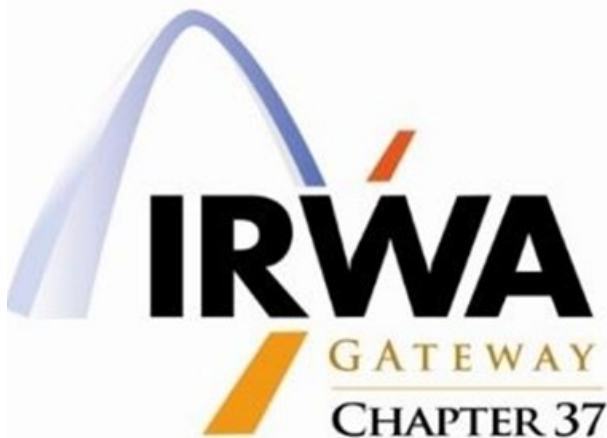


Chapter 37 Newsletter

Fall 2018 Newsletter
Issue 2

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President's Message

By Teresa McClure

I am so excited for this year for Chapter 37! This year has had a great start beginning with the joint meeting with APWA on September 23rd, and we are looking forward to the Blues' Hockey Game on November 1st.

The main focus this year is going to be on the Spring Forum held in St. Louis on April 7, 8 & 9. We are in the process of planning it; thus, if you want to get involved, please let me know. On Sunday, there will be a young professionals' activity in the evening. Monday will include the business meeting as well as some educational forums in the afternoon followed by a Cardinal's game. On Tuesday, Chapter 37 is holding the "Engineering Plan & Development Application's Class" 901. The forum looks like a great time filled with educational opportunities. We are looking for sponsors for the forum – this is a great time for your business to advertise!

We plan on entering our website and newsletter to nationals for "Website/Newsletter of the Year". Let us know if you have any ideas on how to improve it. We will also be putting in "Chapter of the Year".

As a reminder, our next chapter meeting will take place right before the Blues' Hockey Game on November 1st. Please check the website for information on how to purchase tickets. I look forward to seeing you all there!

Upcoming International Education Conferences

2019	June 9 – 12	International Education Conference	Portland, OR
2020	June 21 – 24	International Education Conference	Minneapolis, MN
2021	June 6 – 9	International Education Conference	San Antonio, TX
2022	June 12 - 15	International Education Conference	Cleveland, OH



Possible Awards

Awards and Recognition

Every year at our Annual International Education Conference, we have the opportunity to recognize some of the **industry's finest individuals, companies and IRWA chapters** who have contributed to advancing the right of way profession.

[Frank C. Balfour Professional of the Year Award](#)

[Gene L. Land Award](#)

[Employer of the Year Award](#)

[Government of the Year Award](#)

[Chapter of the Year Award](#)

[Lifetime Achievement Award](#)

[Member Appreciation Program \(MAP\)](#)

[Louise L. & Y. T. Lum Award](#)

[Mark A. Green Award for Excellence in Journalism \(Discontinued\)](#)

[Ronald Jourdan SR/WA Advancement Award](#)

[Chapter Newsletter of the Year Award](#)

[State Association of Real Property Agents \(SARPA\)](#)

[Canadian Right of Way Education Foundation Student Scholarship](#)

[W. Howard Armstrong Instructor of the Year](#)

[Young Professional of the Year](#)

[Website of the Year](#)

Region 3 Fall Forum

IRWA Region 3 Fall Forum September 23-25, 2018

For RWIEF Raffle Basket donation:
contact
Martha Long,
martha.stilwell@shcplobal.com
913-406-8271

For any other questions:

Contact Claudia Vines,
claudiavines@gmail.com
-269-8244



www.irwachapter5.org

Location:

Crown Plaza Hotel
1301 Wyandotte St,
Kansas City, Missouri



Hosted by Chapter 5
Heart of America

Schedule

September 23 – Sunday

4:00 – 6:00 pm– Young Professionals Social

6:00 -- 10:00 pm - BBQ Taste Off and Basket Raffle

Join us in voting for the best BBQ in Kansas City. We will sample BBQ from four of the top BBQ restaurants and vote for the best in KC. After BBQ we will have a basket raffle to raise money for RWIEF.

September 24, Monday -- Region 3 Spring Forum Meeting

8:00 am -- Breakfast

9:00 am -- 3:30 pm – Guest speaker and Fall Forum Meeting
Chapter meetings

5:30 pm -- A Taste of Kansas City Dinner and Streetcar Tour

Plan to join us for dinner and a historic ride on the KC Streetcar. We will learn about the history of KC on this streetcar tour. We will stop at 5 eating and drinking establishments along the way to get a great taste of what KC restaurants have to offer. **Tour and dinner sponsored by Valbridge Property Advisors. Fee is \$20 per person.**

September 25, Tuesday 8:00 am -- 5:00 pm -- IRWA Course 902:

Property Descriptions -- KC Downtown Crowne Plaza Hotel. Register for class at www.irwaonline.org or contact Rich Snedegar for more details at richard.snedegar@kcmo.org or 816-513-0297.

Click [here](#) to register for the Region 3 Fall Forum and activities.

For hotel reservations, call Crowne Plaza Hotel at 816-474-6664 and mention IRWA Room rate -- \$139 plus tax. Room block is held until September 1.

Region 3 Fall Forum



Dear Region 3 Fall Forum Attendees:

We are pleased that you will be joining us for the IRWA Region 3 Fall Forum at the Crowne Plaza Hotel in Downtown Kansas City, Missouri, at 1301 Wyandotte Street on September 23 to 25, 2018. We have received your registration for one or more of the Fall Forum activities and looking forward to meeting you in Kansas City. We are also excited to be celebrating Chapter 5's 65th Anniversary as a chapter. Chapter 5 includes Kansas City, KS and MO, Topeka, KS, Wichita, KS, Columbia, MO and Springfield, MO. Below is a schedule of the activities planned:

Sunday, September 23

Young Professional's Social (everyone is invited to join in the fun)

WHERE: Dennis Keegan's Home, 3620 W. 156th Street, Overland Park, Kansas.

WHEN: 4:30 to 6:00 pm

TRANSPORTATION: Drive to the social with your own vehicle or we have drivers that are happy to take you to and from the Crowne Plaza Hotel to the social. Please reply back to me if you would like a ride from the hotel to the Young Professionals Event so we can plan transportation accordingly. It is approximately a 30-minute drive to the YP Event. Drinks and appetizers will be served.

Kansas City BBQ Taste Off and IRWEF Basket Raffle –

WHERE: Dennis Keegan's Home, 3620 W. 156th Street, Overland Park, Kansas.

WHEN: 6:00 to 9:00 pm

TRANSPORTATION: Drive to the KC BBQ Taste Off with your own vehicle or we have drivers that are happy to take you to and from the Crowne Plaza Hotel to the Kansas City Burnt Ends Tasting Competition. Please reply back to me if you would like a ride from the hotel to the Young Professionals Event so we can plan transportation accordingly. It is approximately a 30-minute drive to our BBQ social. Drinks and good ole Kansas City BBQ will be served. At 8:00 pm, we will raffle off baskets that have been donated by chapters, members, companies and organizations within the region. If you would like to donate a basket, please contact Martha Long, (913) 406-8271 or Martha.stilwell@sbcglobal.net. The money raised will support the International Right of Way Education Fund.

Monday, September 24 – Fall Forum (Crowne Plaza Hotel Salon C)

8:00 am -- Breakfast Buffet

9:00 am -- Guest Speaker (See Attachment)

Jason Waldron from City of Kansas City, Missouri will present
The Reemergence of the Kansas City Streetcar

10:00 am -- Break

10:30 am -- Fall Forum

11:30 am -- Lunch Break

1:00 pm -- 3:30 pm Fall Forum

4:00 pm -- 5:00 pm Chapter Business Meetings (Chapters can break into groups to discuss any chapter issues needed)

5:15 pm -- Meet in hotel lobby to walk 2 blocks to KC Streetcar at 12th and Main

5:30 pm -- Divide into 2 groups for the Taste of Kansas City Dinner Tour (Please let me know as soon as possible, if you would like to request a vegetarian meal).

9:00 pm -- Return to hotel from Streetcar Dinner Tour

Tuesday, September 25

8:00 am -- Course C902 Property Descriptions (Crowne Plaza Hotel Salon B)

Course Coordinator; Richard Snedegar, richardsnedegar@kcmo.org, 816-513-0297.

Course Instructor -- Fred Easton

Region 3 Fall Forum

Reemergence of the Kansas City Streetcar

Presentation by Jason Waldron
Kansas City, Missouri



Jason Waldron is a registered professional engineer with experience in program, project, and construction management for a variety of roadway, transit, trailway, and railway projects. He has been involved with the Kansas City Streetcar Project from the early conceptual planning, through design and construction and into passenger service. Jason has spent the last four years with the City of Kansas City, MO and currently serves as the Associate Director of Multimodal Transportation. Mr. Waldron is a graduate of Iowa State University.

Chapter 37 Meeting

LET'S GO BLUES!

Tickets available through October 26th

WHEN

Thursday, November 1st

5:00—5:30 - Networking

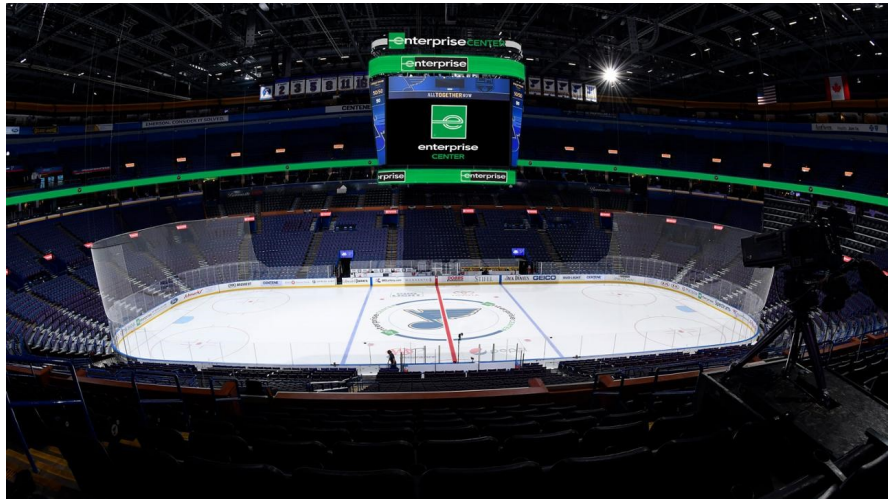
5:30—6:30 - Meal & Chapter Business

WHERE:

Volkert, Inc.

333 South 18th Street, Suite 210

St. Louis, MO 63103



Tickets will be \$35. If you would like to attend, please send your check to the above address — Attention IRWA
Meal provided by Chapter.



VS.



We welcome our newest IRWA Chapter 37 members: Tim McLean, Lisa Ellis, Brandon Espinosa, Phil Gray, Alex Brown, Adam White, and Dawn Bauer.



Want to get more involved?

Chapter 37 has committee vacancies and could use your help! Please contact any board member for more information.

Spring Forum Committee

We need your help!

The Spring Forum will be held in St. Louis on April 7, 8 & 9. We are in the process of planning it; thus, if you want to get involved, please let us know.

Chapter 37 Executive Board

Teresa McClure, President

teresa.mcclure@volkert.com

Rachel Siegert, Vice President

rachel.siegert@contractlandstaff.com

Roxanne Williams, Secretary

RWilliams10@ameren.com

Matt Hoven, Treasurer

MHoven@ameren.com

Alex Sammet, Director

Alex.Sammet@SpireEnergy.com

STANDING COMMITTEES:

Wendy Cromer, Membership Chair

WCromer@SecurityTitleSTL.com

Mark Jordan, Professional Dev. Chair

mjordan@ameren.com

Sandra Rupert, Education Chair

sandra.rupert@volkert.com

Brendan Weiler, Communication Chair

brendan.weiler@volkert.com

MEMBER SPOTLIGHT



Sandra K. Rupert, SR/WA,RW-AMC

Senior Right of Way Agent - Volkert, Inc.

IRWA Chapter 37 Education Chair

Q. What path did you take to get in the ROW industry?

20 years as a Records Drafter in the T&D Drafting Department at Union Electric Company (Ameren); maintaining records of electrical facilities.

Q. Favorite activity to do outside of work?

Exercise, i.e. dancing, walking, Tai Chi and studying to become a Yoga instructor.

Q. Favorite part of your job?

Encouraging and working with others to reach their full potential.

Q. Favorite movie?

Black Panther

Q. What advice would you give to someone new to the ROW industry?

Take all the IRWA classes possible, increase your knowledge of the industry through obtaining various certifications; it increases your marketability and credibility.

Q. What fad or trend do you hope comes back in the near future?

I would like to see the guns put back in the closets for hunting purposes only.

Q. Favorite sports team?

I can't choose one, Dallas Cowboys, Carolina Panthers, or Seattle Seahawks.

Q. Last concert you attended?

Earth, Wind and Fire Concert at Stifel Opera House.



Please contact Sandra Rupert for more info.



Course 201: Communications in Real Estate Acquisition

October 17-19, 2018 Collinsville, IL

Course Description:

Utilizing self-learning exercises, role-playing and simulations of actual acquisition interviews, this course helps to instill confidence in participants and to enhance their communication/negotiation skills. Participants are given the opportunity for extensive individual participation, and are encouraged to experiment with the practical application of communication concepts and skills presented and discussed. Following the self-learning exercises and role-playing sessions, participants receive feedback regarding what they are doing effectively, as well as the areas in which they are in need of improvement.

The acquisition interview is presented in a step-by-step approach: how to start, how to develop trust, how to handle problems and objections, and how to close. Using video cameras, participants can then practice these steps by taking part in simulations of actual acquisition interviews. These video demonstrations are then replayed, enabling participants to see themselves "in action".

PLEASE NOTE: Each participant is required to bring an example of an actual acquisition case that has already been conducted or will soon be conducted. This case is needed on the first day of class.

Topics:

- Introduction to communications, effective communications, interpersonal relations
- Barriers to acquisition, professional/owner communication, motivation, psychology of persuasion, ethics of persuasion
- Introduction to role-playing; sequential approach to the acquisition interview; video tape interview; simulation interview; group feedback and critical analysis
- The art of listening & questioning; self-analysis inventory; critical listening; empathic listening; probe techniques

Course Level:

Intermediate

Course Tuition Includes:

Participant Manual

Recommended Materials:

Successful Communication and Negotiation (optional purchase from www.irwapublications.org)

Who Should Take This Course:

This course is intended for right of way professionals who wish to use practical/actual information and role-play of actual acquisition interviews to enhance their communication and negotiation skills.



Sponsorship Packages

2018-2019

IRWA Chapter 37 is excited about offering sponsorship packages for 2018-2019! Sponsorship of the chapter will give your company a unique opportunity to showcase your services to hundreds of professional in all facets of the right of way industry. IRWA Chapter 37 is only as strong as its members, and your support helps the chapter to provide information to our various members via the website, newsletter and email blasts, as well as hosting social and networking events. We are offering several different sponsorship levels. The term of all sponsorships is one year (July 1 to June 30 annually).

A limited number of packages are available for purchase at the top two sponsorship levels Platinum and Gold. The first company to select and pay for their preferred package is the first to get it so don't miss out!

Please contact **Teresa McClure** for more information teresa.mcclure@volkert.com. Checks may be made out to **IRWA Chapter 37** and given/mailed to the Chapter Treasurer, **Matt Hoven**.



	Platinum \$1000	Gold \$500	Silver \$250
Number of packages available	1	2	Unlimited
Engraved plaque of recognition*	1	--	--
Company ad/logo in all Chapter 37 newsletters for 1 year**	Full page ad	½ page ad	¼ page ad
Company spotlight article in one chapter newsletter of choice	1	--	--
Linked company logo on Chapter 37 website for 1 year	Large logo	Med. logo	Small logo
One dedicated e-blast to members advertising company	1	--	--
Opportunity to put out brochures/marketing materials at quarterly Chapter 37 meeting	All (4) meeting	1 meeting	--
Company promotion time at one Chapter 37 meeting of choice (Platinum gets first choice)	10 minutes	2 minutes	--
Job postings on Chapter 37 website JOB BOARD (3 months)	5	3	3
Job postings in Chapter 37 quarterly newsletter (4 issues)	5	3	3

A La Carte Items

Newsletter Ad – ¼ page	Job Posting - Newsletter	Job Posting - Website	Job Seeker Website or Newsletter
\$100 (2 issues)	\$50 (2 issues)	\$25 (3 months)	\$15 (3 mo./1 issue)

VOLKERT
(one remaining)

* Optional; you may donate the cost of this item back to the chapter.

** All references to "1 year" are one year from date of paid sponsorship.

*** Vouchers can be used all at once or spread out over several meetings.

Thank you to the following sponsors for supporting Chapter 37!



Contract Land Staff is proud to support
IRWA Chapter 37 and
the Young Professionals Group



Rachel Siegert
Regional Manager
314-293-3527

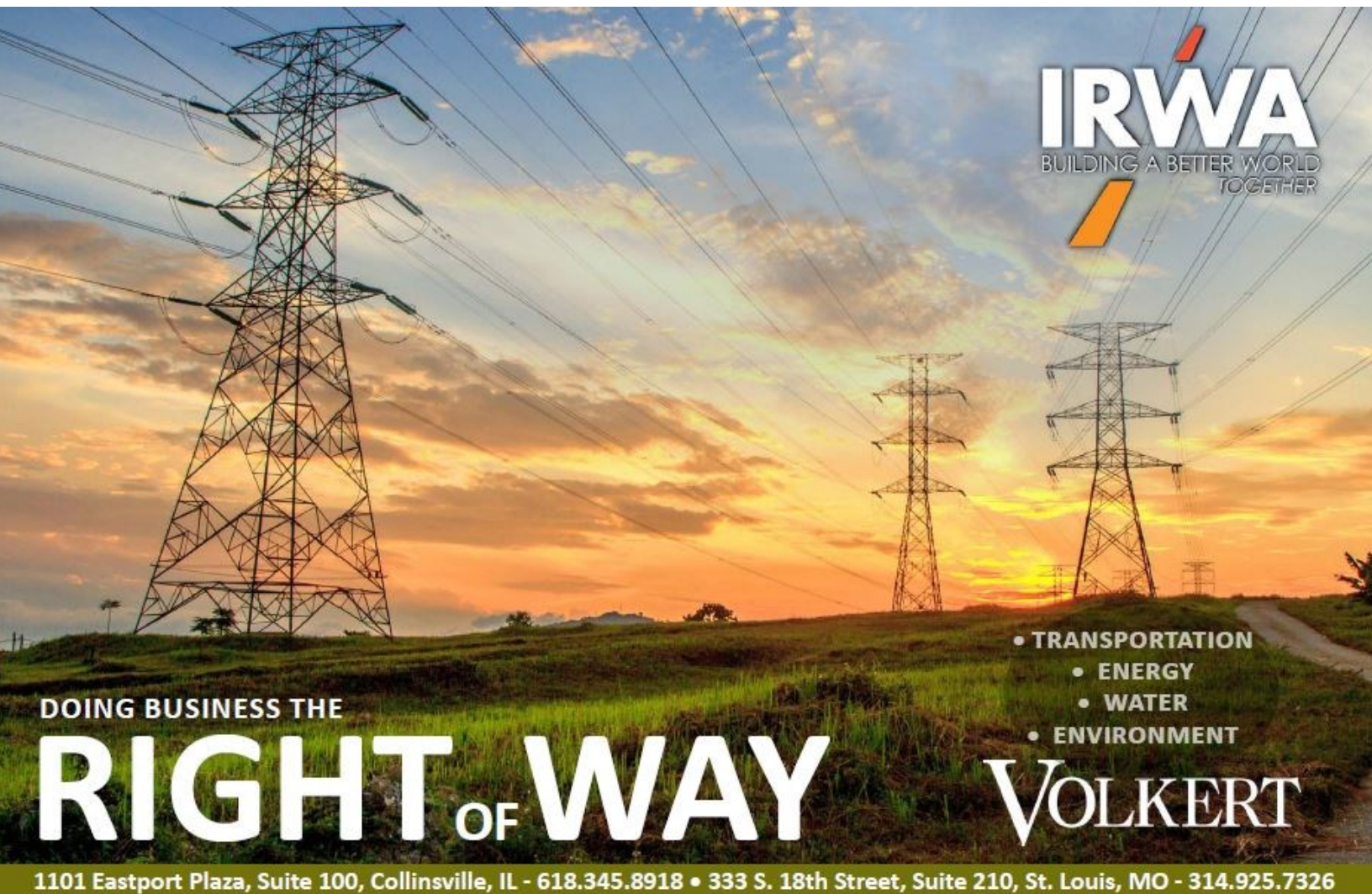


Contract Land Staff (CLS)
555 Washington Ave, Suite 310
St. Louis, MO 63101
314-293-3748 StLouis@contractlandstaff.com
www.contractlandstaff.com



Nikkiy Bestgen
Sales Manager,
Midwest Region
619-244-3615





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NOT YET A SPONSOR?

Benefits of being a Sponsor...

You will have your logo displayed within the Sponsor section of the website and linked to your company URL. Sponsorship also gives you access to have upcoming jobs posted to the website and in the quarterly newsletters.

Email Teresa McClure teresa.mcclure@volkert.com for more information on becoming a Chapter 37 sponsor.

be sure to check out **chapter 37** online....

➡ www.irwachapter37.org

or what's going on in our **region**...

➡ <http://www.irwaregion3.com/>

or the happenings at the **national** level...

➡ <https://www.irwaonline.org/>

Website or Newsletter Questions

Teresa McClure, President

teresa.mcclure@volkert.com

Brendan Weiler, Communication Chair

brendan.weiler@volkert.com

