



October 7, 2019

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

---

## ***Start of the 2019/2020 Meeting Session Next Meeting – Monday, October 14***

The next Club first meeting of this session is scheduled for **Monday, October 14, 2019 at 11:30 am at Maggiano's Restaurant at Perimeter Mall on Ashford-Dunwoody Road** in the Capri and Bellagio Rooms (downstairs—first and second rooms on the right as you enter Maggiano's). Our topic and speaker for the meeting will be:

### **Topic**

#### **3 Keys to Becoming a More Persuasive Speaker**

To be successful in business, we have to get people to buy into our ideas, motivate them to action or adopt our product or service. And sometimes we have to communicate complex, technical information in a way others can absorb and understand. To do this we must communicate in a way that is simple and persuasive.

This discussion will focus on 3 key things.

1. Organizing a simple, easy to follow message
2. Presenting your message in a way that connects with the audience
3. Answering questions in a way that inspires confidence

### **Speaker**

J.D. Clockadale

JD is a partner with Speechworks, a presentation and communication skills company. His company helps executives and professionals in several companies such as The Home Depot, Georgia Power, Coca-Cola and Bank of America. He is a professor at Georgia Tech where he teaches business communication skills.



He is married to Beth, and has three daughters. He has completed 3 ironman triathlons, is an active donor to the Navy SEAL foundation and mentors Special Operations personnel to help them transition from a life in the military to successful careers in the private sector.

In addition, the scholarship awards for the 2019/2020 Club session will be presented. You do not need to be present to win.

Lunch will be provided at a cost of \$30 for members or \$40 for non-members. Please note that members typically start arriving at 11am and lunch will start promptly at 11:30am. If you plan to attend, please **RSVP** to the Club's website at [www.atlantapipeliners.com](http://www.atlantapipeliners.com) by **COB Wednesday, October 9**.

As a note to our members who are Professional Engineers, attendance at our monthly meeting presentations can be counted towards your continuing education requirements.

## **October Meeting Information**

The August meeting was well attended. The topic was "**FOCUS ON A PIPELINE CONTRACTOR'S BUSINESS MODEL**" presented by **TK Kim, P.E. of Progressive Pipeline**. TK Kim, P.E. has over 20 years of professional experience in engineering, project management, construction and business development roles in the pipeline industry. His project experience consists of domestic and international, from 2 inch gathering lines to a 1200-miles 56-inch diameter cross country project. He has bachelor's degrees in environmental science and civil engineering at Yonsei University in Korea, and master's degree in civil engineering focused in geotechnical engineering at University of Houston.

A copy of his presentation can be found on the Club's website at [www.atlantapipeliners.com](http://www.atlantapipeliners.com).

## **What's New? - Important Changes – Please Read**

In November the Club will raffle two (2) \$50 prizes to current members of the Pipeliners Club! All you have to do is become/renew your membership on or before the November 11<sup>th</sup> meeting to have your name entered into the drawing.

Membership for students and interns are now **\*FREE\***. You must register to attend the lunches. Lunch for our student and intern members will cost \$30.

As last couple of years, beginning in **September** the cost of lunch for non-members will be \$40, and the cost of lunch for members will remain \$30.

## **Club Meetings 2019/2020 Session**

Please mark your calendars for the meetings to be held during the 2019/2020 session. The Club meets the **second Monday** of the following months.

August 12

September 9  
**October 14**  
November 11  
No December Meeting  
January 13  
February 10  
March 9  
April 13 (Joint Meeting w/ NACE – Hosted by NACE this year)

## **Membership Drive**

We continue to make good progress improving our membership and want to continue to improve the Club's value to its members. So please, talk it up to your colleagues and business associates. A larger Club makes for more networking opportunities. As mentioned above, in September our non-members will be required to pay \$40 for lunch each month. We would like for this increase to be an incentive for non-members to join to increase membership, keep our member's luncheon at \$30 and compensate for what the Club has to pay in addition to the \$30 for member's each month.

Please note that we will be using our modified membership process again this year. We no longer are requiring an annual enrollment. Instead, if you were a member last year, or the previous year, you will receive a notice for payment of dues (\$55) via e-mail. If your contact information has changed you will need to register again on the Club's website at [www.atlantapipeliners.com](http://www.atlantapipeliners.com) to update your information.

For new members, please register online at [www.atlantapipeliners.com](http://www.atlantapipeliners.com) and either bring to the next meeting or mail a check with your membership dues to the:

Club Treasurer, Stan Pitts  
Southeast Connections, LLC  
2384 Georgian Terrace  
Snellville, Ga 30078

Please invite your co-workers, clients, vendors, suppliers and contractors to participate. If you have any questions about membership, please contact the Club's Membership Chair, Ben Grove at 678-327-2963.

## **Meeting Presentations**

In an effort to remain as relevant as possible to our Membership, we are always interested in your comments regarding our presentations or your suggestions for future speakers. If you have someone or some topic in mind that would be of interest to you, please drop a note to Kim Lawson/Southern Company Gas the Club's Vice President and Program Chair. You can reach Kimberly at 404-584-3246 or at [klawson@southernco.com](mailto:klawson@southernco.com).

## **Club Officers**

For anyone with questions about Club activities or who is interested in serving as an officer in the Club, please contact one of the Club's current officers. The current officers for the Club include:

**President:** Ralph McCollum/Southern Company Gas, [rmccollu@southernco.com](mailto:rmccollu@southernco.com), 404-584-3733

**Vice President/Program Chair:** Kim Lawson/Southern Company Gas, [Klawson@southernco.com](mailto:Klawson@southernco.com), 404-584-3246

**Treasurer:** Stan Pitts/Southeast Connections, LLC, [StanP@seconnections.com](mailto:StanP@seconnections.com), 404-379-3916

**Secretary:** Jerry Aycock/Kinder Morgan, [jerry\\_aycock@kindermorgan.com](mailto:jerry_aycock@kindermorgan.com), 770-751-4165

**Membership Chair:** Ben Grove/Stantec, [benjamin.grove@stantec.com](mailto:benjamin.grove@stantec.com), 678-327-2963

**Scholarship Chair:** Greg Dempsey/Kinder Morgan, [greg\\_dempsey@kindermorgan.com](mailto:greg_dempsey@kindermorgan.com), 770-751-4143

**Fundraising Chair:** Jerry Brown, [jerrybbrown@bellsouth.net](mailto:jerrybbrown@bellsouth.net), 404-538-3560; and Todd Cape/AGL Resources, [tcape@southernco.com](mailto:tcape@southernco.com), 404-584-4518

