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## POC Talk October 2021

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## NATIONAL CONFERENCE COMMITTEE (NCC) NEWS



## **REGISTER **NOW** FOR THE POC VIRTUAL SUMMIT ON THURSDAY, OCTOBER 21!!**

### **EMERGING STRONGER**

Have you been waiting to register for the Summit? It's happening Thursday so don't put it off any longer! So much has happened in the world and our businesses over the last 19 months and this is a chance to learn new skills that will help you to emerge stronger than ever.

#### **There is so much that you don't want to miss:**

- 4 concurrent breakout sessions with a lineup of fantastic speakers including two French presentations
- A morning yoga/meditation session to get your day started
- A chance to win one of 4 prizes
- Social networking activities: Mini Self-Massage and Reflexology, Mixology, and Zen Doodling
- Recordings of all sessions so you can watch any you missed or rewatch your favourites

It will be a packed day of learning, fun and networking!

See you there!

**Information and Registration**

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### **AWARDS COMMITTEE NEWS**

**Congratulations to our 2021 POC Award Winners!**

**Ambassador Award:** Ida Tedlock - Smart Organizing



**Harold Taylor Award:** Mylene Houle Morency - Flo Organisation



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## **NOMINATING COMMITTEE NEWS**



**We hear you're pretty amazing. Why not volunteer? Email Noreen today!**

Not to brag or anything (well ok, we're bragging) but our POC members are so incredibly talented! You have something unique that only you can bring to POC with your skills, knowledge and talents.

As our members are so wonderfully multi-faceted, POC provides a variety of support to you as professional organizers, productivity coaches, move specialists and so

many more niches! This is why POC has committees that educate you, provide media coverage and recognition for your industry, and uphold ethical standards to maintain your professional credibility.

### **This means there's a perfect volunteer role for you!**

Your special skills are needed on the following committees:

**Nominating Committee Mandate:** The Nominating Committee is responsible for providing POC with an appropriate list of nominees for election to the POC National Board of Directors at the Annual General Meeting as well as volunteers for the various National Committees.

**Ethics Committee Mandate:** POC maintains an Ethics Committee to provide education, leadership and dissemination of information to the organization on ethical matters.

**Education Committee Mandate:** The Education Committee strives to provide POC members with quality, relevant learning opportunities to enhance professional development and growth.

Email me (Noreen Music) at [nominatingchair@organizersincanada.com](mailto:nominatingchair@organizersincanada.com) or call me at 587-889-7198 if you're interested in using your amazing talents to volunteer with POC.

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## **ETHICS CORNER**



October 2021

## FOOD FOR THOUGHT

This summer, the Ethics Committee read Alexandra Carter's book "Ask for More: Ten Questions to Negotiate Anything". What does negotiating have to do with professional organizing you ask? Usually a client will contact you, you tell them your rates, you perform the work, and money is exchanged. However, negotiating goes beyond just monetary transactions and formal business discussions. At its core, negotiation is any conversation in which you are steering the relationship. You will get more value by asking the right questions of the person you are negotiating with than you ever will by arguing with them. Negotiating is an essential skill that can add value to your personal and professional life. Carter offers a simple yet powerful ten-question framework for successful negotiation known as "*The Mirror*" and "*The Window*".

MIRROR	WINDOW
My definition of the problem/goal <i>What's the problem I want to solve?</i>	Their definition of the problem/goal <i>Tell me...</i>
My needs/what those look like <i>What do I need?</i>	Their needs/what those look like <i>What do you need?</i>
My feelings/concerns <i>What do I feel?</i>	Their feelings/concerns <i>What are your concerns?</i>
My previous successes <i>How have I handled this successfully in the past?</i>	Their previous successes <i>How have you handled this successfully in the past?</i>
My first steps <i>What's the first step?</i>	Their first steps <i>What's the first step?</i>

Before you enter any negotiation or conversation, take thirty minutes to first ask yourself the five "mirror" questions. Clarifying the goal you are trying to achieve is the starting point for every good negotiation. Conversely, the key to negotiating a great deal is to see the other party clearly. To achieve that you need to ask the five "window" questions and then listen empathetically.

## DID YOU KNOW?

"Tell me..." is the ultimate open-ended question. You can ask the other person to share anything they want. This is the perfect negotiation starter because it allows you to get the most information possible by getting someone else's perspective on the problem or goal. It is kind of like putting on another pair of glasses.

Stay tuned for more "FOOD FOR THOUGHT" and "DID YOU KNOW" next month.

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## **EDUCATION NEWS**

I am pleased to announce that Sarah Tudway-Cains will be continuing her volunteer work on the education committee.

Hilda Rodgers, who has been part of the education committee for 6 years is the new committee chairperson.

After 4 years on the Education Committee, Allison Weigensberg will be joining the Board of Directors.

It has been an honor and privilege to serve as your Director of Education for the last 5 years!

Best regards,  
Tamara Liebmann

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## **MEMBERSHIP NEWS**

**Congratulations to the following member who recently earned her Silver Leaf status!**

Pauline Wilts – Just Neat It – Beamsville, ON

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## **POC IN THE MEDIA**



Metro Quebec showcased an article, [L'Art de l'organisation](#), interviewing Nathalie Bureau, POC President and Time Management Specialist. The article provides readers with a few tricks to we all need to better organize our daily life. August 10, 2021.

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## **SOCIAL MEDIA**

### **POC's Social Media Pages**



#### **Facebook**

The Facebook page was active in September, with a good mix of conversation starters, articles, and POC class/Summit posts. We will continue to promote the Summit in October up until the 21st. There were 18 new likes in September, with a reach of 6,347.

#### **Twitter**

The Twitter audience gained 2 followers, with 2 accounts reactivated for a total

increase of 4 followers over last month's numbers. There were a total of 2,204 impressions in September.

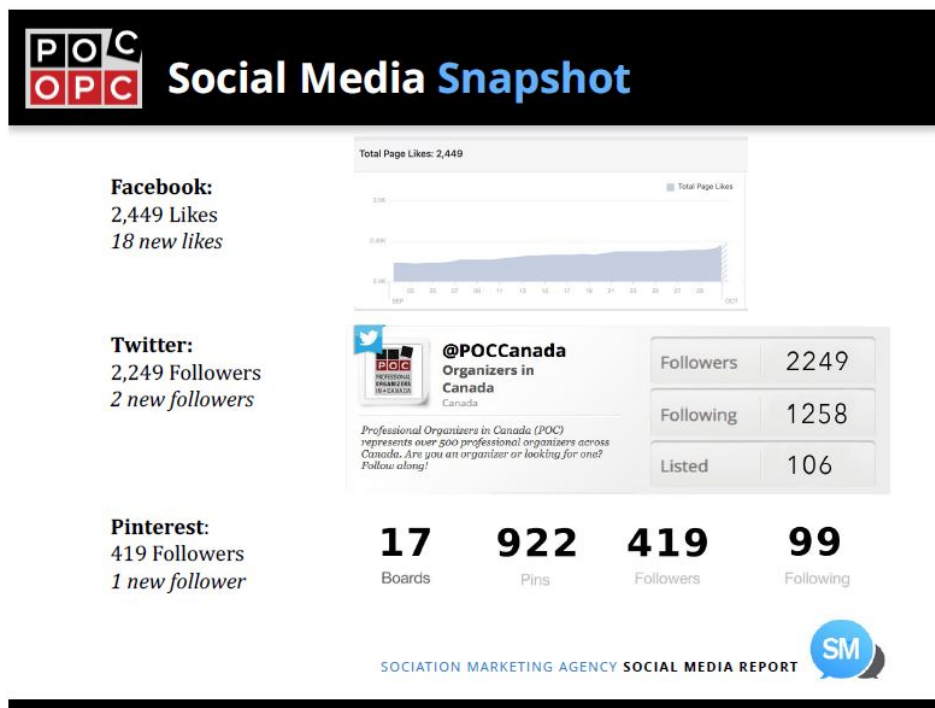
## Pinterest

Pinterest also gained one new follower in September and had good engagement, with 5,950 impressions.

## Instagram

Instagram had consistently excellent growth. September showed 22 new followers and has been consistent with high impressions (5,680) and engagement as well (237 likes). Instagram is the workhorse of our social media platforms with the most consistent growth and engagement.

If you aren't following POC on any of our social media platforms, we encourage you to join us and engage with both your association and fellow colleagues. Just click the links above!







## Social Media Snapshot

### Instagram:

944 Followers

22 new followers



558

Posts

944

Followers

110

Following

### POC Canada

Nonprofit Organization

Professional Organizers in Canada (POC) is the national association that represents professional organizers... [more](#)

[www.organizersincanada.com](http://www.organizersincanada.com)

SOCIATION MARKETING AGENCY SOCIAL MEDIA REPORT



### Missed an issue of POC Talk or want to see a previous issue?

Did you know you can find back issues of POC Talk from April 2016 onwards? [Past issues of POC Talk](#) are available on the website in the Members Only area, on the [POC Talk page](#) (login required).



NAPO

National Association of  
Productivity & Organizing  
Professionals



INSTITUTE FOR  
CHALLENGING  
DISORGANIZATION®



nasmm

organize • downsize • relocate

National Association of Senior & Specialty Move Managers



POC is a proud affiliate of NAPO, ICD, NASMM and APDO

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POC recognizes and thanks all our Associate Members for their ongoing support and partnership.



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