



ISM-Buffalo Buylines.....March 2023



**Speaker: Sallie Herberger, Owner
The Growth Coach of WNY**

Sallie Herberger is a Leadership and Business Coach and the owner The Growth Coach of Western New York.

Originally from Western New York; Sallie got her degree in Business Administration with a concentration in Marketing from SUNY at Fredonia. Moving out of the area after college, Sallie built her career in customer service, sales, manufacturing and supply chain distribution operations working for multiple Fortune 500 companies such as Nestle Purina, DHL, Proctor & Gamble and Georgia Pacific. As a single mom, Sallie moved her family five times in nine years before returning back to WNY holding executive leadership positions with Saint-Gobain, Tops Distribution Center and US Foods.

Sallie is a Certified Business Coach, Consultant and Mentor including The Strategic Mindset Coaching Process, Strategic Leadership, Executive Coaching, Team Dynamics and DiSC Behavioral Analysis. Focused on accountability, Sallie encourages business leaders to take a step back, evaluate their business, think and plan strategically and take action.

Sallie has a passion for working with entrepreneurs, business owners, leaders and professionals to manage their time, grow their business and achieve greater results while having a work life balance. She believes strongly in giving back to the community and serves on the board of directors for the Southtowns Chamber of Commerce and SheCAN! a non-profit organization that provides tools and resources to empower women to change their lives and positively impact the lives of those around them.

Educational Dinner Meeting...earn (1) CEH
Wednesday, March 8, 2023
5:00pm-8:00pm
The Eagle House Restaurant
5578 Main Street
Williamsville, NY 14221

Accountability in Strategic Leadership: Building Trust and Driving Results



Strategic Mindset can take you on a journey to see the “big picture.” As business professionals, owners, and managers how can we be more successful through the Strategic Mindset process and how can we stay accountable. The accountability process helps each professional individual or organization to intentionally and confidentially work on their life and business to engender more effective business practices.

DETAILS:

- Registration/Networking 5:00-6:00pm
- Dinner/Program: 6:00-8:00pm
- ISM Members - \$35.00
- Non-Members - \$40.00
- ISM Student Members - \$25.00
- Earn (1) CEH
- **Dinner Choices:** 1) Marinated Grilled Chicken & Vegetables (GF); 2) Beef Burgundy with Mushrooms; 3) Baked Eggplant Parmesan & Pasta with Garlic Toast
- Register online at our [website](#) using button. (This method automatically loads your CEH for recertification to your account.) Or, email us at ismbuf@ismbuffalo.com. Phone (716) 648-0972.
- Reservations required, preferably by March 1st but accepted through March 6th if available.

[Register Here](#)

Scholarship Applicants Sought

ISM-Buffalo is accepting applications for the William J. Gamble Memorial Scholarship to be awarded to a member of ISM-Buffalo or the spouse, son, daughter, niece, nephew or grandchild of a member of ISM-Buffalo.

Applicants must be enrolled as a full-time student in a two (2) or four (4) year institution whose programs are considered above the high school level. Full time is interpreted as twelve (12) semester hours per semester, undergraduate, or, nine (9) semester hours per semester, graduate. A transcript of records showing the most recent semester completed must accompany the application which must be received on or before April 1, 2023. (Please Note: This is not a scholarship for current high school seniors.)

Applications for this year's award are reviewed by the committee after April 1 and are judged solely on the applicant's scholastic ability, career plans and community activities. No advantages are given the applicant based on his or her relationship to an ISM member. Only the chairperson of the committee knows the names of the applicants to insure non bias on the part of the committee. \$1,000.00 will be awarded to a well-rounded student.

Applications may be obtained by contacting our Executive Secretary, Nancy Boyd Haley at the association office (716) 648-0972 or ismbuf@ismbuffalo.com.



ISM-Buffalo May Help Pay for Some of Your Education with the William Conners Memorial Professional Development Grant

The William Conners Memorial Professional Development Grant was established in 1988 to give members of the Association the opportunity to continue their education in Supply Chain Management through participation in ISM national or local chapter seminars or workshops for which a CPSM/CPSPD point(s) is offered. This grant is available only to ISM-Buffalo members whose employer does not provide reimbursement for professional development expenses for certification, seminars, and/or workshops sponsored by ISM and its Chapters.

One (1) award per member (maximum value of \$250.00) will be paid for qualified certification program, seminar, or workshop. Click link at right or contact ismbuf@ismbuffalo.com or (716) 648-0972 for an application. Completed applications are due by April 1, 2023 and winner(s) will be presented in June.



**Wm Conners
Grant Application**



Plan Ahead for these ISM-Buffalo Events...

- Dinner Meeting: **Wednesday, March 8, 2023** - Presenter: Sallie Herberger, The Growth Coach of WNY on "Accountability in Strategic Leadership: Building Trust and Driving Results" at The Eagle House Restaurant.
- Plant Tour: Date TBD - Multisorb Technologies
- Dinner Meeting: **Tuesday, April 11, 2023**, Joint meeting with PMI Buffalo Chapter. Presenter: Markley Ward, Clarity Consulting Group on "Contracting Best Practices: plugging the holes that create contract leakage"
- Dinner Meeting: **Wednesday, May 10, 2023** - Presenter: John Hogg, Straight-Forward Consulting on "What a Long, Strange Trip It's Been - the Post-Covid Supply Chain Journey" at Ilio DiPaolo's Restaurant.
- Golf Outing: Friday, **June 9, 2023** - Terry Hills Golf Course, Batavia, NY
- Installation & Awards Dinner Meeting: **Wednesday, June 14, 2023**

Upcoming Webinars by ISM-New Jersey

- **Voice of ERP with Darren Roos**
Thurs, Mar 9 2023 from 12:00 - 1:00 PM ET
- **Leadership Fulfilled: 5 Strategies to Fill Up Your Pipeline of Ready-Now Leaders**
Thurs, Mar 16, 2023 from 2:00 - 3:00 PM ET
- **Marketing Procurement-A Category Spotlight**
Wed, Mar 22, 2023 from 2:00 - 3:00 PM ET
- **\$1B Best Practice Series: Data Driven Supply Chain**
Thurs, Mar 23, 2023 from 2:00 - 3:00 PM ET



For complete list and registration details go to ISM-NJ website. Many ISM-NJ webinars are free to attend. Earn (1) CEH.

[ISM-New Jersey Website](#)



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