

# The Source

A weekly newsletter for members of the  
Electronic Components Industry Association.



Wednesday, July 24, 2019

## Upcoming Events

### **ECIA Webinar: The Future of Data Protection & Privacy**

July 25 - 11:00 am Eastern

### **Women in Electronics Chapter Meeting**

Northern Minnesota  
August 6

### **Women in Electronics Annual Leadership Conference**

September 10-12  
San Diego, CA

### **Executive Conference**

October 20-22  
Rosemont, IL

### **Weekly Economic Trends National Association of Manufacturers**

Chief economist Chad Moutray provides weekly analysis of key U.S. government economic data and manufacturing industry trends in the [07/22 Monday Economic Report](#).

## Key Links

[www.ecianow.org](http://www.ecianow.org)

[www.ECIAauthorized.com](http://www.ECIAauthorized.com)



## Bradford's Exchange



*Bill Bradford, ECIA's president and CEO, offers a monthly look at the state of the association and industry.*

### **Adaptive Leadership Part Two: Principles for Leading Adaptive Change**

**Bill Bradford**  
ECIA President & CEO

In last month's article ([June 2019 Bradford Exchange](#)) we discussed the ever increasingly complex challenges we face in our industry. Dr. Ronald Heifetz notes that they require advanced methods of adaptive leadership to solve. Heifetz offers six principles for leaders dealing with adaptive challenges. The first two of those are discussed in more detail, [read the complete article](#).

## Webinar: The Future of Data Protection & Privacy

Tomorrow: July 25th, 11:00 - 11:30 a.m. Eastern



ECIA is pleased to announce a comprehensive webinar series with [The Trust Bridge](#), a consultancy that offers organizations a unique combination of expertise and independently accredited training around GDPR, PECR and e-privacy law.

The first webinar will focus on Data Protection and Privacy now and what to expect on a global basis in the future.

[Register today](#) for the first in the series and begin your regulation education.

## Empower Your Sales Team with the Sales Professional Training Camp

Limited Space: 2019 Sales Training Workshops



Training continues to be a top focus of successful companies. Through your ECIA membership, you have access to a variety of training options throughout the year.

Join Don Buttrey, President of [Sales Professional Training, Inc.](#), for two and a half days of intensive sales training. Your sales team will gain the skills they need for strategic selling that drives

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results. Not only will they be expertly guided through [The Four Pillars of the Sales Professional](#) course, but registration includes training materials, a work binder and electronic course tools they can use for continued success.

The Sales Professional Training Camp is ideal for rookie and veteran sales professionals, managers and sales support professionals who want to improve their effectiveness and profitability.

The next session will be August 13-15, 2019 in Dayton, Ohio. Space is limited to 50 attendees - and it's [easy to register](#). Indicate your ECIA membership to secure the rate of \$945.00.

*Can't make this training? Another workshop is scheduled for November 12-14, 2019.*

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## Executive Conference - Vision 2020: Leading With Clarity

October 20-22 - Loews Chicago O'Hare Hotel



The one essential qualification for all great leaders is a clear and compelling vision of the future. As we set our sights on the next decade, the 2019 ECIA Executive Conference program is designed to illuminate industry challenges and enable leaders to successfully guide their organizations into

the 2020's. [Click here](#) for the Conference Program details.

*[ECIA is migrating to a new web system. When you click to register, you will be taken to a log in page. Click the "forgot password" link then enter your email address in the space provided. Bear with us as we work to ensure a better member experience with this new web site!]*

Book a hotel room at the Loews before the block is full - [click here](#).

There are a few sponsor opportunities remaining - [click here](#) to review.

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## Did You Know?

ECIAauthorized Provides Access to Genuine Parts



The [ECIAauthorized.com](http://ECIAauthorized.com) site was created by ECIA, in collaboration with its members, to support the authorized electronic components industry. It gives users access to aggregated price and availability data for genuine parts from only authorized

sources.

The site provides a free service to purchasing professionals, design engineers and anyone in need of electronic components price and availability information from authorized distributors. All the distributors that participate on the site are required to be members of ECIA. Contact [Victor Meijers](#) for more detailed information.



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