



I had the privilege and pleasure of speaking in Buffalo, NY last week for the Project Management Institute (PMI).

At the end of my keynote, the conference organizers surprised me with a trophy.

And not just any trophy... a solid, wooden block **engraved with my name, topped with a large, brass buffalo**, standing 13 inches tall and weighing 3 pounds. It is not insignificant.

I gushed in delight. And then I wondered... how was I going to transport it in my small carry-on luggage?

Determined to take it home, I opted to carry the Buffalo Trophy through the airport, like an Emmy.

And as a result, I made a lot of friends:

- **The TSA security agent and I** laughed about bringing bigger luggage next time.
- **The waitress and other patrons** at the airport restaurant congratulated me, wanting to know more about my award.
- **Passengers in the boarding area enjoyed the ongoing banter** sparked by the buffalo.

- **Two guys on the airtrain loved it so much they** insisted on taking a selfie with me and the buffalo.

Here's what I discovered from carrying the Buffalo Trophy:

1. Significant and Personal Recognition is Powerful

The trophy is an indisputable statement of PMI's appreciation. And it was unnecessary... I received a nice fee for my keynote. But PMI went out of their way to ensure that I felt recognized, appreciated, and special all the way home.

2. People are Eager to Connect but Need a Reason

The Buffalo Trophy is noticeable and peculiar - an instant conversation piece, making it easy to connect and engage with complete strangers. I had so much fun carrying the Buffalo Trophy that I am might take it with me on my next trip.

And rest assured, when PMI-Buffalo calls me again, I'll make time for them!

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(2) Are you architecting a mentoring solution or preparing to launch or re-launch a mentoring program? Then save the date for our next webinar designed just for you! **The Formula for Powerful Mentoring Programs: *Discover the Secrets to Launch and Lead Mentoring Programs that Matter to People and Organizations*** on [Thurs, Oct 25 @ 12-1:15pm EDT](#). Email registerme@lifemoxie.com to receive an invitation. For more information, visit: <https://www.lifemoxie.com/articles/webinars/the-formula-for-powerful-mentoring-programs-1/>

(3) Want to be a better boss? I'm bringing my **Managing AND Leading** program to [NYC on Dec 6](#) and to [Boston on Jan 29](#) through Institute of Management Studies (IMS). For more information, click here: <https://www.ims-online.com/index.php?r=seminar%2Fregion&id=1®Id=19>.