

Next Meeting!

Wednesday March 25th
Hyatt Alicante - Anaheim

HFTP LOS ANGELES

Hospitality Financial and
Technology Professionals

MARCH 1998 ISSUE

Networking for Career Success

Networking has been described as THE interpersonal tool of the '80's and '90's. For instance, did you know that statistically 85% of all jobs are obtained through networking?

Find out how to utilize this easy-to-use system to further your career, financial and personal goals. Your network is your support team for helping you create all the many things you want in life ... more money, a better job, your own business, more sales, personal growth, etc.

Susan Linn is known as Orange County's "Networking Queen." She has contributed regular columns on networking to the Orange County Business Journal, the Spectrum International and Entrepreneurial Woman magazine. As a noted professional speaker on the art of networking, she presents to over 100 groups per year. In addition, she holds regular public networking seminars for salespeople, entrepreneurs and job seekers.

Susan's expertise is in assisting people in reaching their business and personal goals by utilizing the vehicle of networking. She feels strongly that people can obtain anything they want in life through business and personal contacts.

"Networking for Career Success" will cover the many benefits of networking, effective networking techniques and why networking is important for maintaining future job security. Don't miss this fun "how to" session at the Alicante Hyatt!

President's Message...

This month, we have been invited by the Orange County Chapter of HFTP and have joined forces to sponsor a wonderful speaker, Susan Linn, who will speak on Networking at the Hyatt Alicante. We hope you will all join us and take advantage of this excellent program. Networking is very important to the success of our businesses as well as to improving our personal careers. I hope you will all take advantage of this program.

On behalf of everyone who attended, I would like to sincerely thank the Athenaeum Club in Pasadena, Charles Alpers, General Manager and Susan Pelletier, Finance Manager, for hosting a truly superb dinner meeting last month! We all felt very welcome and our speaker, Dr. Albee, was just excellent, and we wish to thank him as well. Those who attended will long remember this meeting as one of the highlights of this year.

In April, we will be meeting at the Hyatt Regency in downtown Los Angeles and our speaker will address utility deregulation and how it will affect our operations. This, of course, is a hot topic and any insight we bring back with us may result in operational savings!

In May, we plan to host two or three luncheons in different parts of the Los Angeles area in order to accommodate those who cannot attend in the evenings and in

Hyatt Alicante

in Anaheim on the
Northwest corner of
Chapman and Harbor
Boulevards
(714) 750-1234

Wednesday March 25th
Doors open at 6:00 PM!
Cocktails 6:00 - 6:45 PM
Dinner 7:00 PM
Speaker 8:00 PM

Our speaker will be
Susan Linn

Orange County's
"Networking Queen"
Author, publisher, keynote
speaker, and corporate trainer

Speaking on:
**Networking for
Career Success**

see article on this page for more information

The price for all members
and first-time guests
\$35.00 per person.
All others pay \$45.00.
Please make checks
payable to "HFTP"
(No Shows" will be billed)

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Call (626) 836-1222 for
reservations or just fax the
enclosed RSVP form

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President's Message continued ...

response to requests by some members who feel that a lunch meeting on occasion would be a successful way to network and meet members in their area. We plan to schedule these luncheons on May 21st.

In June, Los Angeles will be host city to HITEC which is HFTP's annual technology, conference and show. This is a must event for anyone who has any interest in hospitality technology and I hope you will not only plan to attend yourself but will invite those on your properties who might be interested. If you would like us to arrange to mail literature to someone who is not on the mailing list currently, please let us know or check out the HFTP web site at "www.hftp.org."

We are looking for someone to volunteer to work on a web site for our chapter. Is anyone interested? If you would like to know more, please contact me or one of our board members as soon as possible. We are not expecting a "multi-media super site" ... so if you want to use this opportunity to learn the ins and outs of web site construction you are welcome to get involved.

Thank you all for your support and I look forward to seeing you at the next meeting. Remember, if you have suggestions or ideas for how we can make our association better, please let me know!

Eden Slegr

EXCELLENCE
can be obtained if you...

*Care more than others
think is wise*

Risk more than others
think is safe

*Dream more than others
think is practical*

Expect more than others
think is possible

*Are willing to do more than
others think is reasonable*

MARK YOUR CALENDAR...



Wednesday, March 25th
Hyatt Alicante - Anaheim
Susan Linn
"Networking for Success"
*Joint Meeting with the
Orange County Chapter*

Thursday, April 23rd
Hyatt Regency Los Angeles
Program to be announced

May 21st
Location and Program
to be announced

June 16 - 18th
HFTP's HITEC
at the L.A. Convention
Center

June 17th
Wizardz - Universal
CityWalk
Social Evening
during HITEC



**The LA Chapter
welcomes
NEW
MEMBERS**

Jennifer Mendez
Accounting Supervisor
Sheraton Cerritos Hotel

ON THE MOVE
James Le
Controller
San Pedro Hilton

Neal McCracken
MIS Manager
Omni Hotel Los Angeles