
Former Board Members Tout Benefits Of Participation

If there is one message that comes through loud and clear in conversations with the three MANA members who cycled off the association's board of directors earlier this year, it's the intrinsic value of participation.

Bill Fitch notes that his initial motivation for serving on the board grew out of his partner Dave Griggs' participation. "Dave was very active and started me in participating in the MANA seminars. Once I began serving on the board, I realized what a great group of unselfish, professional people the members were. It was a great experience, and the networking process has really paid off

for me. I'd have to say that the benefits I've gained from my participation have far outweighed the length of time I've had to spend away from my business."

Emerald Marketing's Tom Wilson also addresses the subject of the amount time that MANA members volunteer when they serve on the board. "I'm especially grateful to my fellow members who serve on the board. They

realize that serving on a board is a serious matter because members have a fiduciary responsibility to use their best efforts to be sure the corporate entity operates in a legal manner. Board members, all of whom are volunteers, spend a good deal of their valuable time away from their businesses to contribute their talents to help run MANA."

As he looks back over his



Bill Fitch



Tom Wilson



Bryant Callaghan

The three men leaving the MANA board of directors as their respective terms expire are:

- **Bill Fitch**, Component Management, Inc, Spartanburg, South Carolina. (District 3 – AL, FL, GA, MS, NC, SC)
- **Bryant Callaghan**, Tri-State Marketing, Inc., Cincinnati, Ohio. (District 5 – IN, KY, OH, TN)
- **Tom Wilson**, Emerald Marketing, Inc., Seattle, Washington. (District 8 – AZ, CO, ID, MT, NV, NM, UT, WA, WY)

Succeeding them are:

- **Ken Blank**, Mahx F. Linster, Inc., Alpharetta, Georgia. (District 3)
- **George Hayward**, United Sales Assocs., Cincinnati, Ohio. (District 5)
- **Richard Sinclair**, Applied Process Equipment, Inc., Scottsdale, Arizona. (District 8)

lengthy tenure of service on the MANA board, Bryant Callaghan maintains, "I've gotten more out of my participation over the years than I've put in. What I've been able to learn from the MANA staff and fellow board members is incredible. The participation has also provided me with an opportunity to give something back to a profes-

sion that's been very good to me."

Callaghan, who in addition to serving on a number of MANA committees, also served as chairman of the board as well as the association's executive committee, stresses that participation in the association is beneficial to any member. "You can do as little as read *Agency Sales* monthly and

pick out the articles that will be of assistance to you in your business, but there's much more that is available to MANA members. I recommend to anyone that they regularly visit MANA's web site (www.MANAonline.org). There's a wealth of information there. Then there are the MANA seminars, which are of great assistance to reps. But there's more. I'd also emphasize how important it is for independent reps to get involved in their vertical rep association. Many of their specific needs can be met with those organizations."

MANA is an association where you always get back more than you put in, but if you truly want to maximize your benefits, find a way to connect. Attend a local networking chapter meeting. Mentor a local member who's just starting out in business. Use your directory to network with other members in your area, regardless of industry. Whatever you do, you'll gain a wealth of knowledge, insight and sheer camaraderie you can only get from your association.

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