



# IPSSA Fort Worth News

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December

## NEWS TO USE

*A few thoughts...by Marie Austin*

First of all, I would like to thank Jason Bonser and Dave Boyd for their unending patience and unfaltering friendship. They have helped me tremendously over the past few years, and I am forever grateful to them. It occurred to me the other day that this year has been one of my worst as a pool girl and officer, one that I am not extremely proud of. I have gotten lazy and have found it easy to sit back and allow others to negatively affect my life and my business. This has cost me a few customers and several good friends. I got tired and it became easy to believe that "so and so has it handled" or "it can wait until tomorrow". WRONG!! Good thing I am smart enough to recognize a downward spiral when I see one. Too bad I had to lose anything before I realized that I must get a grip on my life. So I decided to write this not only to cleanse my soul but to remind you that in this business of fly by night companies and employees it is imperative that we keep our guard up for those who do not have our best interest in mind. We must not let those full of hollow words entrance us and must not allow ourselves to get lazy or burnt out. It can cost more than you might imagine. I have seen it with my own eyes time and time again good pool guys going under due to lack of motivation, consideration, and accountability. And those things, born into some of us, beaten into others, and lacking in most, are like a diamond ring: wonderful to have, easy to lose, and hard to get back. It is with this in mind that I make the resolution to give 100% to everything I do, whether it be for the industry, our chapter, for my company and customers, or for my family and friends. Hopefully you are already doing this but, if not, join me in a rebirth of knowledge and inspiration this season and next year. Rest up during these long winter nights and prepare to give a little more, learn something new, do something you are scared of, and give 100% to everything. I love my IPSSA family and want nothing more than for all of you to be

*On a Lighter Note:*

### **10 Tips for Balancing Work AND a Personal Life**

From Sam's Club Magazine, December 2004

- ✓ Set realistic goals: Setting goals is a valuable tool to helping you stay on track.
- ✓ Learn to delegate: By tasking out work to others you will have more freedom to focus on items that require your focus.
- ✓ Promote your business on a regular basis: Set aside time each week to promote your business to others.
- ✓ Make business planning weekly: This allows you to make changes as they are required - proactive vs. reactive.
- ✓ Learn something new: Select an area of interest to you and make a commitment to it.
- ✓ Join a new business organization or association: This will expand your resource group and open you up to new ideas.
- ✓ Give back to the community: Consider joining a committee, mentor, volunteer, or make a donation.
- ✓ Put time on your calendar for you. Schedule time with yourself to do activities you enjoy.
- ✓ Aim to get 5 to 10 servings of fruits and vegetables as a part of a balanced diet for the energy you need.
- ✓ Set time to evaluate: Evaluating business and personal relationships

happy, healthy, and profitable next year. Don't let the rat race get the best of you and hang in there if you are struggling because we are together in this boat, and we're not going to let it sink. Take care and have a wonderful holiday season. Thank all of you for everything you have done for me. God Bless ~Marie, Vice President, IPSSA Fort Worth

## Chapter News...

This months meeting will be at our normal meeting place but will not be a normal meeting. That's right...it is our Annual Holiday Party. It will start at 7 PM and last until they kick us out like last year! Remember to bring a gift under \$25 for the gift exchange game. It is a tradition that proves to be entertaining to everyone. Feel free to bring your family, but keep in mind that pool guys are a raunchy lot and the meeting can run late, so young children may not have a great time.

Remember we are always looking for new chapter members so be sure to tell any other pool guys you see about the many benefits of Chapter Membership.

The Texas Pool and Spa Show is just around the corner in January. Formally known as the Dallas tabletop, this years show is fashioned after the PIE show and will include a day of training and a day of tradeshow activities. The hope is that one day, it will be a full scale annual Texas Tradeshow. Be sure to support the endeavors of the Dallas chapter and attend.



Happy Holidays From  
IPSSA Fort Worth!!!

Choose or be a designated Driver.

will allow you to make informed decisions and keep a positive balance.



## Calendar of Events

12/21/04- 7 PM  
IPSSA Fort Worth Members Meeting  
La Playa Maya Restaurant  
1540 North Main St, Fort Worth  
(817) 624-8411

1/3/04- 7 PM  
IPSSA Fort Worth Officer's Meeting  
Chili's  
Bedford-Eules Road

1/18/04- 7 PM  
IPSSA Fort Worth Members Meeting  
La Playa Maya Restaurant  
1540 North Main St, Fort Worth  
(817) 624-8411

1/21&22/2005  
Dallas IPSSA Annual Table Top  
See Insert

2/7/04  
IPSSA Fort Worth Officer's Meeting  
Chili's  
Bedford-Eules Road

2/15/04  
IPSSA Fort Worth Members Meeting  
La Playa Maya Restaurant  
1540 North Main St, Fort Worth  
(817) 624-8411

## Fall 2004/Winter 2005 Training Dates

As you know, proper training can make a big difference in your ability to please customers and gain their confidence. Following are the local training dates for some of the major manufacturers:

### Raypak Training Dates

Arlington- Tuesday, January 18, 2005  
Plano- Thursday, January 20, 2005  
Contact information: (805)278-5302

### Pentair Training Dates

Dallas- 02/03/05  
Contact Information  
fax 800-582-2112  
ph 888-755-7946

### Jandy Training Dates

Dallas/Fort Worth heater class 03/22/05, 03/23 (2 days)  
Dallas/Fort Worth- 03/24/04