Great Lakes Region Executive Committee Meeting, as CSI Lean Coffee “Go-to-Meeting” Conference Call
Wednesday, October 15, 2019; 4:00 pm - 5:00 pm (EST)

Called to Order (Michael) at 4:05 pm
Roll Call (Louise) NO Quorum (≥ 10)

GLR Board = Executive Committee + Directors = Voting Members, but 1 vote each

<table>
<thead>
<tr>
<th>Executive Committee – FY 2020</th>
<th>In attendance ☐ (8 with 7 voting)</th>
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<tbody>
<tr>
<td>☑ President: Michael Rathburn (20)</td>
<td>☑ Vice President: Greg Jones (21)</td>
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<tr>
<td>☐ Past President: Edmund Brown (20)</td>
<td>☑ Vice President: Scott Taylor (20)</td>
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<tr>
<td>☑ President-Elect: Thad Goodman (20)</td>
<td>☑ Treasurer: Gary Beimers (20)</td>
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<td>☑ Institute Director (non-voting): Jack Morgan (N-22)</td>
<td>☑ Secretary: Louise Schlatter (21)</td>
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<tr>
<th>Directors – FY 2020</th>
<th>In attendance ☐ (14 with 13 voting)</th>
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<tbody>
<tr>
<td>☑ Akron-Canton – Lee King</td>
<td>☑ Grand Rapids – Justin DeMarco</td>
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<td>☑ Bluegrass – Scott Noel</td>
<td>☑ Indianapolis – David Fryman</td>
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<td>☑ Cincinnati – David Proudfit</td>
<td>☑ Lansing – Roger Donaldson</td>
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<tr>
<td>Cleveland – Scott Taylor</td>
<td>☑ Louisville – Todd Irvin</td>
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<td>☑ Columbus – M. “Tod” McKirnan</td>
<td>☑ Metro Detroit – Kevin Bush</td>
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<td>☑ Dayton-Miami Valley – Ken Oren</td>
<td>☑ Toledo – Jerry Marquette</td>
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<td>☑ Evansville – Mike Vannatter</td>
<td>☑ Emerging Prof. (appointed) - Rachel Middleton</td>
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<th>Chairs and Invited Guests</th>
<th>In attendance ☐ (14 with 5 unique)</th>
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<tr>
<td>Academic Programs: Thad Goodman</td>
<td>☑ Membership Chair: Buddy Stafford</td>
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<td>Awards Chair: TBD</td>
<td>Newsletter Editors: Elizabeth Woodrow and Jack Morgan</td>
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<td>Bylaws Chair: Edmund Brown</td>
<td>Nominating Chair: Edmund Brown</td>
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<td>☑ Certification Chair: Ed Avink</td>
<td>Planning Chair: Thad Goodman</td>
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<tr>
<td>Conference Chair: Thad Goodman</td>
<td>Program Chair: Jack Morgan</td>
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<tr>
<td>☑ Education Chair: Chris Grimm</td>
<td>Technical Chair: Gary Beimers</td>
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<tr>
<td>☑ Electro Comm Chair: D. Blake Wagner</td>
<td>☑ Statutory Agent: Lane Beougher</td>
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Prior Minutes Status (Louise)
- Meeting minutes pending
- State of Ohio Corporation (806198) status: Reinstated (Active)

Treasurer’s Report (Gary)
- 2019 September GLR Treasury Reports: presented and submitted for audit

Coffee Topics and Discussion
- The Process:
  1. Each attendee has a turn to sponsor possible discussion topics;
  2. Sell your topic to attendees with a 1-2 minute explanation of its importance;
  3. Each attendee uses their 3 votes to vote on topic list (sets importance);
4. Discuss topic with most votes for 5-7 minutes (may use straw vote to extend) with goal to resolve or assign Action Items to further address; and
5. Then go to next most voted topic until set end time.
   • Topics with number of votes, discussion notes, and follow up actions:
   1. 7 Certification: Concerns
      • Passing the CDT (1 hour) similar to Construct [GLRC]
      • Start a petition and deliver to Institute (follow up with Ed Avink)
      • Typical contact time: 15 hours
      • Passing: 25%
         • Don’t move curve to pass – solve core issue: Training materials
      • Train the Trainer it helps correspondence of “class” and “test”
      • New trainer material due end of 2019; Tests start April 2020; 6-month time lag
      • Forum
   2. 5 Dynamic Chapter Program: On-demand 24/7
      • Present at GLRC (Cynthia)
      • Communicate through GLR – Goal: Get every member to try once in FY2020
         • GLRC Team to lead (Jack)
   3. 4 RepLine: Interview the Architect (CCPR track), education for Rep (at show)
      • Academies for Reps at GLRC (Thad to start discussion)
      • It’s all about information exchange
      • Make GLRC a mini-Construct
   4. 2 Emerging Professionals Event: Engaging 5 minute speed “dating”
   5. 1 Chapter Challenge:
   6. 1 Awards: Promote
   7. 1 Leadership Programs as a GLRC draw: Bring in outside resources (Keynote quality)
   8. Leadership Webinars in Feb 2020
   9. Participation Example: Portland Chapter
   10. Communication: Taking time to do it, CSI Studio to podcast
   11. Hands-On: Interest-building, where all can see it
   12. Sep 30 – Oct 2, 2020 Construct
   13. Construct: Associations and new Reps were present – leads for new members
   14. Long Range Planning for GLR, aka Strategic Plan
   15. Need for follow-up

Action Items
   • Ed Avink coordinate with David Proudfit: Nov 20, 2019: Explore including education on “Passing the CDT” session in the GLRC
   • Scott Taylor and Ed Avink: Nov 20, 2019: Follow up on discussion and Tracy Petrillo presentation with thoughts on starting a petition to register the need for test reporting, and value of hosting a forum for discussing new trainer materials
   • Jack Morgan: Nov 20, 2019: Propose value options for engaging Dynamic Chapter in GLRC planning and training
   • Thad Goodman: Nov 20, 2019: Propose how to include “Product Rep Academy” in GLRC offerings; may be possible if Leadership Webinars happen in February 2020
   • Thad Goodman and Mike Rathburn: Nov 20, 2019: Report on Long Range Planning update process
Next Meeting
  • Go-to-Meeting, Wednesday, November 20, 2019, 4-5pm

Chapter Events
  • 2020 Great Lakes Regional Conference: April 23-25, 2020; Cincinnati Radisson
    http://csiglrconference.com

Adjourned at 5:00 pm (app/sec)

END OF MEETING