

NMACC *to go*

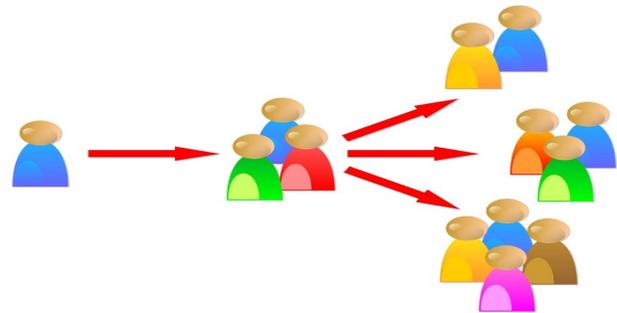


Next Meeting: Thurs., February 18, 11am-1pm

February 2016

Tanoan Country Club

This month's sponsors:



Questioning Your Relationship with Others

By Jim Myers, 2016 President, NMACC

What better time to question your relationship(s) than during February, "Heart Month"?

As NMACC offers its first Networking Meeting of the year, consider how you network - and maybe even why you network. Networking is all about connecting the dots. If you're in it for you, you'll just have a bunch of dots. But if you're in it for your senior resident, or client, or patient, or prospect - then the dots will begin working for you.

But maybe you're not a "naturally-born" networker. I get it. But like many things in life, it's a skill that will serve your tool box well under many circumstances in work, play and everything in between. More importantly, it will enrich your life, allowing you to give back and contribute in ways beyond you.

That's all fine and good, but how do you do it? By using questions. Open-ended questions. Smart questions. And notice that I haven't said anything about social media. These questions are best said face to face, mano y mano.

Al Duncan, a self-proclaimed soft-skills training consultant, has a few question tips:

Make fewer statements; ask more questions.

The timeless advice offered by Dale Carnegie in [How to Win Friends & Influence People](#) is that you "allow the other person to do a great deal of the talking." The easiest way to keep the other person talking and loving you the entire time is to ask the right kind of open-ended questions.

Here are a few possibilities:

- **How did you get involved in...?**

People like to tell their story. Give them an opportunity to do so while you listen attentively and they'll love you.

- **What separates you from the competition?**

This question gives a person permission to tout his/her unique abilities. Be sure to ask this question in a polite and inquisitive tone of voice so that it doesn't sound like you're challenging the person.

- **What was the strangest or funniest incident you've experienced in your business?**

People love to share war stories, but seldom get a chance to finish them because others interrupt with their own stories. When you ask this question resist the temptation to interject your own horror tale. Remember - "let the other person do a great deal of the talking." Want more? Go to <http://www.alduncan.net/networking-questions.html>



President's Piece:

Networking is an **ART**; no, it's a **SCIENCE**. No, it's both. One of my favorite things on my office wall is a faux-aged sign that says this: "*Follow your heart, but take your brain with you.*" That's the essence of great networking. When authentically make it about others, everyone wins. That may be counter-intuitive, but then again, so is staying firmly planted on earth while traveling 66,000 mph through space and spinning at just under a 1000 mph! So do yourself a favor and focus on others even more this Valentine's month; it will make **YOU** better.

NMACC to go continued

NMACC Partypacks: (open houses, social gatherings, verified hearsay...)

- [Visiting Angels Living Assistance Services](#) will be surprising local seniors with flowers and plants February 8th-12th for Valentine's Day. A study conducted by Rutgers University shows that 81 percent of seniors felt significantly less depressed and 3 out of 4 seniors memory improved when doing simple tasks once they received flowers! With that being said, join them in passing out flowers and/or plants to as many seniors as you can!

NMACC Snacks: (non-profit events/causes...)

- On Wednesday, March 23 and Thursday, March 24, 2016, [Alzheimer's Association—NM Chapter](#) will be having "The Alzheimer's Professional Conference - Becoming Dementia Capable Providers: Person Centered Solutions" at Sandia Resort and Casino. The address is 30 Rainbow Road NE Albuquerque, NM 87113. Come learn the latest information regarding Alzheimer's Disease and Related Dementias from experts practicing all over the United States.
- [Spotlight Senior Services](#) will be having their monthly meeting on Wednesday, February 10th from 3:30 PM to 5:00 PM which will be hosted by LegalShield Inc. and French Funerals at 7121 Wyoming Blvd. NE, Albuquerque, NM, 87109. Please email Janet Laswell at janet@spotlightservices.com to RSVP.
- Candace Guerrero and Arsenio Sanchez, two of our NMACC board members, were honored with the Community Hero Award for 2015 by the [Alzheimer's Association—NM Chapter](#). Chris Chaffin, media coordinator at the Association, presents the award to "an individual business or organization that goes above and beyond to contribute to the well-being of family caregivers." Be sure to congratulate Candace and Arsenio at our Networking Meeting. Good work you two!
- [National Association of Social Workers](#) will be having their annual conference from February 24th-26th at Sandia Resort and Casino. Please click [here](#) to register now!
- The Presbyterian Foundation is once again offering Daffodil Days. Now is the time to preorder for your office, your clients, your residents or whoever. Orders over \$100 will be delivered free throughout the ABQ metro area. To order, simply go to [Daffodil Days](#) and fill out the form. Daffodils will be delivered the week of March 14th, and benefit Presbyterian's non-profit Hospice.



Please bring some extra cash for those raffle tickets! All proceeds benefit the NMACC Education fund, and who knows? You might just be lucky enough to win something really cool!



NMACC Sac: (fast links to helpful educational tidbits)

- A free lunch and learn will be hosted by [Meals on Wheels of Albuquerque](#) on February 16th from 12:00 PM to 1:00 PM at 5901 Harper Dr. NE, Albuquerque, NM, 87109. To RSVP, please email Jane House at jhouse@mow-nm.org or call 505-823-8064.

"NMACC To Go" Submissions for announcements of any kind will be published the month of the event, unless the event scheduled occurs before the date of distribution. For accuracy, "Series" events (regular meetings) must be submitted monthly. Deadline for next edition: **March 5, 2016**

Please provide a link **and** email contact/phone number to your activity/event. Send submissions to: [NMACC to go](#)
Want to find out more about NMACC? Go to [New Mexico Association for Continuity of Care](#). Attend the luncheon? Go to ["Calendar of Events"/NOTE](#).