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WSTPA News

"Driving a Technology Future for the West Sound"**Fall 2007**

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It's the Leadership,
Stupid!**

[There will never be a shortage of resources, advice or opinions regarding what it takes to be a truly inspirational and effective leader. With that in mind, here's one more from **Paul Thornton**, President of [Be the Leader Associates](#) and author of seven books on management and leadership.

Enjoy! Doña L. Keating]

**Best Leadership Advice:
Business Success
Secrets from 7 Top
Leaders**

Great advice comes from many

MEMBER SPOTLIGHT: Paladin Data and Mobilisa, Inc.***Paladin Data Selected as one of the Top Fifty High Tech Firms In Washington***

Paladin Data Systems has been selected as one of the top fifty high tech firms in Washington State by Washington CEO Magazine.

In the August 2007 edition of Washington CEO, Paladin Data Systems was ranked in the 39th position based on number of employees, revenue, and investment in research & development. Paladin has been selected as a top high tech firm by the magazine in previous years, and has also three times been awarded the magazine's "Best Places to Work in Washington State" award.

Gary Macy, Paladin's CTO observed, "Other than the really big companies like Microsoft and Real Networks, the companies on the list really change year to year. I'm very proud of our ability to consistently be considered one of the top high tech firms in the state."

Visit www.paladindata.com for more information.

Mobilisa® & Intelli-Check Announce Agreement to Combine Companies

Mobilisa Inc, a leader in innovative mobile and wireless technology, and Intelli-Check, Inc. (AMEX: IDN), a leader in technology that helps assure the authenticity of documents, today announced that they have reached an agreement in principle to combine the two companies.

The terms of the agreement in principle provide that Mobilisa will become a wholly-owned subsidiary of Intelli-Check and that shares of Intelli-Check will be issued to the Mobilisa shareholders such that the two companies will each have 50%-ownership in the combined company. Mobilisa option holders will also exchange their options for Intelli-Check options. The combination is anticipated to be structured as a "taxfree reorganization" under Section 368 of the Internal Revenue Code of 1986, as amended. [Continued](#)

Upcoming WSTPA Events

Please note: **RSVP required for all monthly meetings at info@wstpa.org**. Unless otherwise indicated, meetings take place from 5:30p-7:30p at Poulsbo Regional Library's Community Room.

- **September 20: Ubuntu - Is Linux Is Really Ready for Your Desktop?** Presented by Dameon Welch-Abernathy, author of two books on the Check Point VPN-1 software/hardware firewall product and currently an Editor in Chief of the Knowledge Base for Nokia Support Web. *Free copies of Ubuntu will be distributed.*
- **October 9: 6th Annual Summit - New Frontiers: CleanTech and**

sources - parents, other relatives, consultants, bosses, co-workers, mentors, teachers, coaches, and friends. The important point to remember is to stay open, listen to everyone, but develop your own leadership style.

Fortune magazine once published an article entitled "The Best Advice I Ever Got." It was a great article that offered wit and wisdom about achieving business success. I liked it so much, that it motivated me to produce my newest book, *Leadership-Best Advice I Ever Got*, which describes the best leadership advice 136 successful CEOs, coaches, consultants, professors, managers, executives, presidents, politicians, and religious leaders received that most helped them become effective and successful leaders.

Here are 7 secrets to leadership success:

1. Leadership is about making things happen

If you want to make something happen with your life - in school, in your profession or in your community, do it. Perceived obstacles crumble against persistent desire. John Baldoni, Author, *Leadership Communication Consultant and Founder of Baldoni Consulting LLC*, shared this advice that had come from his father, a physician. He taught him the value of persistence. At the same time, his mother taught him compassion for others. Therefore, persistence for your cause should not be gained at the expense of others. Another bit of leadership wisdom!

2. Listen and understand the issue, then lead

Time and time again we have all been told, "God gave us two ears and one mouth for a reason"...or as Stephen Covey said..."Seek to understand, rather than be understood." As a leader, listening first to the issue, then trying to coach, has been the most valuable advice that Cordia Harrington, President and CEO of Tennessee Bun Company has been given.

3. Answer the three questions everyone within your organization wants answers to

the Future of Business. HAVE YOU REGISTERED? If not, [REGISTER NOW](#)

- **October 18: Windows Home Server.** Learn more about Microsoft's innovative new consumer software! Delivered on hardware from leading partners, Windows Home Server will help families with multiple PCs connect their home computers, digital devices and printers, in order to easily store, protect and share their treasured photos, music, videos and documents. By automatically backing up home PCs, centralizing a family's digital "stuff" and allowing access to it away from home, Windows Home Server will help simplify and enhance family life. **Presenter:** Kevin Beares of Microsoft.
- **November 15: The Do's and Don'ts of IT Infrastructure Outsourcing: How to Make it Work for Your Business.** Presented by Scott Colson, founder and Vice President of Autonomix Inc.

● Call for Candidates: WSTPA Board of Directors

Help lead the effort to drive an innovative technology future for the West Sound! To be considered, submit an application for consideration. Prior board, non-profit, or executive management experience strongly preferred but not required.

[Apply now!](#)

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What the people of an organization want from their leader are answers to the following: Where are we going? How are we going to get there? What is my role? Kevin Nolan, President & Chief Executive Officer of Affinity Health Systems, Inc. believes the more clarity that can be added to each of the three questions, the better the result.

4. Master the goals that will allow you to work anywhere in today's dynamic business world

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