

Compression Planning BrainTrain - Oglebay Resort & Conference Center



Special Announcement for Our Compression Planning® Friends...

Introducing The Compression Planning Institute at
Oglebay Resort and Conference Center –
Wheeling, West Virginia

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For over two years, Pat McNellis and I have dreamed of holding our CP Institutes, as well as much of our client work, in a location that was ideal for off-site, high-intensity learning and planning.

At the end of 2008, my wife Phyllis and I went to Oglebay Resort and Conference Center in Wheeling, West Virginia, for a couple of days of relaxation. At the time Phyllis was thinking “why don’t you have your Institutes at Oglebay?” but we didn’t discuss it at all. I simply wanted to unwind and get away for a few days. It wasn’t a site visit. Work wasn’t on my mind.



However, I was deeply impressed by how friendly the staff was, and we stayed in the newest section of the lodge and simply loved our room. Between November and early January, Oglebay holds their annual Winter Festival of Lights. We rode their special trolley to see the lights and I was impressed with the variety and beauty of what they built. The show has grown into one of the nation’s largest, covering more than three hundred acres over a six-mile drive throughout the resort.

In March 2009, my friend Jay Duffy said, “Let’s go to Oglebay...I want you to meet some of their key people and show you what they’ve done recently.” Jay and I have been friends for over 20 years, going back to his days as head of Executive Development for the Bayer Corporation headquartered in Pittsburgh.

Flash ahead with me.

On my first trip with Jay to Oglebay, we met with Director of Development for the Oglebay Foundation, Bill Koegler, Director of Sales and Conference Services for The Wilson Lodge and Cottages, Scott

Schenerlein, and Sales Manager Sandra Letzelter. Over lunch we bounced around the idea of doing our training there.

We toured the entire lodge, meeting rooms and new spa, as well as one of their 43 beautiful cabins set in the woods away from the main lodge. Jay drove me around the 1,700-acre site, acting like a tour guide. He grew up in Wheeling where he caddied at the Oglebay golf courses as a kid.

A few weeks later, Pat McNellis joined Jay, Bill, Scott and I and we did a CP session to see what a partnership could look like. At the end of the day, we shook hands and gave birth to The Compression Planning Institute at Oglebay which is about an hour drive south of the Pittsburgh International Airport.

Before reading any more please go to www.oglebay-resort.com and take a video tour of Oglebay and you'll see why I'm so excited.



We've scheduled two Institutes there this year, and seven in 2010. October 28-30, 2009 will be our Advanced session, and December 2-4, 2009 is for the basic one.



Some of the reasons behind our decision...

Most of the people who come to our Institutes drive and/or fly. Oglebay has a wide variety of arrangements with 271 rooms at Wilson Lodge. CP participants will be able to enjoy the recently completed expansion and renovation consisting of 59 deluxe rooms and suites, as well as the new 5,000 square foot West Spa at Wilson Lodge.

A key motivation behind the move was the special service, and the particular arrangements for CP. We hope that many CPers would take groups back because Oglebay has all the equipment you would need (storyboards, easels etc).

Many groups that meet off-site have participants coming from different locations (domestic and international), and could meet anywhere their needs would be met. Oglebay is set to handle small groups of 6-12, up to conventions involving hundreds of participants.

Frequently we have people come to our training sessions who bring family, spouses, parents and others who basically sit and wait during the workshops. Now guests can enjoy:

- 30-acre Good Zoo and Benedum Planetarium. The following picture of Stephanie McNellis and two of my grandchildren, Logan and Lauryn McNellis, was taken this past weekend at the Good Zoo.



- Seven specialty shops, gardens, stables, swimming, tennis, fishing, pedal boats and miniature golf
- Mansion Museum, Glass Museum and Environmental Education Center
- Downhill skiing and snowboarding area
- 72 acres of golf including the newest championship course designed by Arnold Palmer. Additional golfing facilities at Oglebay include the 18-hole regulation Crispin Course, Par III Course and Driving Range
- Paddle boats and fishing (Pat McNellis and Lauryn from their weekend trip to Oglebay)



Every time I visit Oglebay, I experience more special features and services they have.

For thirteen years, we did most of our work at the Oberlin Inn in Oberlin, Ohio. It was a wonderful facility and the people who ran it and worked there were so special. They just made it a delight to go

there, and I knew CP alum would go back to Oberlin with their own groups and be treated exceptionally well. They'd receive the same first class service we received. And that's how I feel about Oglebay.

On the 29th of September we'll celebrate our 32nd year in business. Our first CP Institute location was on the second floor of our offices in a restored fire station in New Brighton, PA. All 29 stairs to the top floor and down again. The pole for sliding down had been removed. Over the years, we've been in several locations, however, Oglebay Resort and Conference Center is a dream come true. They simply have it all. And the most important thing, in my opinion, is their stable, long-term management team.

I believe the learning experience of our Institutes will be enhanced by the Oglebay relationship. The location simply lends itself to less interruptions and distractions from learning. People will spend more time together. There will be more on-on-one time between participants and McNellis staff for those special situations that always arise.

We started working with Oglebay by holding a special event there last May. 22 people participated in a 2½-day Institute that was professionally videoed with 5 cameras. You'll hear more about the video and the home study package it will form. It is currently being edited and is scheduled for release next month. We used many of Oglebay's training rooms and one of their luxury cabins for the video. We even conducted two sessions outside.

If you didn't click on the link to the video, please do so now. www.oglebay-resort.com. I'll wait. My words are simply inadequate to describe its beauty and breadth of features and services.

Please select from the following videos to discover more about Oglebay.



Those who come to our training take a lot of time away from their busy schedules, spend money and put immense energy and care into their learning. Many fly from long distances – some from Asia, Europe, South and Central America, and two years ago, two women traveled from Liberia in Western Africa. So when they're on "our turf" we want it to be perfect – a 5-star location and service, but not at 5 star prices.

I'm glad Phyllis and I went there over the holidays when it wasn't a formal site visit. We went to get away and were blown away by the staff and how friendly they were. We wanted to see a couple of the "super suites" and the housekeeping person opened one up and gave us a guided tour. Quite simply, we both completely enjoyed our visit from check-in, to the rooms, to the food, to the swimming pool and hot tub.

Since my first visit in March with Jay when I met Bill, Sandy and Scott, I've been continually impressed. They have continually displayed a "What-can-we-do-to-be-helpful" attitude to build a long-term relationship.

Now for some specifics...

Our advanced session will be at Oglebay on October 28-30, 2009, and we'll have a basic course on December 2-4, 2009. For those who attend the December session, you are in for a huge treat because Oglebay hosts their Winter Festival of Lights at that time of year.

7 Institutes are scheduled for 2010. You can go to www.mycpcommunity.com to see the 2010 dates.

If you want to take a group off-site to lead a CP session, Oglebay will be fully equipped to serve your needs with:

- 16 storyboards and easels
- All the tools and equipment you'll need
- Room setups according to McNellis standards
- Hassle free set-up and registration. Sandy Letzelter and Deb Jones will handle arrangements for you.
- There are 43 cottages for small groups. See • www.oglebay-resort.com for details.
- They also run 13 national schools (large and small)...so they are set up to take care of your needs.



So I'm asking my friends to help us build The Compression Planning Institute at Oglebay. It's a dream come true to have such a relationship with so many wonderful people who "get it."

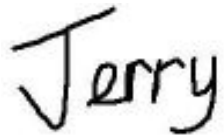
Some ways you can help us build the CP Institute at Oglebay:

1. Continue to refer people to the Institute you know would be high potential users of CP.
2. Consider holding your off-site planning sessions at Oglebay.
3. You may be involved with a group that has conferences, sales meetings, as well as other training besides CP. I ask you to consider Oglebay as a venue for your events. From executive retreats of 6-10 people to weddings to large conventions...they can handle it all.
4. Simply contact Stephanie or Patrick (Pat) McNellis at 1-800-569-6015 for registering.

If you'd like to take a tour, let me know and we'll arrange it...and if possible, I will personally take you to Oglebay.

I'm proud to be involved with the Compression Planning Institute at Oglebay.

Here's to effective planning that turns into true action!

A handwritten signature in black ink that reads "Jerry". The letters are cursive and slightly slanted to the right.

Jerry McNellis

Co-Founder - The CP Institute at Oglebay

PS. From 32 years of experience training and leading CP sessions - from Europe to Hawaii and almost every state of the US and across Canada - I know how important the location for the work is. The people who manage and run the site are even more important. Quite simply, the setting greatly enhances the learning and the effectiveness of our work. I believe The Compression Planning Institute at Oglebay will do that for us – and for all our special Compression Planning friends.