. Directors should be disciplined about determining if “ideas” fit within the budget, strategic plan and mission before they respond, “good idea.”



I’m Representing My Company – You might hear, “I know the issue has a business wide impact but I’m here representing my company.” Some directors have a tough time taking off their “company hat” and replacing it with a governance role that advances the chamber.

I Didn’t Know we Had a Strategic Plan – The first question incoming leaders should ask is, “do we have a strategic plan?” It serves as the roadmap for all actions of the board.

Should I Read the Bylaws? – The bylaws describe the relationship between the governing board and stakeholders or members. Directors must understand the bylaws to carry out their fiduciary duties.

I Just Have a Question – Beware of the director who sounds wise with, “I just have a question.” Don’t let the eager respondents distract from the meeting agenda.

How Many Meetings am I Allowed to Miss? – The bylaws may indicate that action will be taken against a director who misses meetings. But these should not be considered “passes” to get out of meetings. The board is a team and it requires a quorum to act.

Encouraged

These statements should be encouraged to support high performing governance.

What Part of the Strategic Plan Does this Advance?

– Nearly every discussion should be influenced by the strategic plan. Keep it on the table and encourage directors to consider how motions will advance the plan.

We’re in the Weeds – When governance dives into tactics it can be said the board is “in the weeds.” Praise directors that point it out and encourage a return to more relevant conversations.

How Will We Measure Success? – A nonprofit organization runs like a business – even though it has tax exempt status. To run it effectively, consider performance measures as an aspect of every discussion.

Let’s Take It Up to 50,000 Feet – Conversations may take dives into the realms of committee work and staff duties. Avoid those by getting the board back up to a visionary, long-term perspective – often described as 50,000 feet and above.

Can We Put that Idea in the Parking Lot? – Not every idea will fit in the current budget or strategic plan. For ideas with merit, suggest it be put in the “parking lot” for consideration when the timing and resources are right.

What’s Next? – The ideal closing question at meetings is, “What’s next?” This provides opportunity to improve understanding, clarify expectations and make assignments.

Be especially leery of the statements: “I just have a question” and “I have a good idea!” Directors should recognize these phrases and know how to redirect in order to stay on task.

Note: Bob Harris, CAE, offers free chamber and association governance tips and templates at www.nonprofitcenter.com

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GENEROUS
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EVERYONE CAN...**



**Thank You
For Your Continued Support
of our Mission to
Enhance Excellence in Chamber Management!**