



SUMMER CHAPTER LEADER SUMMIT

JULY 24 * ORLANDO, FL





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Govern the Ship!: Leadership Lessons to Anchor Your Chapter and Yourself

Presented by:

Stephen J. Yuter, CPCM, CFCM, ICCM-F, PMP, Fellow
Allie Stanzione, CPCM, CFCM, Fellow

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12:30 – 1:30 p.m.



Overview

- **DEFINE** *your personal leadership brand*
- **DIFFERENTIATE** *your chapter*
- **DISTINGUISH** *your chapter and yourself*

Strategies for Success

Define Your Leadership Brand

- Build a “personal leadership brand”
- Position yourself to lead across levels in NCMA, your organization, and the contract management community

Differentiate Your Chapter

- Leverage your strengths and the strengths of your membership to drive a strategic plan for your chapter
- Create a culture that empowers leaders to support future growth

Distinguish Yourself and Your Chapter

- Network and connect to distinguish your chapter and yourself through NCMA communities
- Network with the NCMA Board of Directors, Board of Advisors, and Fellows to harness additional expertise

DEFINE Your Leadership Brand

- Find, define, refine your brand
- Leap into leadership
- Take action to build your brand and position yourself to lead



DEFINE with YOU in Mind

Think about...

- Your strengths
- Others' perceptions of you
- Your definition of the best next career advancement
- Your skills—hard and soft
- Your goals
- Your current legacy
- Your executive presence
- Be honest with yourself—what do you want to achieve in your job and in your chapter?

Leap Into Leadership

- Cultivate leadership responsibilities to grow
- Position yourself to lead at any level
- Step in and “just do it
- Develop yourself by developing others
- Display integrity, responsibility, and confidence in principles
- Manage teams and influence others
- Manage communications, conflict, and display emotional intelligence

Take Action to Build Your “Brand”

- Cultivate your brand and let it reflect the authentic you
- Identify your brand—decision-maker, problem-solver, subject matter expert?
- Demonstrate your value
- Share your knowledge and be open to feedback
- Share with purpose
- Develop an online presence

DIFFERENTIATE Your Chapter

- Identify the chapter's needs and wants and use your brand of leadership to drive its success
- Identify and leverage the strengths of your membership to drive a strategic plan for your chapter
- Empower others to find their brand of leadership to support growth and succession planning
- Be an authentic leader and actually *lead* to differentiate your chapter!

Listen to Your Members

- Survey members formally and informally to collect feedback
- Leverage members' connections
- Vote for the board



Prepare the Next “Brand” of Chapter Leaders

- Use board transitions as an opportunity reinvigorate the chapter
- Identify activities to keep top talent active in the chapter
- Use exit interviews to stay connected to exiting leaders
- Provide training to incoming leaders
- Keep communications open
- Re-engage former leaders

Lead to DIFFERENTIATE the Chapter

- Advocate for your Chapter and NCMA
- Participate in a National event on behalf of your chapter
- Encourage others to enlist in chapter leadership and be a mentor
- Write or present on the chapter experience
- Contribute to online discussion(s)
- Share your chapter best practices
- Host a community-based event unique to your chapter
- Establish a community-based program unique to your chapter

Build on Existing NCMA Communities to DIFFERENTIATE Your Chapter

- Advancing Professionals
 - Cater to them and help them connect!
 - Have the APC host an event!
- CMLDP Alumni
 - Host a CMLDP Alumni event → “CMLDP Reunion”
- Women’s Forum
 - Create a Women’s Forum during Women’s History Month

Reach out to NCMA Community Leaders for help!

DISTINGUISH Yourself and Your Chapter

- Use NCMA communities to network, build recognition and distinguish yourself and your chapter
- Use NCMA communities to link up with those with similar interests to ask questions, share knowledge, feel connected, build recognition and distinguish yourself and your chapter
- Explore opportunities through outside communities to further distinguish yourself and your chapter

The VALUE in Joining a Community

- Accelerate your personal and professional development
- Expand your network of contract management professionals and influence others to join NCMA
- Connection to current issues in the field
- Learn from other professionals in the field
- Volunteer/leadership opportunities
- If you are an NCMA member:
 - Edit your profile at <http://www.ncmahq.org>

A Closer Look at NCMA Communities



Where Emerging Leaders Connect



Advancing Professionals Community (APC)

- Established in Spring 2012
- Promotes the development of individuals in the contract management career field
- The APC strives to help members:
 - Connect, learn from and build relationships with other professionals globally
 - Share and receive valuable topical information
 - Take advantage of formal and informal mentoring opportunities
 - Stay connected with issues surrounding the career field
 - Gain access to valuable resources to guide personal and professional development



Contract Management Leadership Development Program (CMLDP) Alumni

- Foster relationships among CMLDP alumni
- Ensure CMLDP brings value to participants and NCMA by remaining current and relevant through participation in NCMA programs and connections among CMLDP alumni
- The CMLDP Alumni Community strives to:
 - Provide networking opportunities through the development of programs and initiatives that foster relationships among CMLDP alumni
 - Provide educational opportunities
 - Support CMLDP fundraising initiatives, including scholarships (in the near future)
 - Serve as an essential link for CMLDP alumni to NCMA, through interaction between chapter members and activities and leadership opportunities
 - Keep alumni connected with NCMA



Women's Forum

- Established in December 2009
- Enhance the development of NCMA through the support of women in the profession
- This vision continues to evolve as more and more people become a part of this community
- The Women's Forum strives to:
 - Create networking and collaboration opportunities
 - Ensure accessibility of female leaders in the field
 - Provide mentoring for contract management women.



Take the Lead – Make a Stand!



**Build MORE
Community to
DISTINGUISH
Yourself & Your Chapter**

Go “Outside” to Build Your Brand Recognition

- Network with people from different agencies and companies
- Teach, speak, blog outside your organization
- Re-evaluate the benefit of a lateral move vs. a “move up”
- Step away from your desk and make new connections!

Don't Limit Yourself to Just "Contracting"

- Consider roles across the acquisition community – operations, policy, career management, PMO
 - Gain experience across business lines
 - “Big picture” perspective
 - Consider ideas for future projects/moves with new skills
- Stay alert to the environment – take time to evolve your work
 - Keep abreast of the changes – learn new things, develop new skills, and expand your knowledge base
 - Consider innovative approaches to getting the job done

Questions?



Contact Information

Stephen J. Yuter, CFCM, CPCM, ICCM-F, PMP,
Fellow

Director of Capture Strategy, Red Team Consulting

sjyuter@aol.com

Allie Stanzione, CFCM, CPCM, Fellow
Sr. Contracts Manager, General Dynamics

allie.stanzione@gmail.com