

Ken Sawyer, CEO of Pittsburgh Penguins at the Igloo Club

This is a Joint Meeting with the Pittsburgh Chapter of the Financial Executives International.

TOPIC: "Building the Pittsburgh Penguins and Planning for the new Arena"

DATE: October 22, 2008

PLACE: THE IGLOO CLUB at MELLON ARENA

4:30-5:30 Technical Meeting presented by
Schneider Downs: "Fair Pricing" (1 CPE)

5:30-6:15 Happy Hour with cash bar

6:15-7:15 KEN SAWYER presentation

7:15-8:30 Dinner/Dessert/Networking

8:30-9:00 Team Locker Room Tour (if not in use)

COST: \$40 for IMA Members,
\$60 for non-members.

Due to the higher costs of holding a meeting at the Igloo Club, the IMA will partially subsidize this meal for IMA members to encourage as much participation as possible. Also please note the tour of the Penguins locker room will not be held in the very unlikely event that the team has a late practice.

Please RSVP by Thursday October 16th

AT OUR WEBSITE: WWW.PITTSBURGH.IMANET.ORG OR

EMAIL LINDA LEWIS AT: LINDA.LEWIS@JEFFERSONREGIONAL.COM

Biography of this month's speaker:



Ken Sawyer joined the Penguins as a key part of Mario Lemieux's senior management team in 1999 and was named CEO of the club in January, 2006. In his current role, he oversees all of the Penguins' operations including the construction of the new arena.

Sawyer has overseen the development of a new arena and its financing culminating with the announcement by state and local officials of an arena funding plan on March 13, 2007 – ensuring the Penguins' long-term future in Pittsburgh.

Sawyer also helped reshape the Penguins' future on the ice when he hired Ray Shero as executive vice president and general manager in May, 2006.

He represents the Penguins in all league matters and is a member of the NHL's Board of Governors.

Sawyer's career spans 36 years – including 14 as the Chief Financial Officer of the National Hockey League and the past eight as an executive of the Penguins. He joined the Penguins as executive vice president and chief financial officer in September 1999 and was promoted to team president in March 2003.

Sawyer is a graduate of McGill University in his native Montreal. He and his wife, Shirley, reside in Pittsburgh. They have two sons and two grandchildren.

UPCOMING MEETING:

NOVEMBER 19TH 2008

PLACE ENGINEER'S SOCIETY, 4TH AVENUE, DOWNTOWN

TIME 6:30 PM

PROF. MARK DEREMER OF CHATHAM UNIVERSITY
"MASTERS PROGRAM IN CMA PREPARATION"

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President's Message

September was a very successful month for the Pittsburgh Chapter, with two outstanding events offered to our members and to Pittsburgh's financial community.



For the first technical meeting this year, we were fortunate to have as our speaker Mr. James E. Rohr, CEO and Chairman of PNC Financial Services Group. His insight of the current financial crisis could not have been timelier. Mr. Rohr explained what has occurred in the economy to lead up to this crisis and what might be happening next. He spoke about his recent visits to New York and London and his meetings with some of the other banks involved in the crisis. This was followed by an interesting Q&A session with the audience. The meeting was well attended and it was an evening that I will long remember.

A week later, our chapter co-hosted with the FEI our 3rd annual Pittsburgh Tri-state Area Conference. This all day conference had a great response and we received very positive feedback from several attendees. More details are on the next page. My sincere thanks to Kathy Feinstein and her planning committee for their fantastic job with this year's conference. I'm looking forward to PTAC 2009!

Finally, this month we are holding our first joint meeting with the Financial Executives International. This came about when we scheduled Ken Sawyer to speak to our chapter and we later learned he was also speaking to the FEI a week later. I am looking forward to hearing his remarks on the Penguins franchise and the strong chance we will have a locker room tour after dinner. We will also join the FEI for their technical session and networking. My thanks to Andrew Sassaman for planning this joint meeting. I hope you can join us for this special evening of CPE and fun.

Tim Abbott
412-762-6465

What is a "Life Coach" and how can it help me?

I recently had the privilege of interviewing Kathy Jo Pollack. She is a certified life coach, trainer and speaker whose focus is personal finance. Kathy Jo has previously been a presenter for the IMA and within the last year she became a life coach. I was curious to learn more about coaching, what attracted her to this profession, and what services she offers.

Kathy Jo explained that it was her passion for personal finance and helping people that drew her to coaching. Over the last eight years, beginning as the training specialist for Consumer Credit Counseling Service, she has provided hundreds of consumer education programs. Many people would ask if they could work with her one-on-one. At the time, she did not even know about coaching. Then, a past participant told her of the impact she made, and urged her to become a coach.

When Kathy Jo researched coaching, her passion exploded into a new career and her own business that encompasses individual coaching as well as onsite workshops and teleclasses. She focuses on the financial basics – the things never learned or forgotten such as: goal setting, prioritizing, building good credit, reducing debt, and preventing identity theft. With finances being a common cause of stress among Americans today, Kathy Jo also offers programs on stress and life balance. She is also a member of the Pittsburgh Coaches Association, International Coach Federation, and the National Speakers Association.

What I found from talking with her is that anyone can have a coach, and many people do. The key is to find the right one for you. Within the last ten years, coaching has become a 1.5 billion dollar business that spans the globe with many specialties or niches, such as career, executive, transition, and financial coaching. Most coaches, including Kathy Jo, offer a free sample session to see if there is a "fit".

To summarize coaching, Kathy Jo explained that coaching is a co-creative relationship that focuses on the client - what is important to the client and how the client can achieve it. The coach and client work together, as peers, to visualize goals & make them happen. According to Kathy Jo, the results are amazing and at times almost magical as fresh new ideas emerge during sessions and then the client puts them into action. The coach helps keep the client accountable to his/her goals and may even challenge the client to take action. Sessions are scheduled in advance and vary in length from about 30 minutes to an hour. Coaching is very convenient and generally takes place over the phone.

I was curious about the benefits of coaching. Kathy Jo stated most clients feel that by working with a coach their goals become clearer and are more attainable in a fraction of the time.

For more information on her services and articles she has written, go to her website: www.kathyjopollack.com If you are curious about coaching, her website includes a short quiz to discover if you are coachable.

In closing, Kathy Jo shared with me her favorite quote which nicely sums-up coaching:

"A coach is someone who gets you to do what you don't want to do, so that you can be who you want to be."

- Coach Tom Landry, Football Hall of Fame

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PTAC Conference 2008 Wrap Up



Friday, September 26th was our 3rd annual **Pittsburgh Tri-State Area Conference**. It was held at the Pittsburgh Radisson Hotel in Greentree and was co-hosted by the FEI. The PTAC committee put in a lot of hours coordinating this event. There were 29 speakers in four tracks plus Michael Lamb, Pittsburgh City Controller speaking to all of us at lunch. Mr. Lamb gave a very interesting talk on the current financial condition of Pittsburgh and the challenges ahead for the city. At the end of the day, we asked attendees to complete an evaluation form. All the responses received were quite positive.

Our Pittsburgh chapter can be very proud of what our volunteers accomplished. I certainly am! To Tim Abbott, Jeff Au, Don Howley, Linda Lewis, Susan Lucas, Tom McFadden, John McGough, Andrew Sassaman, Diane Shatoff, Mark Zurich and Eric Lipscomb of the FEI my heartfelt thanks to each of you for all of your hard work.

To those of you who didn't come this year we will begin planning our 4th annual conference after the first of the year. It's a great way to get 8 hours of continuing professional education at a fantastic price. I hope you'll join us!

Kathy Feinstein
PTAC Chair

WELCOME TO NEW PITTSBURGH CHAPTER MEMBERS:

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