

February, 2008

The NewsPAGR

Pennsylvania Association for Government Relations

**Post Office Box 116 Harrisburg, Pennsylvania 17108
(717) 540-4391 Fax (717) 657-9708 www.pagr.org**



IMPORTANT 2008 DATES:

Th	Jan 3	Board Meeting
Mo	Feb 4	Membership Meeting
Th	Mar 6	Board Meeting
Mo	April 7	Membership Meeting
Th	May 1	Board Meeting
Mo	June 2	Membership Meeting
Th	July 10	Board Meeting
Th	Sept 4	Board Meeting
Mo	Oct 6	Membership Meeting
Tu	Nov 4	Election Night Party
Th	Nov 6	Board Meeting
Mo	Dec 1	Membership Meeting

All Membership meetings are held
11:30 am—12:30 pm on the 3rd floor of the
Firehouse Restaurant, Harrisburg
(except December 1)

Pay your 2008 dues
before or at our
February 4th meeting and
receive a
FREE lunch!



THE PRESIDENT'S MESSAGE

by Andy Hill



Happy New Year!

I just finished reading *Our Iceberg is Melting* by John Kotter. It is a "fable" about Kotter's eight step change process. It is the story of a colony of penguins who realize that their iceberg is melting and how they deal with that realization. Kotter's focus is on the eight steps that a leader must take in order to effect change. If you have attended any seminar on

how to lead a change you know the steps. Create a sense of urgency, develop buy-in; etc..

But the part of the story that I found interesting was that when faced with a melting iceberg the birds decided to seek a new home. Sure there was some talk about how to stop the iceberg from melting. They realized that there was not much that they could do to salvage their current home. The iceberg was melting, and it was going to melt no matter what they did. Rather than put effort into how to stop the melting, they put their efforts into dealing with the fact that their home was melting.

Too often when we are faced with our own "melting iceberg," we look for ways to stop the melting; but more often than not, when you realize the berg is melting, the process is so far down the road that you can't stop it. The question to ask is not how we can stop the melting, but rather, what should we do now that we know that the iceberg is melting.

It is my personal opinion that the more flexible and agile you are, the more you can adapt when faced with change, the more successful you will be.

Right now my associations are dealing with some melting icebergs. We are struggling with a shortage of qualified professionals, not enough funding for their work, and the lack of involvement from members (an iceberg that any association faces). We are facing each of these icebergs in different ways, some better than others. My Surveyors are taking a long hard look at the role that unlicensed people play in their Society. They are looking forward; and in many ways, outside of the conventional thinking. And I am convinced they will be better for it.

So, when you are faced with your own melting iceberg, what will you do? ⊕

Meeting Notice

Monday February 4, 2008
11:30 am—12:30 pm
Firehouse Restaurant
Third Floor
606 N. 2nd Street • Harrisburg



Our Guest will be:
AUDITOR GENERAL
Jack Wagner

All 2008 PAGR members
will receive a FREE lunch!
Make sure your dues are
paid!

*ALL 2008 MEMBERS WILL RECEIVE A FREE LUNCH.
ALL GUESTS OF MEMBERS WILL BE CHARGED \$20.
PLEASE RSVP BY February 1 TO
717-540-4391 OR INFO@PAGR.ORG.
THANK YOU.*

2008 Board of Directors

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Brian Barno

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Lobbypalooza
2008

Will be taking place in the Spring, 2008.
The planning committee will be meeting after our February 4th membership meeting.
Please join us with your program ideas or suggestions.

The mission statement of the Pennsylvania Association for Government Relations, Inc. (PAGR) is to promote the purpose and effectiveness of the lobbying profession consistent with the public interest. Further, association members encourage high standards of personal and professional conduct among all lobbyists. ☺