



# NETWORK NEWS

SEPTEMBER 2009

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Palmer Group  
225-7000

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Merit Resources  
334-6140

*Advisor*  
JOHN IRVING  
Baker Electric Inc.  
241-9179

**LEADERSHIP NETWORK**  
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## SEPTEMBER BUSINESS LUNCHEON

### **RUNNING A SUCCESSFUL BUSINESS IN A TRICKY ECONOMY**

AND A MESSAGE FROM PRESIDENT DAVID LETO

Welcome back! The new season for Des Moines Leadership Network Meetings is upon us. I hope all of you had a safe and joyous summer. I am excited about the “New Year” and all the Board has continued to work on to help improve our club.

We had a nice turnout for our happy hour event on August 27th. Good company, good food, and good times had by all. It was nice to see everyone and I appreciate those who were able to make it. I hope to make this an annual event for members and it gives us a good opportunity to help recruit new potential members.



Now...on to our speaker. You saw a preview about our September guest speaker in our August newsletter -- **Austin Palmer** (left), **President and Owner of Palmer Group**, a full service employment firm. The market has been a tricky one over the past year and Austin will shed some light not only on the job market in today’s economy, but in running and leading a successful business during these challenging times.

I look forward to seeing all of you on September 17<sup>th</sup> for our business luncheon. **Please do not forget to invite a friend or colleague** who might not only be interested in what our club has to offer, but who also wants to hear what Austin Palmer plans to share. It promises to be a “can’t miss” meeting.

**MEETING AND RESERVATION DETAILS ON PAGE 2!**

September speaker bio:

I grew up in Urbandale and went to school at UNI. I graduated with an accounting degree and began my career in public accounting with Grant Thornton in Colorado Springs. After three years in public accounting and four years in banking I relocated back to Des Moines where I began my career in the employment industry with a large international firm. I started as a Search Consultant specializing in Accounting and held various management positions in my ten years with that firm.

I started Palmer Group eleven years ago with a vision to build the premier employment firm in central Iowa. We started out offering search services and gradually expanded to offer a continuum of employment services to our clients that include search, staffing, consulting, outplacement and assessment. I am very fortunate to have surrounded myself with many outstanding and committed people here as we have grown to a total staff of twenty nine. We provided our service to approximately 300 companies yearly and our company currently represents over seven thousand active candidates. I am very pleased with our progress after eleven years and even more excited about our potential in the years to come!

On a personal note...I am married with two great boys. Much of my free time is spent attending their activities. I've been a sports fan all of my life and enjoy following college football and basketball and the Chicago Cubs! I am an active member in the Contributors Breakfast Club and the Iowa Association of Staffing Professionals. I also enjoy golf and spend any extra time I have on the course!

Austin Palmer

**Monthly Business Luncheon**  
**Thursday, September 17, 2009**  
 11:45 A.M. TO 1:00 P.M.  
 The Des Moines Embassy Club  
 801 Grand Avenue, 40<sup>th</sup> Floor

\$20.00 cash or check payable to **Leadership Network**

**RESERVATIONS (or cancellations) accepted through noon**  
**on Tuesday, September 15th**  
 E-mail to [desmoinesleaders@yahoo.com](mailto:desmoinesleaders@yahoo.com)  
 Contact Us page at [www.dmlleadershipnetwork.org](http://www.dmlleadershipnetwork.org)  
 Phone Marlana at 286-4953

## TRANSITIONS AND RECOGNITIONS

**Emilie Reha** of Hubbell Homes has left the metro area but promises to check out the Leadership Network again when she returns to Des Moines someday.

**Julie Roethler** with Coldwell Banker is included in our latest membership directory. We appreciate members' efforts in building our membership through referrals!

## NEW MEMBERSHIP DIRECTORY!

2008-09 Leadership Network members who have renewed for this year were emailed an updated directory recently. If you forgot to mail your renewal check or have reconsidered a decision not to rejoin, it's easy to be reinstated. The \$95.00 annual dues may be included in the check written for lunch or mailed to our post office box.

## CAMPUS CORNER

The Leadership Network student chapter at AIB College of Business, Business Management Association (BMA), provides updates of their activity in a monthly column. However, BMA's summer was so busy, we have opted to include the group's entire report as an attachment to the September newsletter cover email. We always have at least two BMA representatives at our meetings who can fill in the details over lunch.





**DES MOINES LEADERSHIP NETWORK**

Preparing tomorrow's leadership team today

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Meets 3rd Thursday of the month -- September to May  
11:45 a.m. to 1:00 p.m.  
**Des Moines Embassy Club**  
801 Grand Avenue, 40th Floor

[dmLeadershipNetwork.org](http://dmLeadershipNetwork.org)  
desmoinesleaders@yahoo.com  
515-286-4953

**The Des Moines Leadership Network is an established networking group for professionals in Greater Des Moines.**

Our Mission

To enhance the leadership experience, knowledge, growth, and commitment to ethical practices and professionalism of our members through program meetings and networking with one another.

CLIP AND SAVE MEETING REMINDER

**New Member Application**

**Regular Member Annual Dues: \$95.00**

Retirees may join for half price

Name \_\_\_\_\_

Title \_\_\_\_\_

Company or employer \_\_\_\_\_

Street address or postal address \_\_\_\_\_

City \_\_\_\_\_ ZIP Code \_\_\_\_\_

Email address \_\_\_\_\_

Phone \_\_\_\_\_ Mobile # \_\_\_\_\_

Professional certification \_\_\_\_\_

Company/employer Web address (for Leadership Network Web links)

\_\_\_\_\_

**MAIL TO:** Leadership Network    P.O. Box 30128    Des Moines, IA 50310

