

Shout Out – May 11, 2011

Twitter: Fredericksburg Conf. GREAT - many innovations! Counter SALE thru May 31. Visits to CW Users continue. IB BPWinHR Judging near end; whew!

Fredericksburg Public Works Conference. We spent three days in Fredericksburg at the Virginia, District of Columbia and Maryland Public Works Conference. Our presentation went great and we're busy following through with those who have requested more information. This was a *RoadShow* event for us and produced innovation in RGB Materials as well as *RoadShow* protocols. If necessity is the mother of invention – our normal 2-hour Foundation Workshop was compressed into a 1-hour presentation. The result: new options that help get the point across faster with an acceptable loss of interaction. As time permits, we'll be posting the options online and notifying you all as those become available. Naturally, we visited two major National Parks on our way there and back!

RoadShow and RoadShowCase Intensified. Thanks to many of you we have received several invitations/opportunities to present at Conferences this year and next. We've added an option for a *RoadShowCase* that opens the seat options to more than a single group (for example, from Public Works to Municipal Government and related citizen organizations). In the *RoadShowCase* option we'll be selecting a location based on our preferences and then generating interest among organizations that fit that criteria. Our first *RoadShowCase* destination is York, Pennsylvania – Dinner Trains (x4), State-Quarter-Backs, and Colonial History! Additional sites of interest have been posted to the "Where" page at *RoadShow* web site linked to www.LTODI.com.

CapacityWare™ Technology Innovations. The two most important innovations are: a new RGB Profile Back with simplified language that is more consistent with our lecturette, and a new handout that is a concise matrix of the three colors in our traditional categories. The matrix can also be reliably used to cross-check the results of the RGB Inventory or when someone shows up at a Workshop without having completed the Inventory in advance. It is not as accurate, but pretty close!

Counter SALE. Just a reminder – The Counter SALE continues through May 31, 2011. It is a 20% savings!

Visits to CW Users. We'll be continuing visits to install a new updated version of *CapacityWare™ Software*. We'll do some light training while we're there and just catch up.

IB Best Places to Work in Hampton Roads Contest. This year we've passed our old input record with 1,643 surveys! Over the years our IB Hampton Roads total is almost 9,000!