

NI In the News

November 1, 2016—Trinity Services in New Lenox

**INSIDE
THIS ISSUE:**

President's 4
Message

Holiday Event 5

20 Questions 6 &
7

November Meeting has been canceled due to low registration numbers.

See you in December!

Check us out on:



facebook

Sponsors

Platinum Sponsors:



Gold Sponsor:

 The Mohawk Group

KARASTAN
CONTRACT

Lees®

BIGELOW
COMMERCIAL

Silver Sponsor:


1-877-438-2971 www.cratexpress.com
Green Solutions that Move You



ARMSTRONG RELOCATION
& COMPANIES



From the President....

“Give me six hours to chop down a tree and I will spend the first four sharpening the axe.” – Abraham Lincoln

I attended a seminar last week that discussed a book called “Deep Work”, by Cal Newport. It studies a topic near and dear to all of our hearts in this crazy world: how to make the most out of the limited time we have to do the seemingly endless list of things we need to think about, organize, and accomplish.

It got me thinking quite a bit about work/life balance and how to best manage my time to accomplish everything I need to accomplish while still leaving time for me and my family. I personally have struggled with this on a very large scale. My personality is such that I will very easily allow my work to consume my life. I did this when I was a high school and college student with my studies and athletics. I did this when I was a teacher. I continued to do it when I came to work for Ingram Enterprises full time. I have a drive to do things to the best of my ability, and as such, I feel an obligation to work at something until I am satisfied it is the best I can do. When I taught, I created all of my own lesson plans and homework sheets rather than using the book because I thought I could do it better. And in business there is always a new project or an improvement to work on and think about and research even outside of the day to day demands of the job.

But, whether I liked it or not, there were only 24 hours in a day. And after I carved out the bare minimum for sleep, it didn't really leave much for me as a person. I didn't have much left over to do things for myself or even chase my own personal goals. But I didn't know how to change that, because after all, there was so much to do!

I fast forward to the present and I look at my work/life balance now. And it is a lot better. Don't get me wrong. I still have a lot of work to do and my responsibilities with work certainly haven't diminished. I've taken on large roles not only with IFMA but with the Snow and Ice Management Association. But what I have inadvertently done is created a barrier between work and home. When I'm at home, I'm home. And yes, it leaves me with less hours in the day to “get things done” than I used to, but it's also forced me to weed out some of the less important things that I used to let clog up my day. It also forced me to quit being so hard on myself about not doing everything I humanly could at all times for work. I allowed myself to realize that taking care of myself is as important as taking care of work.

I know I'm certainly not alone in my story. Almost everyone I know struggles with this to some degree. But I encourage everyone to take a step back and honestly evaluate their situation. Yes, there are certain things that have to get done at work, sometimes no matter what, and we can't change that. But I challenge everyone to not be afraid to put themselves first sometimes. Tomorrow is another day, and realistically speaking, most things can wait if they have to. The world won't come crashing down. So take some time to take care of yourself above all else. I'd be willing to bet you still find a way to get the work done you need to.

This month's phrase that pays is: “I'm taking care of me.”

Warmest Wishes,

Laura Ingram
President



Don't forget to get “LinkedIn” with our chapter IFMA NI Chapter Group

Happy Holidays!

Mark your calendars!

Tuesday, December 6th
Annual Holiday Meeting

Venuti's Banquets in Addison

Join us for networking, food and some holiday cheer.

Watch your email for further details!



20 Questions with Bill Lewis, CFM



Name: Brian Tidwell, CFM

Company: Northern Trust

Favorite city to visit: deep enough in nature that phones don't work

Favorite hobbies:

Outdoorsmanship: fishing, hiking, camping, etc.

Favorite vacation spot: Florida coastline, scuba/snorkeling

Currently reading: 90 Minutes in Heaven

Favorite food/cuisine: fresh fish

Favorite restaurant: local cuisine across America

If I could trade places with one person for a day, it would be: my spouse

I'd like to have dinner with: Michael Jordan

Describe your family growing up and now:

Hometown: Lancaster County, PA

Current residence: Roselle, IL

Songs(artists) on my iPod/phone: Oldies, The Last Kiss (Billy Joel)

Favorite activity: fishing

Favorite sport to play: participant sports

If I had access to a time machine, I would travel to (where/when): Holy Land to hear Christ speak

Are you a morning or night person?

Both: ADHD (LOL!)

Pet peeves: lies and disloyalty

If I won the lottery, I would: spoil my kids, give to charity, buy a B&B

Bad habit: disorganized

Three words that best describe me: Innovative Problem Solver

Mantra: Be teachable

Favorite movie: "Upside Down" or "Ladyhawk"

Special talent: keep growing

Most people don't know that I: looking for a new facility to manage

Bucket List: tour U.S. National Parks, be there for my kids, grandkids

My hero or role model (or an influential person in my life): Christ

My favorite thing to do in the summer is: camp in different State/National Parks

In winter: snuggle by a fireplace and watch a movie

If I could visit any place in the world, it would it be: Alaska by train

20 Questions with Laura Ingram



Name: Laura Ingram
Company: Ingram Enterprises, Inc.
Position: Director of Operations
How long with IFMA: 8 years?

Favorite hobbies: truck detailing, getting “lost” on the motorcycle, cooking (NOT baking), learning.

Favorite book: I don’t really know, to be honest. I don’t read as much as I should, but when I do, it’s almost always non-fiction.

Currently reading: Crippled America by Donald Trump

Favorite food/cuisine: American.

Favorite restaurant: There are so many good ones. Flemming’s – for a total splurge and the best steak anywhere. Portillo’s – epic cheeseburgers, fries, and chocolate cake shake.

Describe your family growing up and now: My mom and dad have been married for 42 years. I have one sister that is 5 years younger than me. She is now in the business full time as well. Work is family and family is work for us. It can get interesting to make the two work so closely together, but in the end we wouldn’t have it any other way.

Hometown: Des Plaines, IL

Current residence: Pleasant Prairie, WI

Favorite activity: Hiking. (We also call it “professional walking”...lol)

Favorite sport to play: softball

Favorite sporting event: baseball

Cubs or Sox? Does anyone really like the Sox? Seriously? Go Cubbies!

Are you a morning or night person? Naturally I’m more of a night person. Given my druthers I’d stay in bed until 8am every day. But it depends on what is going on. Getting up at 1 am in the winter is pretty easy for me because I’m wound pretty tight about the weather.

If I won the lottery, I’d: I’ve thought about this way too much. First, I’d buy a supercar. Second, I’d make my family comfortable and invest in the business. My parents would never have to think about money again and I’d have more salt trucks and end loaders than I knew what to

with. Just ‘cause I could. I’d never quit working though. Last, I’d probably buy some Dunkin Donuts franchises or maybe McDonald’s and then hire someone way smarter than me to figure out how to invest the rest.

Three words that best describe me: honest, loyal, happy

Mantra: What goes around comes around.

Favorite movie: Forest Gump

Favorite TV show: Top Gear (UK)

One fun fact about you : It’s kind of strange that I can’t think of anything here. Does that mean I’m not fun???

Special talent: Laura Math. It’s a real thing in our office. I’m a math nerd, but when it comes to simple arithmetic, I screw it up all the time. Any time I put a proposal together I get told to make sure I didn’t do Laura Math on the numbers before I submit it.

Greatest fear: Regrets

Most people don’t know that I: Am actually shy by nature.

Bucket List: Motorcycle trip around the Great Lakes.

My hero or role model (or an influential person in my life): My dad. We may have very different personalities, but we have the same values and ethics. He taught me that the only person in life you can’t BS is yourself, so I’ve grown to be very honest with myself, which I believe has served me very well. He has a bigger heart than anyone I know and he trusts in himself. He taught me that if you want more, work harder. You make your own luck. If I can continue this business in with the same ethics and principles that he’s built it on, then I will continue myself a success, regardless of money.

My favorite thing to do in the summer is: Hiking, biking, and other outdoor activities...preferably in mountainous regions.

In winter: This might sound weird, but I really enjoy the rare occasions when our operations are running on autopilot and I can go back to my days as a worker bee and get in a salt truck at 2am and crank up the tunes and not have my phone ringing off the hook. There’s something meditative about feeling like you’re one of the only people awake in the world and you just have you and your thoughts and your work to do.

Laura Ingram Continued

If I could visit any place in the world, it would be: Europe

Because: I want to visit Germany for Oktoberfest (I'm German), Ireland, Norway, and Scotland. New Zealand also.

Favorite vacation spot: Wyoming. On horseback working cattle in the Rocky Mountains.

If I could trade places with one person for a day, it would be: Lemmy Kilmister of Motorhead – the king of the rock and roll lifestyle...while he was alive.

I'd like to have dinner with: Clint Eastwood.

Songs(artists) on my iPod/phone: A whole bunch of things: AC/DC, Motorhead, Metallica, System of a Down, Linkin Park, Led Zeppelin, Johnny Cash, Jason Aldean, Dave Matthews

If I had access to a time machine, I would travel to (where/when): The signing of the Declaration of Independence. Not only would have been very cool to witness, but I'd be curious as to the actual political climate of the country as opposed to now. How did decisions like that get made in a time where we weren't all on information overload?

Pet peeves: Liars and thieves

Bad habit: Agreeing to do things because I feel bad saying no and then regretting saying yes.

October Meeting Pictures Molex Corporation



An Opportunity for You

Would you like to showcase your facility to other NI IFMA members? If you meet the following criteria, you may be eligible to host an upcoming NI IFMA monthly meeting:

- Availability the first Tuesday evening of an upcoming month in 2017
- Seat 50 more people for dinner and presentation
- Have an interesting tour

Please contact one of our Programming Committee members for more information:

Kathy Eddy-MacIntosh, Phoenix Systems & Service, Inc, [630-207-7930](tel:630-207-7930), keddy@phx-sys.com

Jerry Serrata, CDS Moving Equipment, [847-366-9354](tel:847-366-9354), jserrata@cds-usa.com

Ken Stone, Armstrong Relocation, [630-348-1856](tel:630-348-1856), kstone@goarmstrong.com

**Have a new product or service to share?
How about an innovative way for solving a facility problem?
Win any awards lately?
We are always looking for articles for our newsletter!**

Please share with your fellow managers and associate members items of interest in your field.

Article Guidelines:

Article length between ½ page and 2 pages-can include pictures.

Written in Word format-no PDF.

Make sure you include credit information at end of article.

Submission due by the 20th BEFORE the month the newsletter is printed. For example, March newsletter needs articles by Feb. 20th. Otherwise, we will hold for following month.

Any ???Please contact Jan Wemple, Newsletter coordinator at:

jwemple@moorelandscapes.com or 847-774-1250.

Or Kathy at: chapteradministrator@ifmani.com



CEO and Facility Management

Facilities leaders must have a wide range of skills—from [data analytics](#) to budgeting to relationship building. Sometimes the last item on that list can be the most difficult, particularly when it comes to the CEO.

CEOs are responsible for high-level strategy, making vital decisions about the future of the business and ensuring the company's activities abide by legal and ethical standards. Therefore, while they understand the importance of facility management, they may feel the day-to-day aspects are mostly irrelevant to them and better left to their FM expert (you).

This puts facilities leaders like you in a delicate situation. How can you present the issues the FM team is facing in such a way that the CEO will be willing to help resolve them? It can be challenging but it certainly isn't impossible. Here are four tips for talking to your CEO about facilities management.

1. Be Confident and Prepared

Your CEO didn't get where they are by being hesitant and second-guessing their decisions. From the moment you step into their office, you must represent yourself as the FM expert you are and be ready to field any questions the CEO throws your way.

If you stumble through your responses or don't have the necessary information to back up any claims, your CEO will quickly lose patience. But if you answer their questions with conviction and provide [cold, hard FM data](#), you're more likely to keep their attention and succeed and getting your issues addressed.

2. Speak Their Language

Your CEO most likely doesn't have a background in FM, and therefore facilities management-specific terms such as "[integrated workforce management system](#)," "asset tracking" and "move management" probably aren't in their daily vocabulary. Not only can this be annoying to the CEO, but you'll probably end up wasting precious time defining each phrase. Instead, explain the issues using only the core elements: office space, equipment and employees.

3. Discuss Short-Term and Long-Term Impact

What do all CEOs care about? Results. Identify the key performance indicators (KPIs) that matter most to your CEO and focus on how these issues affect them. Are they primarily concerned about sustainability? [Employee retention](#)? Demonstrate how FM impacts the metrics most important to them.

It's also likely he or she lives and dies by the bottom line—especially if your company has a board of directors to whom the CEO must answer. Show how your requests will improve ROI, both in the near and distant future.

4. Get to the Point

The CEO is short on time. Always. Don't make small talk and don't give irrelevant backstory. Before your meeting, prepare an outline of the highest priority discussion topics and make sure to touch on only the most critical details. He or she will appreciate your efforts to streamline everything, including your conversation.

While talking to your CEO may seem intimidating, it's important to remember this: Your CEO is human, just like you. Every person at your company has their own duties, objectives and [preferred communication style](#), and your CEO is no different. When you know how to best approach a facilities management discussion with your CEO, it shows you respect and value his or her time, which can help you establish a beneficial relationship that will make future conversations easier.

Author: Elizabeth Dukes via Linked In

Submitted by Ann Del Fiocco—Trendway Corporation

November 2016

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3	1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

Schedule of Events

- November 1—Trinity Services in New Lenox
- November 8—Board Meeting
- November 17—IFMA Chicago Lunch Program at Petterinos in Chicago
- December 6—Venuti's Banquets in Addison



IFMA™ Northern Illinois Chapter
International Facility Management Association

To provide exceptional education, networking, career development, and leadership opportunities that support and advance the Facility Management profession in Northern Illinois.

Sponsorship opportunities are available, please contact our chapter administrator at the e-mail listed to the left for complete details!

Northern Illinois IFMA
PO Box 4893
Buffalo Grove, IL 60089-4893
Phone: 847-821-8243
Fax: 847-821-8248
E-mail: chapteradministrator@ifmani.org



2016—2017 IFMA NI BOARD

<p>President Laura Ingram Ingram Enterprises 847-821-1075</p>	<p>Archivist Mike Jurczykowski Chicago Records Management 847-678-0002</p>	<p>Education Joe McCarthy, CFM Pareto Building Improvement 708-344-4355</p>	<p>Program Kathy Eddy-MacIntosh Phoenix Systems & Services 630-480-8607</p>
<p>Vice President Kevin Boyd, CFM, FMP Chicago Food Depository 773-843-6703</p>	<p>Associate</p>	<p>Hospitality Kevin Tiernan Rose Paving 708-459-5538</p>	<p>Council Liaison</p>
<p>Secretary Kevin Tiernan Rose Paving 708-459-5538</p>	<p>Awards Doug Kettel, CMPP, LEED AP Schaumburg Park District 847-985-2115</p>	<p>Membership Bob Ditsch Securitas 630-751-9840</p>	<p>Sustainability Liaison Kevin Boyd, FMP Chicago Food Depository 773-843-6703</p>
<p>Treasurer Brett Ratajczak, FMP Robert Half 847-719-4321</p>	<p>Career Services Dianna Rudd The Rudd Executive Search 847-776-0900</p>	<p>Networking Jim Idstein Kayhan International 847-843-5072</p>	<p>Webmaster Gerard Zawislak, FMP, SFP Cummins Allison Corp 847-299-9550 x 6460</p>
<p>Advisor Ann Del Fiacco Trendway Corporation 847-997-5168</p>	<p>Community Services Linda McInerney CVS Caremark 847-559-3909</p>	<p>Newsletter Jan Wemple Moore Landscape 847-564-9393</p>	