

# NIGP AREA 9

## 1ST ANNUAL CONFERENCE

# LET THE GAMES BEGIN

### Carrie Mathes

MPA, CFCM, NIGP-CPP, CPPO, C.P.M.,  
CPPB, A.P.P.  
NIGP Governing Board Chair



### Jones Loflin

Keynote & Coach  
Helping You Make The Best  
Choices With Your Time  
[www.jonesloflin.com](http://www.jonesloflin.com)



### Bill Munch

NIGP-CPP, CPPO, CPPB  
NIGP National Chapter Ambassador



**WEDNESDAY, SEPT 7**



**THURSDAY, SEPT 8**

KICK OFF @ 8:30 AM - 12:30 PM PT (9:30 AM - 1:30 PM MT)

# AGENDA

## Area 9 Conference



### GAME DAY ONE: CLICK HERE

Wednesday, September 7, 2022, at 8:30 a.m. PT ( 9:30 a.m. MT)

1ST QUARTER  
9:35 - 10:40 A.M.  
**KEYNOTE**



Carrie Mathes, MPA, CFCM, NIGP-CPP, CPPO, C.P.M., CPPB, A.P.P.  
TEAM: NIGP NIGP Governing Board Chair

#### **FROM FUN TO FUNDAMENTAL: CLASSIC LESSONS TO PREPARE PROCUREMENT PROFESSIONALS FOR THE GAME OF LIFE**

*Remember those childhood memories of days spent with family and friends endlessly playing games? Little did you know that those games, be they board and card games, or outdoor activities prepared you for your future life as a procurement professional.*

*Join us for this interactive session as we hopscotch down memory lane, exploring the fundamental skills that you unknowingly sharpened to prepare yourself for the game of life as a procurement professional.*

2ND QUARTER  
10:45 - 11:40 A.M.



TEAM: Arizona and Copper Chapter Dr. Jacob Kashawagi

#### **JUST AUTHORIZED BUT ALREADY LATE**

*Dr. Jacob Kashawagi will teach you how to complete a winning procurement game plan in the shortest amount of time and achieve the best possible outcome for your team.*

3RD QUARTER  
11:45 - 12:40 P.M.



TEAM: Rocky Mountain Chapter Valerie Scott, NIGP-CPP, CPPB

#### **ESTABLISH A LEGACY: SUCCESSION PLANNING LESSONS LEARNED FROM A WASHED-UP NFL CHEERLEADER**

*Succession planning is everyone's job – not just the head of the procurement department. We will discuss practices to keep playing a strong game and making forward progress even when the players change. Get off the sidelines, take center field, and cement your procurement team's legacy.*

4TH QUARTER  
12:45 - 1:30 P.M.



TEAM: Utah Chapter Dan Jessen, Auditor, Iron County

#### **LEDGER-NDARY BUDGETING**

*Managing public funds is central to good governance. However, it is rife with conflict and technical difficulty. In this quarter, Dan will give you some tips and skills for dealing with the human element, revenue forecasting, balancing and transfers, and more. He will teach you how to become a budgeting all-star, regardless of your role in the procurement process.*

# AGENDA

## Area 9 Conference



### GAME DAY TWO: [CLICK HERE](#)

Thursday, September 8, 2022, at 8:30 a.m. PT (9:30 a.m. MT)

1ST QUARTER  
9:35 - 10:45 A.M.  
**KEYNOTE**

TEAM: NIGP

Bill Munch, NIGP-CPP, CPPO, CPPB,  
NIGP Chapter Ambassador



#### IT'S HOW YOU PLAY THE GAME!

*Our very own Chapter Ambassador will discuss the many benefits of being a member of NIGP at the National level. Enjoy this lively and winning discussion. NIGP is constantly improving its services to our members to enhance the playing experience for ALL. Even longtime members will score forgotten benefits or learn something new.*

2ND QUARTER  
11:00 - 11:55 A.M.

TEAM: New Mexico Chapter

Rennette Apodaca



#### INTERNAL (PLAYS) CONTROLS AND PROCUREMENT

*How is your defense when it comes to fraud, waste, and abuse of public funds? In this session, we will discuss internal plays that put your organization on track for success. It's all about a preventive, detective, and corrective actions for a winning season!*

3RD QUARTER  
12:00 - 1:00 P.M.  
**KEYNOTE**

TEAM: Area 9

JONES LOFLIN, Keynote Speaker and Coach

#### WILL YOU LOSE THE GAME IN OVERTIME?



*Can you imagine playing your heart out in a game, finishing it in a tie with the other team, and then losing in overtime because you ran out of energy? All that work... only to lose it in a matter of minutes. You'll be in the same predicament at the end of the conference if you don't have a plan for how to "win" after the conference is over. You've invested two days of your time learning new ideas and tomorrow you'll return to the "playing field" against a whole new set of challenges. How will you put these new ideas "into play" when you already have an overloaded schedule? What's your plan to convince your team that your new ideas can work? Our closing speaker has five questions you will want to answer so you can win the game of success... no matter how long it is.*

4TH QUARTER  
1:05 - 1:30 P.M.

#### GAME DAY WRAP-UP AND AWARD CEREMONY

*Don't leave early. Stick around for a lighting round of interactive games and a chance to win BIG. Only those online will be eligible to win one of two \$50 Amazon Gift Cards.*

