

PWCOTRAUCCPCADSOAFANHRDCTRSAMVA

- THESE ARE DEPARTMENTS WE DEAL WITH
- PUBLIC WORKS, CODES, TREASURER, AUDITOR, CLERK OF COURT, PROBATE COURT, ADMINISTRATION, SHERIFF'S OFFICE, FINANCE, ANIMAL CONTROL, HUMAN RESOURCES, DETENTION CENTER, TRASH, SOLICITOR, ASSESSOR, MAGISTRATES, VETERANS ADMINISTRATION

WHAT ANSWER DO YOU WANT?

- MY WIFE WAS HINTING ABOUT WHAT SHE WANTED FOR OUR UPCOMING ANNIVERSARY. SHE SAID, "I WANT SOMETHING SHINY THAT GOES FROM 0 TO 150 IN ABOUT 3 SECONDS." I BOUGHT HER A NICE SET OF BATHROOM SCALES. AND THEN THE FIGHT STARTED....
- MY WIFE AND I WERE AT HER HIGH SCHOOL REUNION. SHE KEPT STARING AT A DRUNK SWIGGING HIS DRINK AT A NEARBY TABLE. I ASKED HER, "DO YOU KNOW HIM?" "YES", SHE SIGHED, "HE'S MY OLD BOYFRIEND. I UNDERSTAND HE TOOK TO DRINKING RIGHT AFTER WE SPLIT UP YEARS AGO. I HEAR HE HASN'T BEEN SOBER SINCE." "MY GOD!" I SAID, "WHO WOULD THINK A PERSON COULD GO ON CELEBRATING THAT LONG?" AND THEN THE FIGHT STARTED...

CONTRACT?

- WHY IS ARKANSAS THE JURISDICTION?
- WHO DRAFTED THIS AGREEMENT?
- WHO IS AUTHORIZED TO SIGN?
- ARE YOU KIDDING ME! YOU DID WHAT?

ORDINANCE OR RESOLUTION, WHY?

- IN 1993 I DID NOT KNOW THE ANSWER BUT THE FUN FACTS ARE:
 - MICHAEL JORDAN SCORED HIS 20,000TH POINT
 - MITCH MCCONNELL GOT MARRIED
 - REGGIE JACKSON WAS INDUCTED INTO THE BASEBALL HALL OF FAME
 - THE AVERAGE COST FOR A GALLON OF GAS WAS \$1.16 AND A LOAF OF BREAD WAS \$1.57

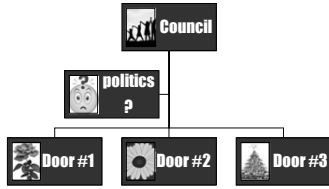
DOGS, ROADS, BRIDGES, DELINQUENT TAXES, BUDGETS, AMBULANCES, JAILS, FIRE TRUCKS AND OTHER STUFF



WHO IS YOUR CLIENT?

- COMMUNICATE
- CAREFUL OF CONFLICTS
- BE AWARE OF REALITY
- WHO GETS BLAMED IF IT GOES BAD
- HOW WILL THE HEADLINE READ IN THE PAPER TOMORROW MORNING

CAN YOU DEFEND YOUR POSITION?



THANK YOU!

- DIETS ARE HARD! JUST THIS MORNING I BOUGHT A DOUGHNUT WITHOUT THE SPRINKLES
- ONE PARTING THOUGHT:
 - THE FUTURE IS NOT A RESULT OF CHOICES AMONG ALTERNATIVE PATHS OFFERED BY THE PRESENT. RATHER, THE FUTURE IS A PLACE THAT IS CREATED—CREATED FIRST IN THE MIND AND THE WILL, CREATED NEXT IN ACTIVITY. THE FUTURE IS NOT SOME PLACE WE ARE GOING TO. IT IS A PLACE WE ARE CREATING. THE PATH TO THE FUTURE IS NOT TO BE FOUND BUT RATHER TO BE MADE AND THE ACTIVITY OF MAKING THAT PATH CHANGES BOTH THE MAKER AND THE DESTINATION.
