

# Survive and Thrive

2010-2011

SMPS Research Triangle Members,

**Value...** it's something we strive to provide to our external and internal clients every day. When we position our firms to existing/potential clients we present what value we can provide them. Every pursuit we execute/manage - and hopefully win - we showcase the value we offer our firms.

At SMPS Research Triangle we strive to present members programs, opportunities, and resources that are of value and that can be effectively utilized in your day-to-day business activities. In the end, we hope you've found value in the events you have participated in to date and continue to join us to gain valuable insight and knowledge for the remainder of the program year.

With only a few months left, SMPS Research Triangle doesn't intend to end on a yawn, but on a **ROAR!** Our programs committee has been diligently working to provide the following valuable events:

- **Lessons from Leaders** : Gathering Pearls of Wisdom moderated by Polly Cooper in March;
- The **360° Leader** presented by Deb Kennedy from Brown and Caldwell in April; and
- The much anticipated **Clients Talk Back** moderated by Theresa Leahy from Affiliated Engineers, as well as a special tour of the **Green Square** in May.

To register or for more information, visit [www.smpstriangle.com](http://www.smpstriangle.com).

Get valuable insight in our region! Attend the Southeast Regional Conference, "**Get Lucky,**" March 14-16, hosted by the Atlanta SMPS Chapter. They've lined up a powerful group of presenters and an amazing educational program that will certainly put a little gold in your pocket. To register or for more information, visit [www.smps-seregconf.org](http://www.smps-seregconf.org).

Expand your firm's exposure from coast-to-coast! Attend the SMPS national conference, Build Business "**The Bottom Line,**" which will be held in Chicago from August 24-26. The conference will equip attendees with the technical skills and knowledge to sell their services—as well as unprecedented opportunities to meet relevant clients with work and potentially take home business. To register or for more information, visit [www.buildbusiness.org](http://www.buildbusiness.org).

I hope you will join SMPS for these educational, informative, and networking opportunities; and I hope you find value at each event.

Sincerely,

Alma Montemayor, CPSM  
President, SMPS Research Triangle Chapter