



## MESSAGE FROM THE PRESIDENT

In February IRWA Region 2 held its Annual Winter Forum in Fort Worth, TX and I was honored to represent Chapter 33 as your President. One of my duties at this annual forum was to give the “State of the Chapter” address. It was exciting to report that our Chapter has added 29 new members since last July, including four transfers from other chapters and that we still have five members pending approval. In addition we have three new committees: Utility Committee, Pipeline Committee and Social Media Committee. Not only did I report that our membership increased, but also that we have over \$110,000 in the bank.

After I spoke several Chapter Presidents asked me what we were doing to grow the membership and to encourage volunteer involvement in leadership roles within the organization. The only answer I have is that our members make all the difference. They talk about the Chapter with their peers, they invite potential members to Chapter meetings and use the meetings for opportunities to network and problem solve.

You make the difference as a member of Chapter 33. Thank you for all you do! If you are yet to find your place in the leadership of this chapter, please do not hesitate to get involved. We want you!

*Lori Vernon, SR/WA, RW-RAC*

President



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

## MEETING REMINDER

**MEETING RESCHEDULED!!** Chapter 33 will hold its next Chapter meeting on **April 5, 2013** and *YOU are invited!* We’ll meet at **Andy B’s Bowling Alley** located at 8711 South Lewis Ave., Tulsa, OK 74137 (telephone 918-299-9494).

Board Meeting: 11:00 AM; Chapter Meeting & Lunch 11:30 AM-1:00 PM; Bowling 1:00 – 3:00 PM

The April 5<sup>th</sup> meeting will include an overview of the decisions and discussion from the Winter Forum. This will be a complete business meeting with no guest speaker; followed by an opportunity to network with your fellow IRWA colleagues while improving your bowling skills.

We look forward to seeing you!

**2012-2013 OFFICERS & DIRECTORS**



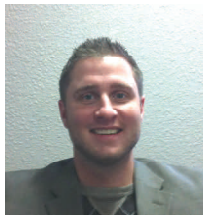
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**ASK US HOW YOU CAN GET INVOLVED!**

## IRWA CHAPTER 33 MINUTES OF MEETING

President, Lori Vernon, called the meeting to order at 12:00 P.M. Secretary, Rick Park reported 35 members and 16 guests for a total of 51 present. Attendees introduced themselves and their guests. The membership approved the published minutes of the November 9, 2012 meeting. Kevin Stout moved to accept the minutes as published. Russell Verba seconded the motion. The minutes were approved as published.

### COMMITTEE REPORTS

#### TREASURER

Treasurer, **Sara Wyly** could not attend; President **Lori Vernon** reported balances of:

- \$69,025.00 in the checking account,
- \$32,755.60 in one CD, and
- \$11,308.32 in another CD for total liquid assets of
- \$112,088.92 for the chapter.

#### MEMBERSHIP

Membership Chair, **Sasha Jbara**, reported the Chapter has 4 newly approved members. These members were approved by the membership via email on December 27, 2012:

- Joshua Emerson**
- Craig Hauschildt**
- Derek McCroy** – Student
- Victor Salamy**

And one new applicant:

- Beau Hughes** – Western Plains Land Services

Tyler Larson, moved to approve the new applicant. Russell Verba, seconded the motion. The applicant was approved as members of Chapter 33.

#### Chapter 33 pending membership applications:

- Danny Herrera – City of OKC
- Larry D. Green – Universal Field Services, Inc.
- Glenn A. Robertson – City of OKC
- Claude Andrew Marlette, IV – Camo Land Services, LLC
- Jessi A. White – City of OKC
- Holly D. Gibson – Access Midstream Partners
- Patrick G. Hopkins – Phillips 66 Company
- Patricia N. Patterson – Indian Health Care Resource Center of Tulsa
- Claudia N. Hoffmeister – Access Midstream Partners

#### EDUCATION

Education Chair, **Kevin Stout** reported: Course 900 Principles of Real Estate Engineering will be held in Oklahoma City in late March.



#### PROFESSIONAL DEVELOPMENT

**Tamara Benson**, reported: It is very important for the professional development for each member to advance their career by obtaining R/W Certifications. Most are just a few classes away. Tamara told the membership she will work with each member to set a course of action for each member.

#### NOMINATIONS AND ELECTIONS

Nominations and Elections Chair, **Joe Coates** was not in attendance. The chapter will vote for the office of Secretary at the March meeting. **Christopher Gomaz** was nominated for Secretary. The chapter will accept nomination at the March meeting prior to elections.

#### OLD BUSINESS

**Kevin Stout** modeled his new Chapter jacket. Ordered jackets were available for pick up after the meeting. Lori Vernon mentioned the Membership Campaign. The international office currently has Chapter 33 at 86.3% of renewal of membership. We should be at about 87%, Lori will contact the international office to work out the discrepancy.

**Scholarship Applications** are due to Sara Wyly by **March 30, 2013**.

#### NEW BUSINESS

Lori Vernon presented discussion for the Chapter to make a donation to the International Education Foundation. President, Vernon asked for a motion from the floor. A motion was made by Alex Souder and seconded by Kim Greenlee to donate to the Education Foundation. Motion passed.



President Vernon mentioned the host hotel at the International Conference this summer is full and other hotels near the meeting site are available. She urged all who plan to attend the conference to register by March.

#### SPEAKER

**Derek Blackshare**, CEO and President of Blackshare Environmental Solution of Tulsa, Oklahoma presented a very informative program: “Environmental Obstacles in Pipeline Permitting and Construction - Current Trends in Oklahoma.” **Thank You, Derek!**

A drawing was held for \$25.00 value. The winners were **Patrick Benson and Victor Salamy**.

Lacie Jones, moved the meeting be adjourned. Amanda Murrell, seconded the motion. Membership approved the motion. The meeting was adjourned at 1:06 PM.

ATTEST: Rick Park, Chapter 33 Secretary

CHAPTER NEWS



Anelia Newman is proudly holding her certificate of citizenship, surrounded by many UFS agents.

It is not everyday that we get to witness life-changing events in the lives of our Chapter members. Recently, the Universal Field Services family celebrated a special moment when one of the Tulsa office right of way agents, **Anelia Antonova**, became a US citizen. Anelia came to the US from Bulgaria to study. Her journey from student visa to work visa to green card and - finally! - to citizenship took twelve long years.

To commemorate this journey, Anelia and her husband (who also became a US citizen on the same day) took a new last name—Newman.

Be sure to say “congratulations” the next time you see Anelia!

INSTALLATION BANQUET

**May 10<sup>th</sup>** Annual Installation Banquet will take place at the Hard Rock Casino in Tulsa, OK. If you would like to spend the night at the Casino Hotel, please contact Lori Vernon (lvernon@ufsrw.com) by April 15th. If you are interested in golfing earlier in the day, please contact Michael Hale (mhale@ufsrw.com) or Bart Waits (bwaits@ufsrw.com). Since the Hard Rock Golf Course is already booked, Forest Ridge Golf Course will be utilized if there is enough interest. Lori, Michael or Bart can all be reached by calling Universal Field Services at 918-494-7600.



EDUCATION CONFERENCE  
 CHARLESTON, WV 2013  
 JUNE 23 - 26

An annual IRWA conference is an opportunity to experience the Right of Way industry by interacting with people in all aspects of industry from all over the world. You will see the remarkable scope of the volunteer activity that goes on throughout the Association. This valuable industry event offers many educational as well as networking opportunities.

If you would like more information about the schedule or registration costs, visit IRWA website at <http://www.irwacharleston2013.org>

**Do not miss out, register today!**

EDUCATION

IRWA CHAPTER 33—2012 EDUCATION COURSE DATES

COURSE	NO. DAYS	DATE	LOCATION
105 The Uniform Act Executive Summary	1	03/29/2013	Oklahoma City
501 Residential Relocation Assistance	2	04/29 - 30/2013	Oklahoma City
104 Standards of Practice for R/W Professional	1	09/09/2013	Oklahoma City
SRWA Study Session	3	09/30 - 10/02/2013	Oklahoma City
403 Easement Valuation	1	11/04/2013	Oklahoma City



**MARCH 2013  
CHAPTER 33  
NEWSLETTER**

**NEGOTIATION TIP**

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

**Objections!** How can you deal with an objection in a negotiation? Here are a few basic steps:

1. See the objection as a question – “I have a problem. How can you solve it?”
2. Find out what all their objections are and not try to solve each as they come.
3. Clarifying the objection with “why?” can narrow it down to something more easily solved and possibly reveal their underlying interests.
4. Re-state the objection – it lets them know you heard them, it gives them a chance to clarify/correct it, and it gives you some time to consider how to deal with it.

The **main thing** is to not fear objections but recognize them to be **concerns**, which if resolved, opens the way to the signature you want.

We are on the web!  
[www.irwach33.org](http://www.irwach33.org)



**THANKS TO OUR ADVERTISERS!**

If you are interested in advertising in the 2013 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.

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**BENEFITS OF IRWA PROFESSIONAL DEVELOPMENT**

All IRWA members are encouraged to be involved in Continuing Education courses and opportunities to maintain their professional stature. In addition, there are professional credentials recognized by IRWA for right-of-way professionals.

**SR / WA** – Senior Member, International Right of Way Association, is the professional Designation granted to members who have achieved professional status and education in several right-of-way disciplines.

**R/W** – Right of Way Certification, is the professional Designation granted to members who have achieved expertise in a certain right-of-way discipline.

**Benefits to you:**

- Demonstrates professional stature
- Expands employment opportunities
- Increases potential for financial reward

- Heightens chances for rapid career advancement

**Benefits to an Employer:**

- Helps identify employees with proven initiative, dedication, and knowledge
- Increases morale by giving employees a sense of direction and continued growth
- Creates a training ladder
- Prepares employees for promotion through multi-disciplined training and examination
- Enhances the status of right-of-way professionals
- Assures continuous update of professional skills through recertification

**Symbol of Achievement**

Individuals who earn a R/W Certification or SR/WA Designation are authorized to display this professional credential on individual letterhead, business cards, and other professional forms for increased prestige.