



OMV Annual “Purchasing Month” ½ Day Seminar March 13, 2012

Boy have we got a deal for you...OMV is celebrating 30 years of providing resources and education in supply management and we wanted to do something **BIG**. We are offering to all our **current** members a free ½ Day Seminar. Yes that’s right “FREE”. Then for any potential new members we will issue a \$50.00 certificate (the cost of the seminar) to go toward new membership (cost is \$112.50 - \$50.00 certificate = \$62.50 owed for the balance of 2012) if you join within 30 days of the seminar. Now is that a deal or what! For those of you needing certification credit this seminar and dinner meeting will earn you continuing education credits too!

OMV is extremely pleased to have Gary Hopper, MBA, C.P.M., of Total Cost Solutions as our speaker for a ½ Day seminar on “*Advance Negotiations*” on March 13, 2012. Gary has facilitated hundreds of workshops and seminars world wide for clients, ISM and APICS supply chain professionals and sales/marketing organizations. Gary is known for his technical/academic knowledge and engaging educational approach. Participants are inspired to embrace personal change which will then lead them to achieving outstanding professional results.

Gary has held senior procurement and director-level positions with former employers: Intel Corporation, The Walt Disney Company, University of California – Santa Cruz, and Regence Blue Cross Blue Shield.

Half Day Seminar (1:00 PM – 5:00 PM)

“Advance Negotiations” – This class will cover assessment of critical skills, getting past no, advanced negotiations skills, and learning the psychology of negotiations. This information is vital in our jobs and lives to strive to create a mutually satisfying outcome for all parties involved.

Evening Mtg. Presentation (6:00 PM – 8:00 PM – dinner included)

“Contract Management Best Practices” - Mitigating risk and assuring supplier performance. Presented by Gary Hopper also.

Location (both meetings): **Phoenix Inn**
 4370 Commercial Street SE
 Salem, Oregon 97302

REGISTRATION FOR EDUCATIONAL PROGRAMS

REGISTRATION AND FEE RECEIPT DEADLINE: Friday, March 2, 2012

“OMV March 13, 2012 Seminar & Dinner Meeting”

<u>Name</u>	<u>Company</u>	<u>Telephone</u>	<u>E-Mail</u>	<u>ISM ID#</u>

FEES:

½ Day Seminar OMV Member Qty _____ x “FREE”\$0.00 _____

½ Day Seminar Non Member Qty _____ x \$50.00\$ _____

“Advance Negotiations”

Evening Dinner Meeting – Members Qty _____ x \$20.00\$ _____

Non Member Dinner Meeting Qty _____ x \$25.00.....\$ _____

Member Prepaid Qty _____ x \$0.00\$ _____

“Contract Management Best Practices”

Total Fees.....\$ _____

In the event that Oregon Mid-Valley Purchasing and Supply Management Association, Inc. cancels this course, all paid fees will be refunded in full, or checks returned promptly. If a registered participant cancels for an reason after March 5, 2012, their paid fees will be forfeited.

Make Checks Payable:

Oregon Mid-Valley Purchasing and Supply Management Assoc., Inc.

(Please include your Registration Form and your check in the same envelope)

Mail To:

Oregon Mid-Valley Purchasing & Supply Management Assoc., Inc.

PO Box 12892

Salem, OR 97309-0892

Registration Questions: Lynn Mitchell, 503-485-5832 lmitchell@orcherry.com