

SOONER CHAPTER 33



JULY 2013 CHAPTER 33 NEWSLETTER



MESSAGE FROM THE PRESIDENT

A little over three years ago, I was approached by then-Chapter 33 Incoming President, Alex Souder, to consider running for a Chapter officer position. Alex encouraged me to get more involved and run for Chapter Secretary. I was reluctant and hesitant at the thought of becoming a Chapter officer. I was a little scared of the unknown. I didn't have much experience in public speaking and quite frankly, it was outside of my comfort zone. I was perfectly happy with showing up to the meetings, getting a free lunch, and going back to the office.

Aaron Adkins,
IRWA Chapter 33
President

Now, as the Chapter 33 President, I look back at that time and realize that these are not the views I want our members to have toward participation in the Chapter. I want members to feel excited and encouraged to be involved. We cannot operate successfully as an organization without contribution from our membership.

Becoming a Chapter officer is not the only way to contribute. You can join any one of our many committees, which include Membership, Professional Development, Education, Nominations and Elections, Scholarship, Utilities, Pipeline and Social Media. In the near future, I will be creating new committees and will be soliciting the membership for volunteers to serve. Examples of some of the new committees may include Appraisal, Survey, Relocation and Young Professionals. If you have suggestions or ideas for new committees or want to serve on an existing committee, do not hesitate to contact me.

You can also contribute to the Chapter by suggesting content for the newsletter, writing an article for the newsletter, suggesting speakers or speaker topics for Chapter meetings or suggesting meeting venues. At the very minimum, utilize our Chapter meetings and functions as networking opportunities. Don't just sit with the people you know or work with and leave. Take the time to introduce yourself to somebody you don't know. You never know where it will lead.

Over the last three years, I've experienced tremendous personal and professional growth. I attribute a good portion of that growth to my involvement in the Chapter. If I hadn't made the decision to run for Chapter Secretary, I would likely still be just showing up for a free lunch. Get involved. You'll enjoy the benefits.

Aaron Adkins, SR/WA, R/W-URAC, R/W-NAC, R/W-RAC
President

NEXT CHAPTER MEETING

The next Chapter meeting will take place on August 30, 2013 and *YOU are invited!*

We'll gather at Dave & Busters at 5501 N May Ave., Oklahoma City, OK 73112. The Board meeting will start at 11:00 AM and the Chapter meeting will start at 11:30 AM. Attendees will receive lunch and a \$10 power card for games.

We look forward to seeing you!

CHAPTER NEWS



Gene A. Land, SR/WA, Chairman and CEO of Universal Field Services, Inc.

This past July, Universal Field Services, Inc. celebrated Gene A. Land's 50th Anniversary with the company and in the Right of Way profession. Chapter 33 is proud to recognize the achievements, leadership, integrity, and Gene's 50 years of dedication and service to our industry. Some of the milestones of his service include:

- President of IRWA Chapter 33—1975
- Chapter 33 Professional of the Year—1982
- Chairman of IRWA Region 2—1984-1985
- International President of IRWA—1990-1991
- Lifetime Achievement Award from IRWA

Thank you, Gene!

Did you know that every year our Chapter 33 presents professional education courses that provide vital information on a variety of right of way disciplines? Nearly every year, you can take an IRWA course involving appraisal, ethics, negotiation, relocation, law, and "overview" subject matter. Check out what's available during this year. In the next newsletter, we'll list the six (!) courses scheduled for next year.

IRWA CONFERENCES

Each year, the IRWA holds its Annual Education Conference somewhere in the US or Canada. This year, it was in Charleston, WV. The Conference runs from Sunday morning through Wednesday evening and includes meetings of committees serving every professional discipline, region leadership, Association leaders, and dozens of education sessions on relevant topics.



For Region 2 members, there also are two "seminars" when membership from Oklahoma, Texas, Louisiana, and Arkansas gather for education sessions and general management of our IRWA Region business. One session meets at facilities of Texas A&M University in College Station, TX in August. The other session occurs at varied locations throughout the Region. Next February, it will be in New Orleans. There's a great deal of planning to effectively deliver the valued programs of IRWA. Those who are involved find the effort not only worthwhile but enjoyable in the relationships built along the way. You are invited to get involved!

**51st Annual IRWA Region 2
Refresher Seminar
August 1 – 2, 2013
College Station, TX**

For the last minute inquiries or registrations please contact Sue Findley at sue.findley@percheronllc.com or 713-724-0857

IRWA CHAPTER 33—2012 EDUCATION COURSE DATES

COURSE	NO. DAYS	DATE	LOCATION
104 Standards of Practice for R/W Professional	1	09/09/2013	Oklahoma City, OK
SRWA Study Session	3	09/30 - 10/02/2013	Oklahoma City, OK
403 Easement Valuation	1	11/04/2013	Oklahoma City, OK
801 US Land Titles	2	12/9-12/10/2013	Oklahoma City, OK

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THANK YOU FOR YOUR SERVICE!

IRWA CHAPTER 33 MINUTES OF MEETING

President **Lori Vernon** called the meeting to order at 7:30 p.m. Membership Chair **Sara Wyly** reported 29 members and 26 guests for a total of 55 present. Attendees introduced themselves and their guests.

The membership voted and approved the published minutes of the May 10, 2013 meeting. **Aaron Adkins** moved to accept the minutes as shown. **Doug Benson** seconded the motion. The minutes were approved as published.

COMMITTEE REPORTS

TREASURER

Treasurer, **Sara Wyly**, reported balances of:

- \$61,307.52** in the checking account,
- \$11,308.32** in one CD, and
- \$32,755.60** in another CD for total liquid assets of
- \$105,371.44** for the chapter.

MEMBERSHIP

Membership Chair, **Sasha Jbara**, reported the Chapter has 7 new applicants:

- Jodi James
- Richard Lees
- Franklin Muskraft, Jr.
- Chad Newby
- John Sullivan
- Gary Wilson
- Bill Sullivan

Rick Park moved to approve the new applicants. **Tami Benson** seconded the motion. The applicants were approved as members of Chapter #33.

Since May, Chapter 33 received and approved via email vote the following membership applications:

Stephen Brown, James Bubliss, Gabriel Campbell, Andrew Forshee, Kyle Geron, Kelly Johnston, William Meshek, Jason Morris, David West, Amber Burke. Terry Barnett, James Curry, Alex David, Dedra Davis, Larry Grissom, Doug Thompson.

EDUCATION

Education Chair **Kevin Stout** reported: the Chapter will offer a SRWA Study Course in September 2013.



PROFESSIONAL DEVELOPMENT

CONGRATULATIONS to our Chapter 33 members for staying current, credentialed and connected!

- Alaina Szlavay, RWP Certification
- Alex Souder, SR/WA Recertification
- Kevin Stout, R/W-NAC Recertification
- Judy Strout, R/W-NAC Recertification

SCHOLARSHIP COMMITTEE

Sasha Jbara reported the scholarship committee selected three scholarship recipients to receive a total of \$5000.00 dollars based on need and scholarship.

- Derrick McCrory- \$2,000.00
- Jordan Guffey- \$2,000.00
- Rachel Vernon- \$1000.00

NOMINATIONS AND ELECTIONS

No Report.

OLD BUSINESS

Lori Vernon mentioned the chapter will give \$25,000.00 to the International Education Fund at the Annual Education Seminar in Charleston, West Virginia. The donation will be in Lisa Harrison name.

NEW BUSINESS

Bill Sanders recommended the chapter use the IRWA website as a link to our website.



Sara Wyly was recognized as the Professional of the Year.

NEW OFFICERS

Alex Souder presented and swore in the officers of the upcoming year: **Aaron Adkins** as President; **Sara Wyly** as Vice-President; **Rick Park** as Treasurer; **Chis Gomez** as Chapter Secretary; **Lori Vernon** as Director Two Year; and **William Sanders** as Director One Year. The membership approved the new slate of officers.

A drawing was held for two \$25.00 door prizes. The winners were Gretchin Fisher and Nikki Patterson.

Kevin Stout moved the meeting be adjourned. **Ed Opstein** seconded the motion. Membership approved the motion. The meeting was adjourned at 8:10 PM.

ATTEST: **Rick Park**, Chapter 33 Secretary

**JULY 2013
CHAPTER 33
NEWSLETTER**

NEGOTIATION TIP

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

We've all had that frustrating moment on the phone with a "customer service representative" when we have a problem and we're trying to get help. Or, maybe it was standing at a service desk in a store, or talking with a salesperson. It seems they're not listening and you keep hoping that they will understand that you want to hear something that's valuable to you.

When you're negotiating some right of way issue, the other party is likely to see you as the "customer service representative." From their perspective, you're not listening or helping! They get frustrated just as you do when you're in that situation. That's when you need to deliver to them something useful or valuable. But, are you thinking in those terms?

Before you are in the negotiation situation, as you enter into it, and during the process, always look for what is valuable to the other party. It's not often just money. It might be respect, time, access, assurances, and many other intangibles. Knowing what that value is to them gives you the opportunity to deliver it when the difficult moment happens. That changes a time of conflict into the Value Moment.

We are on the web!
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 Richard Park, Enterprise, 210 Park Avenue, Suite 1600, Oklahoma City, OK 73102.

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IRWA PROFESSIONAL DEVELOPMENT

As the IRWA enters its 80th year of existence, we can look back on our growth and accomplishments with pride. What a small group of California highway right of way guys started in 1934 as the American Right of Way Association has flourished outside the US borders to become the nearly 9,500 member strong International Right of Way Association.

With our growth comes our need to change and evolve to better serve our members. Over the past year, the IPDC worked hard to develop a plan to enhance the significance of our SR/WA designation for our members and the users of our services. The resulting recommendation was to expand our current singular pathway to the SR/WA by adding "industry specific" pathways in Transportation, Electric/

Utilities and Pipeline. This new plan was approved by the International Governing Council at the annual education conference held in Charleston, WV this past June. The IPDC will now focus on defining the curriculum and creating new learning opportunities for each of these pathways.

The IPDC will also be reviewing the Specialty Certification programs to ensure they align with the new SR/WA program. Our goal is to be able to provide our members with a more stream-lined program so that Specialty certifications can be earned along the way to the SR/WA Designation, without our members having to "juggle" coursework.

IPDC members are looking forward to another exciting year! Onward!