



Region 7 Review

A monthly publication for the members of IPSSA, Inc. – Region 7

April 2005

IPSSA, INC. REGION 7 Board Officers

Javier Payan, Director ph (619) 449-1392
cell (619) 843-9460
fax (619) 449-1396
payanpoolservice@aol.com

Loyal Johnson, Treasurer (858) 679-9006
Sherry Larson, Secretary (760) 758-1812

Director's Corner

Conferences - Western Pool and Spa Show was held Mar. 10 - 12 -- I attended and helped man the IPSSA booth. The show was a huge hit.

John Silcox and I were invited by Children's Hospital Orange County to speak at a Drowning Prevention Summit in Palm Springs on March 30. We gave a presentation on drowning prevention and what IPSSA is doing, and handed out brochures and Water Watcher tags. It seemed to go very well. Reminder: IPSSA members can get 50 free tags and brochures by calling the IPSSA executive office at 1-888-360-9505.

National Drowning Prevention Symposium April 28 - 29 - John Silcox and I might attend.

B.O.R.D. - Contact me if there are any issues you want me to bring to future B.O.R.D. meetings.

R7 Picnic - Picnic Committee met April 7. Picnic date TBA at next R7 Board meeting.

Chem test - Soon I will be distributing the new version to R7 chapter presidents.

San Diego Health Department - I recently had a problem with the inspector checking the water incorrectly. I am working with them to get them to re-evaluate the way they test. So if any of you has a problem with inspectors and erroneous readings, give me a call - I might have some input for you.

Welcoming the Good Clients While Shunning the Bad

~ by One Wiser Businesswoman

Recent negative experiences in my business made me realize two things: 1) The need to disengage from Immoral Scofflaws, and 2) The need to rethink how I do business.

I also wanted to serve notice on jerks at large not to come anywhere near me. But, Pity Parties are not my style, and they lack professionalism, so I focused the pain into a recovery plan. I needed to invite integrity-based clients into my business life. I drafted an editorial for my Web sites and newsletters in order to alert the public as to my stance on business ethics. As the text percolated in my mind, I cut my losses by withdrawing my services from those clients who, I realized, habitually engaged in dishonest practices or intended to do so with me.

I present to you:

Doing Business the Professional Way

• I conduct my business affairs in good faith, and I require the same from my clients. With the advent of a rocky global economy and its unfortunate effects, my ledger, my lawyer and my accountant have witnessed some downright customer dishonesty. Be aware that I strive to provide reliable services, faithfully and competently performed.

• My energy and expertise are offered with my sincerest efforts to meet my clients' needs in exchange for agreed-upon remuneration. I respond to business challenges, including unexpected ones, by securing the answers and results I need in order to perform as contracted. I pride myself on meeting

deadlines in advance or on time. Tardiness and lame excuses are not my hallmarks.

• Payment for my services should not be delayed either - or worse, disputed. I look forward to doing business with clients who honor our verbal, written and emailed contracts. I conduct myself professionally, and I want the same behavior from my clients.

• If you are not able or willing to cooperate in this manner, move on. *By victimizing me you will victimize my creditors.* Your conduct is deeply destructive. I don't want to work with or for you.

• A host of clients appreciate my timely, quality work and cooperate in kind. If my sense of ethics appeal to you as kindred in spirit, I invite you to contact me.

Excerpted from a chat room at Angela Hoy's www.writersweekly.com 2/3/04.

Calendar of Events

- **National Plasterers Council Open House**, Fri., Apr 22, BY INVITATION ONLY for industry members at the National Research Center, San Luis Obispo. Researchers and Research Committee members will be on hand to give tour and answer questions. TO GET INVITED...call Mitch at the National Office, www.NPCOnline.org.
- **National Drowning Prevention Symposium**, April 28 - 29, Hyatt Regency Hotel on Town Lake, Austin Texas. Contact Greg Donoho (president of IPSSA's Austin chapter) at azure@centurytel.net.
- **R7 Board Meeting**, Tues., May 3, 7:00 p.m., Filippi's Pizza Grotto (858) 748-1800, 13000 Oak Knoll Dr., Poway, off Hwy 15 and Poway Rd.
- **BORD Mtg.**, Sat., May 14, Doubletree Hotel, Ontario, CA. Contact IPSSA executive office, (888) 360-9505, or www.ipssa.com

Editor/Publisher: Nancy Gillespie, **A+ Business Services**

P.O. Box 192, Vista, CA 92085-0192 • (760) 945-6667 • Fax (760) 945-6616 • nancyJG5@cox.net • www.AplusNancy.com