



MESSAGE FROM THE PRESIDENT

It's summer time, the lazy days of summer! Sam Keen said, "Deep summer is when laziness finds respectability." I conjure thoughts of sitting beside a lake with a fishing pole and cold drink, camping, Fourth of July picnics, and vacations. Upon closer examination, all these events don't just happen haphazardly; they take a lot of strategic planning and hard work. Each "lazy" event can only happen because somebody took the time to plan for it. Even a simple fishing trip can take hours of preparation.

Success in business is the same way. We must study, prepare, plan, and work to achieve more this year than we did the year before. IRWA's motto is "Learn, Lead, Advance" and I want to encourage each of you to work out a strategy to LEARN more in the upcoming year by setting goals, planning to attend classes and/or workshops, read the IRWA Magazine articles or speak to a colleague that has achieved success in your field. LEAD in your chosen field by volunteering.

We have several opportunities in Chapter 33 for willing professionals to become a part of the chapter leadership. By implementing this strategy, I'm sure you will ADVANCE in your career field in no time. Thank you for the opportunity to serve Chapter 33 this year as your President.



Lori Vernon,
SR/WA, R/W-RAC
IRWA Chapter 33 President

EDUCATION

IRWA CHAPTER 33—2012 EDUCATION COURSE DATES

COURSE	NO. DAYS	DATE	LOCATION
431 Problems in the Valuation of Partial Acquisitions	1	Aug. 13, 2012	OKC
103 Ethics and the R/W Profession	1	Sep. 10, 2012	OKC
205 Bargaining Negotiations	2	Oct. 15-16, 2012	OKC
802 Legal Aspects of Easements	1	Nov. 5, 2012	OKC
SR/WA Study Session	3	Nov. 5-7, 2012	OKC
219 Intro Presentation, Facilitation and Instruction	2	Dec. 10-11, 2012	OKC

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IRWA CHAPTER 33 MINUTES OF MEETING

President Lori Vernon called the meeting to order at 11:58 AM. Acting Secretary Sara Wyly reported 30 members and 2 guests for a total of 32 present. Attendees introduced themselves and their guests.

The membership discussed the published minutes of the May 4, 2012 meeting. Lori Vernon moved to accept the minutes as shown. Aaron Adkins seconded the motion. The minutes were approved as published.

Committee reports were provided to attending members as shown on the following page.

The next Chapter 33 meeting will take place Friday, October 5, 2012 at 9:00 AM at Coffee Creek in Edmond, OK. **SPONSORS NEEDED!**



**THANK YOU
FOR YOUR SERVICE!**

COMMITTEE REPORTS

TREASURER

Treasurer, **Sara Wyly**, reported balances of:
 \$54,551.76 in the checking account,
 \$32,559.66 in one CD, and
 \$11,246.30 in another CD for total liquid assets of
\$98,357.72 for the chapter.

MEMBERSHIP

Membership Chair, **Sasha Jbara**, reported one new applicant: **Tommy Hayes**, KAMO Power.

EDUCATION

Education Chair, **Kevin Stout**, reported:
 - Course 431 is upcoming, it is a pilot course that should be very interesting.
 - Chapter will offer Ethics Course on September 10th. New members to Chapter 33 can receive this course for free, limited to 25 people. Anyone else can pay to attend.
 - A variety of other courses are scheduled in the upcoming months—please see the chart on page 1.
 - Kevin has received a request for Course 100, he is looking into offering that in the near future.



PROFESSIONAL DEVELOPMENT

- Professional Development Chair, **Tamara Benson**, spoke about the new program for certification. She advised that the new program is tiered and provided a hand-out to assist members in establishing what level they might currently be at in their professional development.
 - **Lori Vernon** received her Relocation Re-Certification.

NOMINATIONS AND ELECTIONS

Nominations and Elections Chair, **Joe Coates**, was not present; no report was provided.

OLD BUSINESS

- **Kevin Stout** provided a photo of the jackets that the Chapter is considering offering. The Chapter will pay a portion of the jacket and each member will pay the remaining balance. Order forms and detailed information will be emailed to all members.
 - Donations to the International Education Fund were discussed. The Board will make donations in the name of our Chapter’s facilitators that have donated their time. All members agreed.

NEW BUSINESS

- Our Chapter will have a reduced budget in future years due to decreasing enrollment as a direct result of classes being offered online. In 2005 our Chapter offered 18 course days a year; in 2011-2012 only 7 course days were offered, which will net our Chapter approximately \$10,000.00.



- **Lori Vernon** made the motion to send the Vice President to the Annual Education Conference. The Conference offers many leadership classes that would be beneficial to the incoming President. Membership agreed.
 - **Tamara Benson** explained that our organization is a 501C6 and is not considered a charitable organization. Our purpose is to educate our members; the charitable side of the organization is the Right of Way International Education Fund. If we raise money for scholarships through a fundraiser, then that money should be forwarded to the RWIEF to be earmarked for our scholarship recipients, the awards should not be paid out of our Chapter general fund. Our Chapter appears to be OK, as we do not pay for the scholarships from the money generated from a fundraiser.
 - August 2 and 3 is the Summer Forum in College Station, TX. Chapter 33 is responsible for the Relocation Session and the title will be “Non-Residential Relocation: Clear as Mud.”
 - **Tamara Benson** advised that MAP-21 passed and has been signed into effect. Many of the federal limits were changed as a result.

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 The next IRWA Annual Conference will take place in June of 2013 in Charleston, WV.



A drawing was held for two \$25.00 door prizes. The winners were **Michael Hale** and **Terri LeBlanc**.

Coleen Magnuss moved that the meeting be adjourned. **Terri LeBlanc** seconded the motion.

Attest: Chapter 33 Acting Secretary, Sara Wyly.

GOLF SCRAMBLE

There will be a 4-man golf scramble on **Friday, October 5, 2012**, at the **Coffee Creek Golf Club**, 4000 North Kelly Avenue, Edmond, OK 73003.

Come join the fun! Prizes will be awarded for 1st, 2nd, and last place. Prizes for closest to the hole on all par 3's and long drive contest for women and men. Come as a foursome or as an individual player. If you do not have a foursome, we will pair you with another group. Drinks will be provided on the course. The game of golf will be followed by lunch (included in golf fee) and a Chapter meeting.

Shotgun start will be at **9:00 A.M.**

\$65.00 per person (Includes cart, greens fee, drinks, and lunch)

\$5.00 mulligans (1 per person – not mandatory)

To enter, please complete the following form and mail with your money (checks payable to IRWA – Chapter 33)

Mail to Bart Waits or Michael Hale

6666 S. Sheridan, Suite 230,

Tulsa, OK 74133

E-mail: bwaits@ufsrw.com

mhale@ufsrw.com

Have Your Business Name Placed on a Hole

HOLE SPONSOR – \$250.00

Information for your sign:

Or bring your form and money to the course, however please call or e-mail by October 1st to ensure the count is correct.

Donations for sponsorship will be accepted.

Please call Bart Waits or Michael Hale at 918/494-7600 for details.

NOTE: We are looking for hole sponsors as well as prize and beverage sponsors. As of 7/25/12 the only sponsor is Universal Field Services for the beverage cart. If you would like to participate as a sponsor please contact Bart Waits or Michael Hale (918)494-7600

Each Player – \$65.00

Team Entry Form

Name: _____

Phone No: _____

1st Name: _____

3rd Name: _____

2nd Name: _____

4th Name: _____

New Location This Year!!!

2012 CHAPTER 33 NEWSLETTER

NEGOTIATION TIP

Ed Opstein, SR/WA,
R/W-NAC, R/W-RAC

You've Got Style!

Of course, you've really got many styles. Everyone has different styles of personality, listening, managing conflict, and expressing themselves. The people you deal with in your office, out in the field, and at home will also be different in gender, cultural background, age, ability, and other traits.

So the negotiation question is, do you know how to communicate with that very different person to achieve the best results? If you care about getting an optimum outcome, you'll need to know how they can best receive and process the information you have and learn from them by adapting to how they deliver their information. Step one to success is knowing the other person.

Be a Healthy Negotiator!

We are on the web!
www.irwach33.org



THANKS TO OUR ADVERTISERS!

If you are interested in advertising in the 2012 series of Chapter 33 Newsletters, please remit a check for \$75.00 made payable to IRWA Chapter 33 to Sara Wyly, SR/WA, R/W-RAC, Universal Field Services, Inc., P.O. Box 35666, Tulsa, OK 74153.

Let's Work Together

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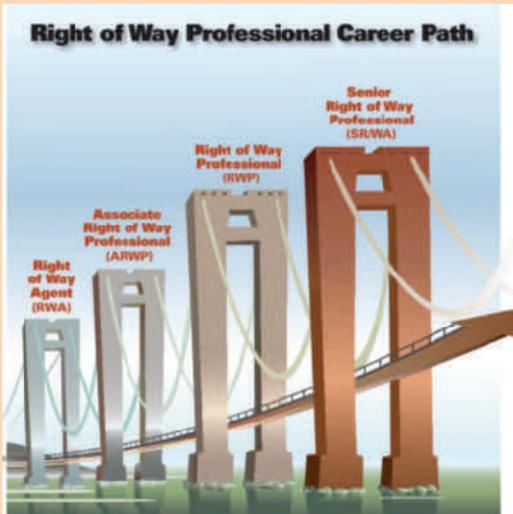
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PROFESSIONAL DEVELOPMENT

YOU ARE CLOSER THAN YOU THINK!

Have you been actively involved in a discipline of the right of way profession for one year? Have you taken IRWA Course 100 – Principles of Right of Way? If you answered “yes” to these questions, you are just steps away from earning the RWA certification through the IRWA. The RWA (Right of Way Agent) certification is the first step in achieving the premier designation of SR/WA.



IRWA has designed a Right of Way Professional Career Path that allows our members to earn certifications as they progress in their experience and education. These certifications reflect evidence of professional accomplishment in the right of way industry.

So, log onto the IRWA website and look at your course history – you may already qualify for a certification!

Tamara Benson, SR/WA, R/W-RAC,
R/W-URAC