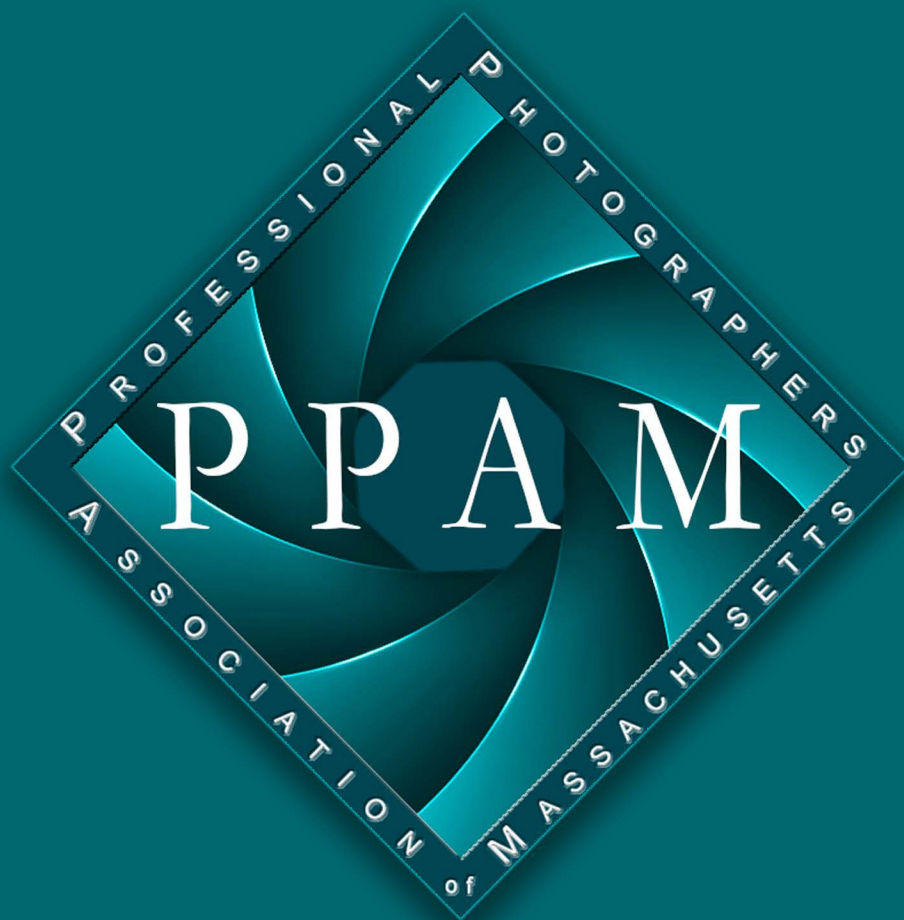


# PPAM Newsletter

professional photographers association of massachusetts



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

September 2016

# “Wedding Photography - Prepare to Succeed”

Monday, September 19, 2016

Presented by Booray Perry

**At the Hampton Inn & Conference Center  
10:00 AM - 4:00 PM**

**319 Speen Street Natick, MA  
Doors open at 9 AM**

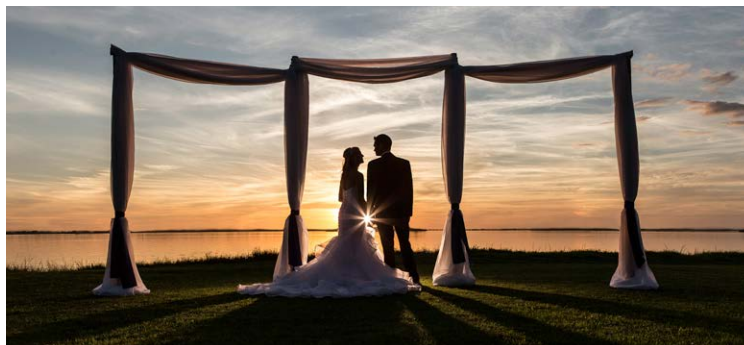
The hardest thing about being a wedding photographer is understanding where you are going and how to get there. What to learn - What to sell - How to master light - these are the big questions. *Booray Perry has the answers!*

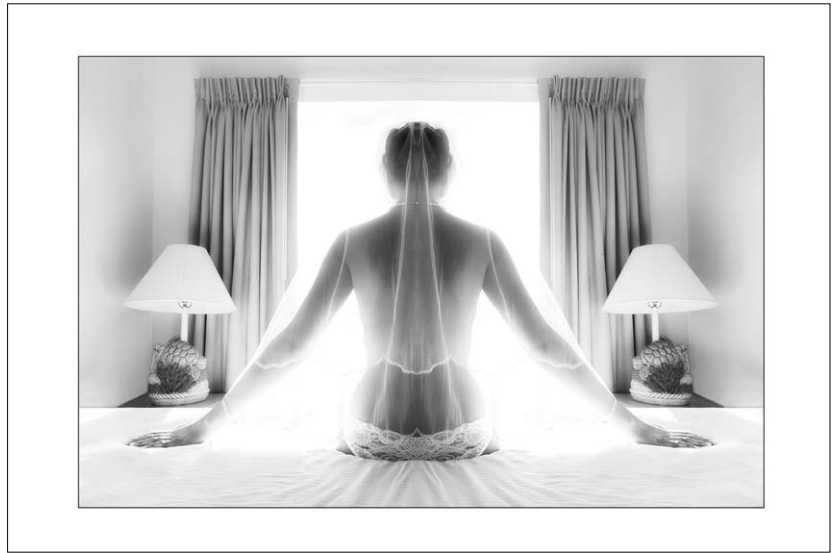


After a 20-year career in radio, Booray Perry retired from being a “wacky morning man” to move to Florida, get married and start a family. He became a stay-at-home-Dad with a wife that brought home the bacon with a successful real-estate business. Then, 2007 happened. In two months they were out-of-business. So, Booray went back to his childhood passion and started a photography business. Now he shoots about 100 weddings and events a year and teaches photography and lighting nationwide. Using his ability to talk non-stop for hours, humor and years of experience, Booray is sought after by photographers who struggle with mastering the tools of the trade and understanding the concepts needed to be successful. Booray Perry is owner/operator of Booray Perry Photography in Tampa, FL. He is a Certified Professional Photographer (CPP), Photography Craftsman, PPA Councilor, Wedding/Event Photographer of the Year 2012-present for T.A.P.P.A., and Course Instructor at Imaging USA 2016. He also hosts the webcast, “IPC Live” during the four days of judging the International Print Competition and his podcast, “Photobomb” can be heard on iTunes, Buzzsprout and Pocketcasts.

*Booray will teach you how to shoot anywhere, any time of day, any subject in five minutes or less. You don't have to be a wedding photographer to get a lot out of this program!*

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After shooting over 500 weddings and working with many new photographers, Booray has identified the biggest mistakes that new wedding photographers make. In his seminar he'll walk you through:



- What the future holds for wedding photography
- How to teach yourself to shoot weddings
- The mistakes new photographers make
- Technical tricks to help you get the shot every time
- What to sell to your clients and how to get them to buy
- The 8 things that will make your images attract attention.

Then, he'll break out the lights and you'll learn:

- Bounce Flash - Why this is the best tool in your bag. How to do it to produce incredible results
- Off-Camera lighting - How to work fast with strobes using both ETTL and manual to create images that will set you apart from the competition
- Gear - What works, what doesn't and why. Find out what to buy from someone who has used it all!
- Plus: Plenty of Q&A.



## REGISTER NOW!

Member Registration Free  
Affiliate Registration \$79  
Non-member registration \$99



### President

Susan Asaro  
Susan Asaro Photography  
688 Main St.  
Wareham, MA 02571  
508.291.7926  
[president@ppam.com](mailto:president@ppam.com)

### Vice President Programs

Steve Sedman  
Sedman Photography  
16 River St.  
Braintree, MA 02184  
781.794.3222  
[programs@ppam.com](mailto:programs@ppam.com)

### Vice President Membership & Records

Dianne Marshall  
Marshall Photography  
467 Teaticket Highway  
Falmouth, MA 02536  
508.457.9331  
[membership@ppam.com](mailto:membership@ppam.com)

### Vice President Finance

Jen Clark  
PhotoJenic Studio  
92 Old Chatham Road  
Harwich, MA 02645  
508.432.5083  
[finance@ppam.com](mailto:finance@ppam.com)

### Vice President Communications

Joyce Holt  
48 Parker St.  
Acton, MA 01720  
617.905.4816  
[publications@ppam.com](mailto:publications@ppam.com)

### Vice President Technology

Paula Swift  
Paula Swift Photography  
730 Boston Post Road  
Sudbury, MA 01776  
978.261.5266  
[vptech@ppam.com](mailto:vptech@ppam.com)

In your business do you strive to provide a good experience for your client? It's what we all want these days, isn't it? A good experience? Something to remember fondly and feel positive about? We work hard to set ourselves apart not only with our photographic skills but our people skills as well, wanting our clients to remember the experience of working together. Think back to a time that you encountered an extraordinary service experience. It may have been a dining adventure, a spa or special event, an instance during a vacation. You still remember it, right? That's what we want our clients to feel too. It could be the simplest of sessions but an extraordinary experience for that mom, senior, bride or family.



The PPAM Board is trying to do that too! Provide an extraordinary experience for you, our valued members. Recently we had an all day workshop with Jeff Shaw that included a summer evening cookout. It was fun – folks commented how nice it was to be at someone's studio and everyone enjoyed socializing in a carefree environment. We will be doing that again...socializing – come this **December 11** at the **PPAM Holiday Social**. Mark your calendars. It's a Sunday (no Patriots game!) from 5-8pm in N. Billerica. In the spirit of giving we'll also be accepting toy donations for needy children. Be on the lookout for more details.

On September 19, Booray Perry will be providing an extraordinary experience with his "Wedding Photography-Prepare to Succeed" program. Have you heard his voice? He's a former DJ and has the gift of a good speaker. He'll be talking about selling, lighting, mistakes, technical tricks. You'll learn how to shoot anywhere, any time of day, any subject in five minutes or less and so much more. You don't have to be a wedding photographer to get a lot out of his program! [Registration](#) is open - we hope to see you there.

We look forward to providing an extraordinary experience to you once again at the 2017 'Focus on Innovation' Convention. Innovation is all about trying something new – a new method, idea, or product. So we want you to 'focus' on marking your calendars for a fantastic weekend, February 24-27, 2017. It's being held in a new location, the Dedham Hilton, Dedham, MA. Your convention team is working hard to bring you the very best fun and educational experience. There's a preview of some of the speakers further in these pages.

These next few months are going to be busy. You'll have plenty of opportunity to provide extraordinary experiences to your clients. I hope as well that you experience something extraordinary along the way.

See you soon!

## MEMBERS AT LARGE

### 2016 - 2017

#### Recording Secretary

**Susan Ogar**

Just So Designs

9 Wheelwright Drive

Northborough, MA 01532

508.277.6140

#### Members at Large

**Tony Colella**

Richter - Colella Studios

555 Washington Street

Wellesley MA, 02482

781.431.1658

**Keitha Hassell**

KLH Photography

17 Schuyler Street

Boston, MA 02121

617.442.6575

**Connie Drapeau Kennedy**

The Welcome Gallery

PO Box 51

Marshfield Hills, MA 02051

781.837.6021

**Patricia Walsh, CPP**

Patricia Walsh Photography

612 Broadway

Hanover, MA 02339

781.724.4015

**Mark Maiden**

Mark FJ Maiden Photography

P.O. Box 812500

Wellesley MA 02482

339.206.6921

## The F-Stops Here

Congratulations to **Udi Edni**, PPAM's newest Certified Professional Photographer! Becoming a CPP is a 2 step process - first you take the written exam and then you submit a portfolio of 15 unique images. The first six must fit within the compulsory guidelines showing a standardized technical proficiency that all professional photographers, regardless of specialty, should know. Way to go, Udi!

**Joyce Holt**, VP of Communications recently had her 2nd knee surgery. She's recovering nicely and looks forward to being on the dance floor at the 2017 PPAM Convention. Keep up the good work, Joyce!

We hear **JB Boykin** is feeling better so keep those good wishes coming - we look forward to seeing JB in good health at the convention too!

Veteran member and Hotel Chair, **Nancy Green** spent 4 days in Atlanta in August judging at PPA's International Print Competition (IPC). VP of Technology, **Paula Swift** and **Udi Edni** also took a trip to Atlanta and spent an intense week participating in the IPC Judges Workshop.

PPAM condolences are sent to our members who lost loved family or friends these past few months: **Joe Dunn, Sue White, Trish Walsh, Connie Kennedy, Stephanie Olsen and Sue Asaro**. You are in our thoughts.

Congratulations to **Alice Pepplow** who heads to Brasil for the month and gets married on September 17th. Best Wishes, Alice!

## New Membership Rates

At the last board meeting new membership rates were approved for Students and Retired members. Professional and Sustaining (vendor) rates remain the same at \$195. What a bargain! Membership includes the quarterly seminars and a 4 day convention plus voting rights for all professional members.

Retired Member - \$45.00 (USD)

Subscription period: 1 year

Retired Membership may be extended to individuals who have retired and who have been members of the association for 15 years or more and who are 60 years or older. Retired means you no longer earn income through photography, no longer own a photographic studio, maintain a website or advertise photographic services.

Student - \$45.00 (USD)

Subscription period: 1 year

For 1st time members only; valid ID of good standing at an accredited college or photography school; includes admission to all seminars and the annual convention; eligible for image competition along with any applicable fees; no voting privileges.

Questions may be sent to VP of Membership, **Dianne Marshall**.

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## CPP Exam Offered

You've been thinking about it. NOW is the time! Take the next step...**Get Certified!**

**Cathy Broderick**, M.PhotoG., CPP, PPA Councilor, CPP Liaison and PPAM Past President is proctoring the CPP Exam at her studio on Wednesday, September 21st at 5:30 pm. If you are interested in taking the next step to obtain your Certification-this is your chance! You must declare your candidacy with PPA in order to register for the exam. Learn more about becoming certified [here](#).



PPA Charities is having its 2nd annual Studio giveaway! The full studio set up includes cameras, lenses, lighting, modifiers, camera accessories, software, educational materials, computer equipment, and more added right up to IUSA in San Antonio. There will also be earlybird giveaways beginning in October for those who purchase early.

For tickets and more information, contact Ambassador [Paula Swift](#).  
The winner will be drawn at IUSA 2017 in San Antonio, TX. Good luck!



## Upcoming Calendar of Events

September 10-12, 2016.... **PPANE Convention**, Radisson Hotel, Nashua, NH

September 19, 2016 ..... **PPAM Seminar, Booray Perry “Wedding Photography - Prepare to Succeed”**, Natick, MA

September 19, 2016 ..... **PPAM Board Meeting** immediately following seminar, Natick, MA

September 21, 2016 ..... **CPP Exam**, Cathy Broderick's studio, Whitman, MA - must declare candidacy with PPA

November 6, 2016 ..... **NHPPA**, Sandra Pearce, “The Art of Painting with Photoshop”, Manchester, NH

December 11, 2016 ..... **PPAM *HOLIDAY SOCIAL***, Lucozzi Studio 3rd floor, N. Billerica 5pm - 8pm

January 2017..... **PPAM Quarterly Seminar (TBD)**

January 8-10, 2017..... **Imaging USA ~ San Antonio, TX**

February 24-27, 2017..... **PPAM ‘Focus on Innovation’ Convention**

April 2-6, 2017..... **NEIPP ~ Hyannis, MA**

Your PPAM Newsletter is now interactive. Just click on a highlighted link or email address.

# IPC Competition Results

A panel of 46 eminent jurors from across the United States selected the top photographs from nearly 5,700 total submitted entries at Gwinnett Technical College in Georgia. Judged against a standard of excellence, 2428 images were selected for the General Collection and 1007 were selected for the esteemed Loan Collection—the best of the best. The Loan Collection images will all be published in the much-anticipated “Loan Collection” book and over 200 selected General Collection images will be published in the “Showcase” book by Marathon Press.

To download a complete list of accepted images, [click here](#).

**Congratulations to the following PPAM members who had one or more images accepted:**

**Randy Brogen 1 Loan, 4 General, 1 GB (Showcase Book)**  
**Ella Carlson 6 Loan, 2 General**  
**Ann Dreiker 3 General**  
**Udi Edni 1 Loan, 3 General**  
**Nancy Green 1 General**  
**Andrea Joliat 2 Loan, 1 General, 1 GB (Showcase Book)**  
**Yedi Koeshendi 1 Loan, 1 General, 1GB (Showcase Book)**  
**Ann Lyle 4 General**  
**Andreia Makkas 1 General**  
**Karen McCall 1 Loan, 1 General**  
**Alison Minitier 4 Loan 3 General, 1 GB (Showcase Book)**  
**Stephanie Olsen 1 GB (Showcase Book)**  
**Ed Pedi 1 Loan, 3 General**  
**Cassandra Sullivan 3 General, 1 GB (Showcase Book)**  
**Paula Ferazzi Swift 3 General**  
**Kris Ventresco 1 General**  
**Patricia Walsh Slaven 1 Loan**

All accepted images will also be on display at the International Photographic Exhibition at Imaging USA, held in the Henry B. Gonzalez Convention Center in San Antonio, TX, Jan. 8-10, 2017.

## PPAM Holiday Social

Mark your calendars and let's have a party!  
*'Tis the season'* of giving and celebrating together.

**SAVE  
THE DATE**

It's the first PPAM *HOLIDAY SOCIAL*. George and Gail Lucozzi have secured space at the Faulkner Mills Building (above their studio), 71 Faulkner Street - 3rd floor, N. Billerica.

Stay tuned for more details but right now **SAVE THE DATE**  
Sunday, December 11, 2016 - 5:00pm - 8:00pm.

*Join in the festivities, food and fun! PPAM wants to share in the 'giving season' with children in need. Please bring along an unwrapped toy so it may be donated to the Toys for Tots program.*

## PPAM Needs YOU!

Our PPAM organization is run solely by volunteers - photographers just like **YOU** with a full time business or a 'regular' job and a part-time photography business. Folks just like **YOU** who are caring for a family. Our PPAM volunteers specialize in weddings, portraits, events and perhaps everything in between just like **YOU**! We could surely use MORE VOLUNTEERS like the ones who so tirelessly dedicate time to keeping PPAM the thriving association that it is.

Have you ever wondered what goes on at the PPAM board meetings? Do you like to know what goes on behind the scenes? Would you like to get involved, help out the association, help out at the convention and make new friends?

Well, we sure could use your help! There are the several open board positions that need to be filled: Member at large, Security Chair, Scholarship Chair, Advertising Chair. If you are interested and would like to learn more, contact [Sue Asaro](#) and she will connect you to the proper person. We hope you'll consider joining the board!

We encourage you to become an involved member as it is the best way to learn and make new friends. Convention 2017 is coming soon and there are many opportunities to volunteer. Contact Volunteer Chair [Lisa Tommaney](#) if you are interested in learning more. We look forward to getting to know you better and appreciate you getting more involved!

*So, how about it? Give it some thought... 'cuz we really need your help!*

### MEMBER UPDATES

PPAM offers a web link from our web page at no additional charge to you. Please check the website to make sure your information is correct. Take a moment to review your member information, update it as necessary and add a picture to your profile.

There's also the Members Gallery where you may submit one (1) image per category to the five (5) categories available, weddings, portraits, landscapes, illustrative and commercial. Submit your image(s) to our VP of Technology, [Paula Swift](#).

## CREATIVE THEME for 2017 PPAM photographic competition

**Mauricio Moreira**, 2016 winner has chosen the 2017 Creative Theme

# TOUCH

It's not too early to start thinking about your "TOUCH" interpretation!  
Start planning your entry now!

Financial information for the Professional Photographers Association of Massachusetts is available upon request. Contact VP of Finance, [Jen Clark](#)

# PPA Judges Workshop 2016

By Udi Edni, CPP

2016 PPA Silver photographer of the Year Medalist

Attending PPA's judges workshop this year at Gwinnett Technical College in Georgia was a great experience. Just being in the room when Jury Chairman Mark Garber announced 'Looooan' was worth the trip for me!



From PPAM this year, it was an absolute treat to spend time with and learn from Nancy Green in the judging panel and to have our very own Paula Swift and PPAM past president Xenophone Beake among the class attendees. Our class instructors were Dave Huntsman and Rick Avalos, two fantastic teachers.

Putting your work out there to be judged by your peers is tough, even those who've been doing this for years admit it. No one can be 100% certain what the panel will say about their images. Each juror brings their own experience to the panel and may see things that others missed. If a juror disagrees with the vote, they are encouraged to challenge an image and speak for it or against it. In fact even the Jury Chairman himself is obligated to express his/her views if they feel that an image is being misjudged.

Being in the judging judges fight over every give it the best chance ing experience for me. If for an image to merit or a juror on the panel to shot. And if this didn't for the showcase book.



room and seeing how the merit and every loan to possible was an eye open- there was a slight chance go loan, there was always take it and give it another work, they would book it

I have to say that when I saw all the judges with endless 'bling' with stacks of merit bars and medals, I was a bit intimidated. Being new to print competition, I was thinking to myself that even if I will compete every year, I'll still be about 100 years old before I get anywhere near their level. 2016 was my first year submitting images to PPAM and only my second attempt at IPC and I'm still trying to learn the 'Ins and Outs' of what make a 'Merit' or a 'Loan'. I was fortunate to earn my very first 'bling' of a 'Silver' photographer of the year medalist for 2016, although I don't even have a ribbon to hang it on.

But as the week went by and I got to spend time with this incredible group of judges and IPC staff that were friendly, helpful, sensitive, kind, knowledgeable, modest and hard working, I learned that judging a print competition is not about how much you know, or how good you are or how many loan images you have. It's about learning and listening and teaching and helping others.

*The judges are there for you and they want you to succeed and grow. Trust the process and keep competing.*

Jury Chairman Dave Huntsman showing score categories during Judges Workshop Class.

(Photo Credit: Udi Edni)

## Lighting and Posing Workshop with Ed Pedi

June was another month full of educational opportunities. PPAM Past President and PPA Councilor Ed Pedi and his wife Linda hosted a 2 day workshop dedicated to Lighting, Posing and Sales. There were some friendly PPAM faces in attendance: George & Gail Lucozzi, Meri Bond, Yedi Koeshendi, Udi Edni, Catherine Pfau, Sue Asaro and Alison Minter! A good time was had by all as there was so much to learn and new friends to meet. Courtney Trember came with her two adorable daughters Harper and Hadley to pose for Ed in his outdoor studio. They were just the cutest! Then Ed showed his knowledge with a big family group and worked hard to get great expressions. The second day was filled with the do's and don't of sales.

Ed and Linda are the two of the most giving and generous people in of their time, knowledge and financial donations. In the spirit of giving back, a portion of their proceeds was donated to the PPAM Scholarship Fund; Thanks Ed and Linda for continuing to help educate your fellow photographers! Looks like everyone had a great time.



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## Standing out in a Noisy World with Jeff Shaw

It was a perfect day in August as 13 photographers took the time to share the day with each other and learn from photographer, business coach, Creative Warrior host and PPAM friend, Jeff Shaw. The day started off with Jeff sharing his thoughts on how to stand out, simple pricing and continued with lots of talk about branding. Sue Ogar was even on the 'hot seat' as Jeff learned more about her business and what made her unique. After the workshop, folks enjoyed the summer evening with friendly chat and delicious food! A big thank you to Dianne Marshall for helping with setup and cleanup - what a trooper! Feedback from attendees was so positive - Thanks to all for making the day a special and memorable experience!



# PPAM 2017 'Focus on Innovation' Convention

SAVE  
THE DATE

MARK YOUR CALENDAR FOR THE PPAM 2017 CONVENTION

FEBRUARY 24-27, 2017

AT THE DEDHAM HILTON HOTEL, DEDHAM, MA

**Nadra Edgerly** - "Success is a Choice. Your Choice."

Success isn't something that happens to you. It isn't given or passed down. What you see in your business and in your life is the direct result of the choices you make every day. The best part about success, you already have it. It is within you. Now, let's tap into it.

In this program, we will explore FIVE EMPOWERED CHOICES you can make every day to grow your success. The power of choice means, you get to decide how you will impact your own life. Growing your success isn't easy, but it is simple. It is as simple as choosing to do so.

**Kelly Schulze** - "Animal Portraiture: Understanding animal behavior and asking the right questions will help you create portraits that clients love to buy"

Successfully including animals into portrait sessions isn't just "sit, stay"; it's also about finding out how the animals relate to your client. In her presentation, Kelly will show you that pet portraits are just one segment of the larger animal portrait category and that you can thrill your clients by focusing on how they share their home and life with their animals. In this presentation Kelly will also be giving a live demonstration of her techniques photographing a dog in a studio setting.

**Francie Baltazar Stonestreet** - "WWOW - The Wonderful World of Weddings"

Ever wonder what it would be like to shoot a wedding? What it takes to be a wedding photographer? This program is designed for those who might be interested in wedding photography and want to learn about the Wonderful World of Weddings. In this program will be introduced to: Best business practices, Equipment requirements, Wedding day workflow, Lighting, Posing, Post processing workflow.

**Alison Tyler Jones** - "Status Quo or Time To Fly?"

Is your business stagnant or declining? Are you losing clients to shoot and burn photographers who give everything for next-to-nothing? Is your marketing just not cutting it anymore? Maybe your clients are so price-sensitive that you can't make a sale without giving some kind of a discount. Do you feel like you've compromised your vision, just to make a buck?

It's time to take control, take some risks and try a different approach; an approach that will help you: Build a sustainable business around your unique strengths with fewer clients than you ever thought possible. Innovate by ignoring the competition and focusing on what YOU do best.

**Madonna Lovett Repeta** - TBD

More information to follow in the upcoming months

"The difficulty lies not so much in developing new ideas as in escaping from old ones."

"The difficulty lies not so much in developing new ideas as in escaping from old ones."

~John Maynard Keynes



Photographers looking for new inspiration or extra professional development don't need to go far this fall. From October 3-17, dozens of studios across the country will host daily workshops as part of Super 1 Day—another educational benefit from Professional Photographers of America (PPA). Super 1 Day is designed to fit anyone's educational needs and schedules with classes featuring portrait and wedding photography, posing and lighting, digital retouching and workflow, sales and marketing strategies and much more—a full day of peer-to-peer photography education. Super 1 Day is a bi-annual, learning extravaganza taught by professional photographers for professional photographers (being a member of PPA is not required to attend). PPA calls upon its members to volunteer to teach and share their strategies and techniques with fellow artists. The result of Super 1 Day is a more skilled and cohesive photographic industry, aligning with PPA's mission as a nonprofit to help photographers be more.

PPA photographers will earn one service merit for attending each workshop. Registration for Super 1 Day Photo Workshops is available for \$99 until September 27, 2016. All Super 1 Day attendees will receive the bonus pack, featuring offers and discounts from several photographic companies.

**CHECK OUT THE PPAM MEMBERS WHO ARE HAVING CLASSES HERE IN MASSACHUSETTS - FOR REGISTRATION INFORMATION CLICK [HERE](#)**

**Worcester**  
**Fine Art Boudoir**  
**Course #MA01**  
**Jeffery A. Baker, CPP**

**Course Date: Friday, October 7, 2016**

**Course Hours: 9am - 5pm**

Step into the studio and step out of your shell. This is your opportunity to learn about the exciting world of fine art boudoir photography and how to incorporate it into your studio.

**Dunstable**  
**Competition Tune-Up**  
**Course #MA04**  
**Ella Carlson M.Photog.,M.Artist,Cr.,CPP,EA-ASP**  
**Alison Miniter M.Photog.,Cr.,CPP**

**Course Date: Tuesday, October 4, 2016**

**Course Hours: 9am - 5pm**

If you're ready to get competitive, you've come to the right place! Whether you're entering print competition for the first time or have been there but want to see your scores improve, this course is a must-have.



**Rockland**  
**Beauty & Boudoir**  
**Course #MA05**  
**Stephanie Olsen, CPP**

**Course Date: Friday, October 7, 2016**

**Course Hours: 9am - 5pm**

Sit back, watch an expert in action and learn how to bring more to your beauty and boudoir sessions. This day is all about refreshing what you already know and learning what you don't. Discover how to do it better and dazzle your clients!

**South Weymouth**  
**Lighting and Your Style**  
**Course #MA06**  
**Andreia Makkas, CPP**

**Course Date: Monday, October 3, 2016**

**Course Hours: 9am - 5pm**

Have you ever been asked to do something that wasn't within your abilities? Do you struggle saying "No" to clients because "the customer is always right?" In this course, you'll learn how to stop being everyone's photographer and start doing what you love to do – better than anyone else.

**Whitman**  
**Jumping Into Print Competition**  
**Course #MA07**  
**Cathleen Broderick, M.Photog., CPP**

**Course Date: Monday, October 10, 2016**

**Course Hours: 9am - 5pm**

Print competition . . . What's the big deal, really? Actually, it IS a big deal because it's an excellent opportunity to better your photography, push yourself and excel on a larger platform. The experience of print competition is a fantastic way to set yourself apart and demonstrate your level of professionalism.

**Worcester**  
**A Successful Wedding Business (In Portuguese)**  
**Course #MA08**  
**Alice Pepplow, CPP & Andreia Makkas, CPP**

**Course Date: Sunday, October 9, 2016**

**Course Hours: 9am - 5pm**

(Course is taught in Portuguese) Do you have what it takes to create a booming wedding business? After this workshop, you will! Whether you're a novice or just want to do it better than you have, this course holds the key for you – and a successful business!

**FOR REGISTRATION INFORMATION CLICK [HERE](#)**



**Worcester**

**Back to Basics With Business (in Portuguese)**

**Course #MA09**

**Alice Pepplow, CPP**

**Course Date: Monday, October 10, 2016**

**Course Hours: 9am - 5pm**

(Course is taught in Portuguese) This course is all about the basics – of business, that is! Step away from the camera, the lighting and the computer for a moment and focus on creating a successful studio.

**FOR REGISTRATION INFORMATION CLICK [HERE](#)**

**“Creativity is contagious. Pass it on.” — Albert Einstein**

A black and white photograph of a young boy wearing a cowboy hat and a plaid shirt, holding a flag with a single star. The background is a blurred outdoor setting with a fence and trees.

**REGISTRATION IS OPEN!**  
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## Professional Photographers Association of Massachusetts

Application for Membership Please visit the PPAM [website](#) to apply for membership and pay with a credit card. Or mail this application with a check or money order (made out to PPAM) to:  
Dianne Marshall, 467 Teaticket Hwy, East Falmouth, MA 02536-6528

### Applicant Information

Name: \_\_\_\_\_  
Studio or Firm: \_\_\_\_\_  
Mailing Address: \_\_\_\_\_ City or Town: \_\_\_\_\_ Zip: \_\_\_\_\_  
Daytime Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_  
Email: \_\_\_\_\_ Web Site: \_\_\_\_\_ PPA Member: ☐ No ☐ Yes  
PPA# \_\_\_\_\_ Photographic Degrees: ☐ Master ☐ Craftsman ☐ PPA Certified ☐ Other \_\_\_\_\_

Membership Category: ☐ Professional (\$195) ☐ Sustaining\* (\$195) ☐ Student\*\* (\$45) ☐ Retired\*\*\* (\$45)

\*Sustaining memberships are extended to any photographic supplier or service organization with an interest in professional photography in Massachusetts but does not include voting privileges or the right to hold office in PPAM. \*\*Students seeking membership must submit a copy of student ID with application. \*\*\*Retirees seeking membership must be retired and have been a member of the association for 15 years or more and be 60 years or older. Retired means you no longer earn income through photography, no longer own a photographic studio, maintain a website or advertise photographic services.

How did you hear about PPAM? \_\_\_\_\_

All membership applications are subject to PPAM Board approval. Annual Membership begins on the day you first join PPAM. Dues will be due each year on that date. Membership dues provide admission to all programs sponsored by PPAM including the annual convention.

If you have questions, please contact Dianne Marshall @ 508.457.9331 or by [email](#).