

---

---

# National Contract Management Association - Fort Worth Chapter

---

Volume 17 Issue 2

December 2011

---

## JANUARY DINNER MEETING

Our next NCMA Chapter Dinner Meeting will be held on January 17, 2012, at Diamond Oaks Country Club, 5812 Diamond Oaks Drive North, Fort Worth, TX 76117-2622.

The price with dinner is \$20 for members and \$22 for non-members. The price without dinner is \$10 for members and \$12 for non-members. RSVP by noon on Friday, January 13, 2011. \*Non RSVP attendees will be charged regular dinner price. **For reservations please contact Anne Woelke at 817-280-5093 or [aewoelke@bellhelicopter.textron.com](mailto:aewoelke@bellhelicopter.textron.com).**



Let's keep the momentum going!

Natalie Taylor  
[NTaylor@bellhelicopter.textron.com](mailto:NTaylor@bellhelicopter.textron.com)



---

## A WORD FROM OUR IMMEDIATE PAST PRESIDENT

With our President, Natalie Taylor, having announced the presentation of the 2010 – 2011 Gold Graalman Award to our Chapter, I want to thank all the board members of the 2010 – 2011 program year, with whom I had the privilege of serving as President, whose dedicated efforts accomplished this recognition:

Jennifer Potts - Vice President  
Rick Diehl - Secretary /Photographer /Historian  
Dorrell Crittenden - Treasurer  
Stephanie Rash - Newsletter  
David McKinney - Membership / Webmaster  
Brion Ferratt - Programs  
Pattie Boyd - Education / Seminars  
Andrea Juric - Graalman Award  
MeOsha Bell - Publicity  
Sheri Chaka - Employment  
Natalie Taylor - Certification  
James Ariail – Arrangements

Since most of the members of the 2010 – 2011 board have remained to serve on the 2011 – 2012 board with Natalie Taylor now serving as President and MeOsha Bell as Vice President, I am confident that we will win this award again for the 2011 – 2012 program year.

---

## PRESIDENT'S CORNER

The 2011 – 2012 Program Year is off to a great start. Our first two speakers were a success, we had a great turnout at Rahr Brewery and we are looking forward to the new year. The Chapter board is currently reviewing the Chapter By-Laws. We anticipate having the review completed and distributed to the membership for review and approval by the end of the year. Once approved, the By-Laws will be submitted to NCMA National for review. The Chapter By-Laws should be approved by the end of the 2<sup>nd</sup> quarter of 2012.

We just received notification that our Chapter received a GOLD GRAALMAN AWARD!! This is a great accomplishment for the Chapter. I want to thank Andrea Juric for her hard work in pulling the information together for submission. This was a collective effort by the Chapter and the 2010-2011 Board. Congratulations to everyone on this achievement!

**Pat Sinclair**  
Secretary  
Past President 2010 - 2011



## EMPLOYMENT EDGE



### What-Did-I-Do-Wrong Follow-up Letter Quintcareers.com

If the stack of rejection letters is growing larger, it's possible that something about your interviewing style is causing you to be screened out of the process. If you feel as though you are spinning your wheels with your job-hunt, you have little to lose by trying to find out from one or more of your interviewers if you are doing something wrong. Choose an interviewer with whom you felt you had particularly good rapport with in the interview. The interviewer is certainly under no obligation to respond to your request for feedback, but if he or she really is someone with whom you had good chemistry, the interviewer may take compassion on you and help you out. Be aware, too, that you may get better results if you phone to ask what you did wrong. The interviewer will be more disarmed and put on the spot to respond to you. It's even possible that you are being rejected based on a misunderstanding - some sort of mistaken perception that you don't meet the qualifications for the job. If that's the case, you could get back into the running simply by reconnecting and asking what you did wrong.

Here's a sample what-did-I-do-wrong letter:

7 Greenway Court  
Eugene, OR 97401  
503-555-0303

Mr. Scott Lucas  
Director of Account Services  
The Quaker Oats Company  
Chicago, IL 60606

Dear Mr. Lucas:

Thank you for this week's letter informing me that you have offered the budget analyst position to someone else. Naturally, I was disappointed, but I do thank you for interviewing me and considering me for the position.

I felt a very strong connection with you in our interview and wondered if I might ask you a big favor. Since my qualifications align perfectly with the requirements of this position as stated in the job description, I am concerned that I do not interview well. Could I trouble you to critique my interview performance and tell me what I could have done better to achieve this job offer?

Again, I appreciated the time you took to interview me, and I would be most grateful if you could provide feedback on my interview.

Cordially,

John Oakley

-----

New job openings in the Dallas/Fort Worth area are listed on both the NCMA Fort Worth <http://home.flash.net/~ncma/jobs.html> and North Texas <http://www.ncma-ntxchap.org> Chapter Web sites. An even larger list is available on NCMA National at <http://www.ncmajobs.com/>. Please contact Sheri Chaka at [sheri.chaka@gsa.gov](mailto:sheri.chaka@gsa.gov) or (817) 978-3582 to submit employment opportunities for upcoming newsletters and/or inclusion on the NCMA Fort Worth Chapter's Web site.

Sheri Chaka  
Employment Chair



# 2011 - 2012 NCMA FORT WORTH CHAPTER BOARD OF DIRECTORS

President	Natalie Taylor
Vice President	MeOsha Bell
Treasurer	Dorrell Crittenden
Secretary	Pat Sinclair
Programs	Mike Vega
Certification	Sivon Ellis-Williams
Membership/WEB Master	David McKinney
Newsletter	Stephanie Rash
Employment	Sheri Chaka
Graalman	Andrea Juric
Education/Workshops	Pattie Boyd
Publicity	Anne Woelke
Photographer/Historian	Rick Diehl
Arrangements	Andrew Cooke

## WELCOME WAGON



NCMA Fort Worth Chapter Membership is at 261 as of 10 November 2011.

Members and guests can visit the NCMA Fort Worth Chapter WEB site at the following WEB address: <http://ncmafww.org>. For the WEB membership database password at the Fort Worth Chapter WEB site, members should contact David at the phone number or e-mail address listed below. Please contact the Fort Worth Chapter Membership Chairman (David McKinney) telephonically at 817-935-3831 or e-mail David at

[david.w.mckinney@lmco.com](mailto:david.w.mckinney@lmco.com) with any change in membership related matters.

The following five (2) new members joined NCMA during the month of September 2011. Please join me in welcoming these new members to NCMA and the Fort Worth Chapter.

<u>Member</u>	<u>Company</u>
Andrew Whitlock	
Jessica Boyd-Sharski	Lockheed Martin Aeronautics

**David W. McKinney, Fellow**  
 NCMA, Fort Worth Chapter  
 Membership and WEB Chairs

## CERTIFICATION CORNER



### Congratulations!!!

The following Fort Worth Chapter members recently completed one of NCMA's three Certification exams to receive either a CFCM (Certified Federal Contracts Manager); CPCM (Certified Professional Contracts Manager); or CCCM (Certified Commercial Contracts Manager) certification.

- .
- \* No new names
- \*
- \*
- \*
- \*

A CFCM certification validates your education, training, experience and your knowledge of the Federal Acquisition Regulation. A CCCM certification validates your education, training, experience and your knowledge of the Uniform Commercial Code. A CPCM certification

demonstrates that you have met NCMA's highest standards for education, training, and experience, and have demonstrated your knowledge of the contract management competencies in the Contract Management Body of Knowledge.

**Why not add your name to the list?**

Increase your knowledge as a Contracts Professional and gain recognition as an expert and leader in your field by becoming a CCCM, CFCM, or CPCM. For more information describing each Certification and its fulfillment requirements, visit the National NCMA website at [www.ncmahq.org/GetCertified](http://www.ncmahq.org/GetCertified).

*Svon Ellis-Williams*  
Certification



## RAHR BREWERY MEETING FACES

