



ELECTRONICS REPRESENTATIVES ASSOCIATION

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ERA Announces 2018 Chapter Officers Leadership Training Graduates

The Electronics Representatives Association (ERA) is excited to announce the latest graduates of its 2018 Chapter Officers Leadership Training (COLT) program. Following a one-hour webinar in October, ERA hosted 11 members and chapter leaders for the in-person portion of the COLT program, held in Chicagoland, Nov. 7-8, 2018, at the Double Tree Hilton O'Hare-Rosemont.

The 2018 COLT graduates participated in an intensive educational program and had the opportunity to gain practical knowledge, tips and ERA insider information about how to effectively run a chapter. This year's COLT graduates also learned about chapter bylaws, member recruitment, hosting events, organizing educational programming and more. With attendees coming from all over the country, the program also offered a great networking opportunity.



Chapter Officers Leadership Training workshop on Nov. 8, 2018 in Rosemont, Ill.

ERA congratulates the following ERA members and chapter leaders on successfully completing the 2018 COLT program:

- Fiona Biggins of English Technical Sales, Arizona ERA
- Matt Cohen, CPMR, of CC Electro Sales, Michigan ERA
- Erin Collins, ERA National
- Zachary DeVillers, CPMR, CSP, of Brainard-Nielsen Marketing, Chicagoland-Wisconsin ERA
- Cameron English, CPMR, of English Technical Sales, Arizona ERA
- Adam Grigor of Tech-Trek Ltd., Canada ERA
- Peter Flores of TTI, Carolinas ERA
- Rick LaPiana of Cain-Forlaw Company, Chicagoland-Wisconsin ERA
- Paul Parenti of DEG Components, Northern California ERA
- Chris Robertson of Heartland Electronics, Spirit of St. Louis ERA
- Greg Warren of Brandel Stephens & Co LLC, Florida-Sunshine ERA



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This year, the COLT program was condensed to one webinar and a one-day in-person workshop to best suit the schedule of the participating chapter leaders.

"Each year we continue to tweak the COLT program to provide the best experience for the attendees, said Stephanie Tierney, membership outreach coordinator for ERA. "We are very proud to have a manual that is completely electronic now. The online manual acts as a reference for chapter leaders who can download documents such as sample financial documents, sample board agendas and more."

Bob Evans, CPMR, president of EK Micro and chair of the Chapter Leadership Council expressed his thoughts about the 2018 COLT training program, "We just wrapped up the most well attended COLT session in recent history. Eleven ERA members and chapter officers from across the U.S. and Canada participated. During the one-day, in-person event we conducted chapter officer training and a chapter planning session that included lively discussions spawning creative ideas that will enhance all of participating chapters. Kudos to everyone who attended COLT 2018."

ERA CEO Walter E. Tobin added, "The strength of ERA comes from the unique chapter structure of the organization. All of our 20+ chapters work tirelessly to develop programs and services that are specifically tailored to the needs to their members. By participating in COLT, chapters leaders gain the knowledge and creative ideas that will continue to elevate their chapter activities and member programs."

About COLT

ERA's COLT is a hands-on instructional program focused on chapter management and planning tactics. The program is a vital tool in chapter planning for chapter managers, board members and anyone taking a chapter leadership role. COLT is coordinated by Bob Evans, CPMR, president of EK Micro and chair of the Chapter Leadership Council, Stephanie Tierney, membership outreach coordinator for ERA, and Walter Tobin, ERA CEO.

About ERA

The 83-year-old Electronics Representatives Association (ERA) is the international trade organization for professional field sales companies in the global electronics industries, manufacturers who go to market through representative firms and global distributors. It is the mission of ERA to support the professional field sales function through programs and activities that educate, inform and advocate for manufacturers' representatives, the principals they represent and the distributors who are reps' partners in local territories. For more information about ERA, visit era.org.

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