



Georgia Biomedical Partnership Newsletter

December 2006 GBP E-Chronicle

GBP Legislative Lunch January 11

Talk Life Sciences with Georgia's Legislators

Start the New Year off by taking a peek under Georgia's gold dome. Join the Government Affairs Committee of the Georgia Biomedical Partnership (GBP) for its annual Legislative Lunch on Thursday, January 11, 11:30 am to 1:30 pm, in The Blue Room of the Georgia Freight Depot.

All GBP members are invited to attend. The luncheon provides an opportunity to mix with legislators at the start of the General Assembly session and discuss the GBP's agenda. It's also a chance to tell the elected officials how the life sciences industry impacts the state's economy and improves the health and quality of life of all Georgians.

In 2006, the GBP established itself as an essential source of information for legislators on life sciences industry issues, and this annual reception strengthens the dialogue. Among the legislative agenda items is a proposal for life sciences economic development. It is a five-year, \$1 billion bold vision that would differentiate Georgia from every other state. Attached is an outline of the GBP's 2007 agenda.

GBP Chair Russell Medford, M.D., Ph.D., President and CEO of AtheroGenics, outlined details of the bold vision in his State of the Life Sciences Industry speech at the Georgia Life Sciences Summit 2006. Here is a link to his presentation: https://www.gabio.org/news_summit_2006.asp

Special Hosts for the GBP Legislative Lunch are Lieutenant Governor-elect Casey Cagle, Senate Health and Human Services Chair Don Thomas, House Majority Leader Jerry Keen and House Health and Human Services Chair Sharon Cooper.

Please contact Maria Thacker (404-920-2042; maria.thacker@gabio.org) with questions.

2007 Annual Awards Dinner January 12

Celebrate the Industry's Milestone Achievements

Just because the holiday season ends the day after New Year's doesn't mean the party's over. The Georgia Biomedical Partnership's Ninth Annual Awards Dinner is Friday, January 12, 6 pm to 9 pm, at the Intercontinental Buckhead Hotel in Atlanta.

Don't miss the chance to celebrate the remarkable achievements of the previous year in Georgia's life sciences community. The GBP will recognize individuals and organizations in several award categories.

The top annual honor, the Biomedical Industry Growth Award, goes to people from the public and private sectors for their outstanding contributions to the growth of the life sciences industry in Georgia. This year's recipients are **Don Giddens**, Ph.D., Dean of Georgia Institute of Technology's College of Engineering (public sector), and **Eric Tomlinson**, DSc, Ph.D., President and CEO of Altea Therapeutics (private sector).

Also recognized will be an Emerging Leader of the Year, Deal of the Year in four categories and the Biomedical Community Award winners. Here's a link to registration information and press releases on the Biomedical Industry Growth Award winners and Deal of the Year finalists:https://www.gabio.org/2007_award_dinner.asp

Another special feature of the Awards Dinner will be announcement of two educational outreach programs. The GBP is collaborating with the Dekalb County School System to develop a program that enables the life sciences industry to assist school administrators and teachers in improving bioscience education for students.

In addition, the GBP is working with the Center for Behavioral Neuroscience (CBN), a National Science Foundation-funded consortium of eight universities in Atlanta, to create an undergraduate program that would bring science and business students together from all the schools for a 12-week seminar series on the business of bioscience taught by GBP CEOs and senior executives.

See you January 12.

Emerging Leaders Network

Effective Networking

According to the United States Department of Labor, only about 5 percent of people secure jobs via classified ads in print or on the internet. An additional 24 percent are successful at the "cold-calling" method where they contact the company directly, and 23 percent utilize employment services of some kind. So, where does this leave the remaining 48 percent? These skillful and proactive job-hunters have learned how to network and promote themselves whenever possible.

Here are some tips for successful networking:

(adapted from www.businessknowhow.com/tips/networking.htm)

- Be genuine. You want people to feel that they can trust you and that you can handle tough tasks.
- Participate in as many groups/events as possible. You never know when you will meet someone who just happens to have the right opportunity available for you; it can happen in the most unlikely of situations.
- Ask open-ended questions in networking conversations. Use the five W's often (who, what, where, when and why) to show your interest and lead to a lively discussion.
- Know what you do and why you are doing it. A clear, concise, yet passionate explanation of your current occupation and future goals will help get referrals.
- Be able to define what you would like help with. You don't want to be stuck in a conversation where someone offers their help and you're not quite sure what they can do for you.
- Act quickly on referrals. Getting a referral means that whoever referred you has reasonable confidence in your abilities. You don't want to disappoint them by failing to act on it in a timely manner; this reflect badly on you and on them
- Maintain connections. If you have met someone that has done you a favor, or vice versa, keep in touch with him or her. You never know when you may want to call on them again.

Even if you are not in the market for a new job, new connections are always sure to help your current business or position. New ideas and approaches are often the result of listening to someone else's perspective or experience. Finally, don't forget to reciprocate with those that have helped you in the past as this can be extremely rewarding.

Upcoming events

The Corporate Research Leaders Forum Scientific Workshop will be held January 18, 2007 at the GTRI conference center. There will be two panels: a company panel and an academic panel to provide unique perspectives. The workshop will be followed by a wine and cheese reception, which is a great opportunity to put some of these networking skills into practice!

For more information on ELN, see www.gabio.org/cmt_emerging_leaders_ntwk.asp.