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Words From the National President

We are in the midst of profound and revolutionary changes in the way we live and do business. Intense global competition, the explosion in information and information technology, and the demand for split-second responsiveness and flexibility have put incredible pressures on organizations and people. This dynamic environment is further affected by extraordinary budget pressures, compliance, and ethics issues. These trends, coupled with changing demographics in the workforce, are shaping volunteerism today.

As I look forward to this next year, I believe NCMA is committed to delivering quality programs, relevant learning opportunities, and professional advocacy to every member, stakeholder, and customer. Please watch for this e-newsletter each month as I, and the officers and directors of NCMA, share with you our plans for the association, and our progress in attaining our goals. We will also be sharing with you ways in which you can stay connected to NCMA and the contract management profession.

I am honored to serve this great association, to have the opportunity to work with dedicated professionals, and to stay connected to the community I serve.

Lenn Vincent, Fellow
National President

Student Membership

To qualify for this membership class, individuals must be full-time students in an accredited, degree-granting institution, and not hold full time employment in contract management or a related field. Individuals in this membership class receive all benefits of Regular membership. The annual dues for the "Student Member" class will be \$0.00, and the initiation fee is waived. To sign up, please visit our homepage at www.ncmahq.org and select "Join NCMA."

NCMA Benefit

One of the best benefits you receive as an NCMA member is free access to our jobs board at www.ContractManagementJobs.com. This is the premier electronic recruitment resource for the industry. Here, employers and recruiters can access the most qualified talent pool with relevant work experience to fulfill staffing needs. Active job seekers can showcase their skills and work experience to prospective employers to find the best job opportunities, while others can take advantage of networking, training and career development services. Whether you're looking for a new job, or ready to take the next step in your career, we'll help you find the opportunity that's right for you. As of July 21, 2006, there were 188 positions being advertised worldwide.

Volunteerism

If you are looking for networking opportunities, get involved! Volunteering for your local chapter is a great way to meet people and find out about potential internships. Chapters are always looking for help and volunteering doesn't look bad on a resume either. A list of chapters and their contact information can be found under the Chapters link on the NCMA website at www.ncmahq.org.

Featured eNewsletter

In addition to this newsletter, NCMA recommends you subscribe to "Creating Your Own Path" newsletter by Hallie Crawford at www.halliecrawford.com. Hallie is a Career Coach and may be able to help you in your pursuit of professional development excellence. There is no charge for the newsletter subscription.

A Few Networking Tips for Beginners

Networking is still a great way to find a job. Resumes from referrals tend to land on the top of the applications pile and are typically reviewed first. Here are some quick tips for networking in a group or one on one:

1. **Get clear:** Get clear on what you're looking for. What kind of job or opportunity do you want? Keep it short and sweet so you can communicate it easily.
2. **Tell everyone you're looking:** This includes friends, family, fellow students—even professors. You never know who might know someone in the field you're interested in.
3. **Don't be shy:** Ask for the referral. People are usually happy to help and the worst they can say is no. Remember... nothing ventured, nothing gained.
4. **Follow-up:** Follow-up with the referral offered and the person who provided it. Send a hand-written thank you note to the person who helped you.
5. And most importantly, **be yourself!**

For more help feel free to contact me: Hallie Crawford, MA, CPCC—
www.HallieCrawford.com—Hallie@HallieCrawford.com.

From Hallie's signature block: Years from now you will be more disappointed by the things that you didn't do than by the ones you did do. So throw off the bowlines. Sail away from the safe harbor. Catch the tradewinds in your sails. Explore. Dream. Discover.

Educational Quotes

"Perhaps the most valuable result of all education is the ability to make yourself do the thing you have to do, when it ought to be done, whether you like it or not."
—Walter Bagehot

"In the middle of difficulty lies opportunity."
—Albert Einstein

"I'm a great believer in luck, and I find the harder I work the more I have of it."
—Thomas Jefferson

Expectations of a Supervisor

- Integrity, integrity, integrity
- Set goals and achieve them
- Before you take a fence down, find out why it was put up in the first place

Head Scratchers

This is where we'd like to solicit your thoughts and concerns about contract management, professional development, or anything else suitable for printing. Please send your comments or questions to jwilkinson@ncmahq.org and mention StudentsConnect.

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