



Annual Meeting for Vendors

The annual meeting for vendors will be a time for CHRA's affiliate members and service providers to learn how they can increase their exposure through various sponsorship and volunteer opportunities within the association. There will be messages from CHRA Board Members, including the President and Treasurer, as to the state of the association and how it relates to vendors.

Annual Business Meeting

Please join us for CHRA's annual business meeting, all are welcome! The CHRA President will report on the state of the association and upcoming programs and events relating to all members. There will be a Treasurer's report along with various updates from other board members. This is a valuable opportunity to get informed and updated about CHRA, Maryland's largest SHRM chapter.

Please be sure to visit our website

www.chra.com

for a listing of upcoming events!



**Chesapeake Human Resources Association
Annual Meeting and Monthly Program
Wednesday, September 15, 2010
Sheraton Baltimore North Hotel**

"Networking At Its Best: How to Make the Most of Each Meeting"

presented by

Marcia Hall

Principal, Reputation COUNTS

This program is pending credit approval by HRCI

Schedule:

- | | |
|---------------|---|
| 4:30 - 5:30pm | Annual Meeting for Vendors:
Invitation open to Vendors /
Service Providers / Affiliate Members
<i>(see back panel for details)</i> |
| 5:15 - 6:15pm | Networking Reception
<i>(hors d'oeuvres / cash bar)</i> |
| 6:15 - 6:45pm | Annual Business Meeting
<i>(see back panel for details)</i> |
| 6:45 - 7:45pm | Education Session with Marcia Hall |

Program Description

As the new CHRA season begins, it's a good time to think about your basic reasons or motivations for networking. What do you want your outcomes to be? What will help you maximize each meeting you attend?

Whether you love it or hate it, networking is a professional competency that can help you get your job done, find new resources, learn new trends, and be more visible in organizations. But what are the "how to's" of meaningful conversations? How can they help build relationships that will be mutually beneficial?

As a sequel to last January's program that covered the 6 stages of relationships and how to join a conversation, this entertaining, practical, and interactive session using the Contacts Count program will help you determine your networking goals and show you techniques to make conversations flow and relationships grow.

You'll learn how to:

- Identify networking goals that are meaningful to you
- Determine what you have to give and what you'd like to get so that your relationships are mutually beneficial
- Master the name exchange – remembering names and teaching your name
- Use business cards effectively to avoid the "Cardboard Connection"
- Make associations, conventions, professional groups worth the time and money

About the Presenter

Marcia Hall, founder and principal of Reputation COUNTS, helps people develop effective networking skills. As a Certified Contacts Count Trainer, Marcia gives seminars that show participants how to network comfortably while demonstrating character and competence to others. Marcia's clients include associations, business organizations, educational institutions, nonprofits and governmental agencies.

Marcia also speaks to students and new employees about appropriate workplace behavior, identifying what employers expect and telling participants what they can do to make a great impression, particularly as the "newbie." She is the award-winning author of *Navigating Newbie-ism: 12 Simple Ways to Thrive in Your First Job and Career*, *The College Student's Guide*. Her latest book, *Jumpstart Your Job: 12 Simple Ways to Shift Your Career into High Gear*, stresses the importance of a personal reputation and what attributes employers value.

With over 20 years experience in nonprofit management as well as writing and training expertise, Marcia is an adjunct faculty member at Anne Arundel Community College where she teaches a networking course each semester. She writes a monthly business column for the Capital Gazette Newspapers in Annapolis, Maryland, called "Soft Skills at Work."

Registration Fee

CHRA Members	\$ 35.00
Other Maryland SHRM Chapter Members	\$ 45.00*
* To receive this special pricing, please register by mail or fax. Do not register via the internet.	
Non-members	\$ 55.00

On site registrants: Please add \$15.00 to the corresponding fee listed above.

Registration Information

EVENT LOCATION

Sheraton Baltimore North Hotel
903 Dulaney Valley Rd. • Towson, MD 21204 • 410-321-7400

From North: Take I-95 South to I-695 (Baltimore Beltway) and head west to Towson. Take Exit 27A (Dulaney Valley Road). Take the second left onto Southerly Road and proceed to the hotel.

From South: Take I-95 North to I-695 (Baltimore Beltway) and head west to Towson. Take Exit 27A (Dulaney Valley Road). Take the second left onto Southerly Road. Take the first right. Hotel will be directly in front of you.

CANCELLATIONS

If you must cancel your registration, please do so online using your confirmation code or in writing to CHRA. The request must be received no later than the close of business on Friday, September 10, 2010. If you do not cancel according to this policy, you will be assessed the full program fee. CHRA reserves the right to cancel if the reservation minimum is not met by the early registration date.

WALK-IN REGISTRANTS

Please pre-register for the meeting. Space is limited and cannot be guaranteed. Walk-in registrations will only be accepted if space allows after all pre-registered participants have been accommodated.

QUESTIONS

Contact CHRA at 410.752.3318.

THREE WAYS TO REGISTER

- 1) Online: www.chra.com/events.htm
- 2) Fax form to: 410.752.8295
- 3) Mail to: CHRA, 720 Light Street, Baltimore, MD 21230

Please use the form below to mail or fax registrations.

Register for CHRA September 15, 2010

REGISTRATION TYPE: (please add \$15 if registering on site)

- | | |
|--|---------|
| <input type="checkbox"/> CHRA Member | \$35.00 |
| <input type="checkbox"/> Member of Another MD SHRM Chapter | \$45.00 |
| Please list Chapter: _____ | |
| <input type="checkbox"/> Non-member | \$55.00 |
| <input type="checkbox"/> Full-time student member: For special pricing, please call CHRA at 410.752.3318 | |

*Will you be attending the Annual Meeting for Vendors at 4:30pm? Yes No

CONTACT INFORMATION:

Name: _____ Email: _____

Company: _____

Address: _____

Phone: _____ Fax: _____

Please note any special accommodations required for you to attend this event:

METHOD OF PAYMENT

- Check enclosed with registration - payable to CHRA
- Charge now to: VISA / MC / AMEX
- Reserve with a credit card and pay at the door.

Card #: _____

Exp. Date: _____ Signature: _____

**Registration will close Monday, Sept. 13, 2010 at 9:00 a.m. All other registrations will be taken at the door, if space is available.