

LMLA Northern Virginia Chapter

January Chapter Newsletter

7 Items in 97 Seconds

The average human memory has the capacity to retain seven items in short term memory at one time. As a busy professional, your time and memory space are valuable. Take 97 seconds and note our chapter news.

1. What you missed! December 5th Holiday Social and Membership Drive

More than 20 people came out to happy hour and enjoyed the fine food and camaraderie at this event. All members in attendance completed a member survey to provide input on program content for the upcoming year and received a special gift from the chapter. We welcome our four new members who joined our chapter at this event. Future membership drives in Manassas, Chantilly, and Fairfax are being planned for the 2nd and 3rd quarters of this year.

2. Next Meeting: Contracts – The Nuts & Bolts and Negotiations

Wednesday, January 31, 2007

Gary Gillette, IS&S Sr. Contract Negotiations Mgr.

3 Flint Hill in Fairfax, Virginia

Government contracts are the bread and butter of sales (\$\$\$) at Lockheed Martin. If you do not have a solid knowledge of what they are all about, you may find your career ladder at Lockheed to be quite short. Gary Gillette will provide us with a crash course on contract content and negotiations you do not want to miss. Directions and meeting room information will follow in the meeting notice. **Please RSVP to the meeting notice sent out later this month.** The call-in option and NetMeeting will be available but an RSVP is required.

3. Take on a Lead Role in OUR Chapter– Stop Making Excuses

Get involved with our Chapter and stretch your leadership legs!

We have all used the excuse, “I do not have the time.” How will you feel when the next promotional opportunity comes open and the hiring manager tells you, “You did not take the time to build your leadership skills, so I do not feel you are ready”?

Just a few hours a month is all it takes. **Watch your email next week** for the Chapter Lead Roles Description Summary. This document will provide you with a detailed list of the types of roles available and the estimated monthly time commitments. Build your project management and leadership skills while networking with other professionals and senior professionals at Lockheed. Contact me ASAP if you are interested. Officer elections are also coming in April.

4. New Monthly Meeting Content – Business Case Studies

Put on your managerial think caps and check your individual contributor coats at the door.

Effective January 2007, every monthly meeting we will review a management case study which will exercise your management skills while allowing for open discussion about an ideal solution. Case studies will be pulled from the Harvard Business Review, the Society for Human Resource Management, and other business resources.

5. LMLA Chapter 538 Member Survey – Watch your email inboxes on Jan. 22nd

Please complete this brief survey when it lands in your Inbox. We need your input for planning the 2007 chapter program agenda.

6. Check out these publications - Leadership in the News!

a. **The cover of Harvard Business Review this month - “The Tests of a Leader.”** The January edition of HBR is packed full of some great articles on

becoming a manager and having a successful career in management. Consider picking this up.

b. **WSJ “Recall the Mistakes of Your Past Bosses So You Can Do Better”** Managing Your Career Section of the Jan. 2nd issue. This brief article

includes some best practices like not setting impossible deadlines or humiliating your staff in front of others. Available online at www.wsj.com.

7. Mental Health Mind Benders: Exercise the Left Side of Your Brain (Answers in Feb. newsletter.)

a. Which letter is two to the right of the letter immediately to the left of the letter three to the right of the letter immediately to the left of the letter C?

A B C D E F G H

b. Which pair of letters is the odd one out? IQ, TF, LM, OK, JP, WC, HP