



PPAM NEWS

www.ppam.com

April 2017

MONDAY, APRIL 24, 2017

MIKE RIDINGER PRESENTS “IT’S A KID’S LIFE”

*at the Hampton Inn, 319 Speen St, Natick MA * Doors open at 9am * Program 10am - 4pm*

“Kids!”

Sometimes just the mention of them sends terror into the hearts of photographers. Seen as the apple of a parent’s eye, viewed as small demolition experts by studio owners. A child will either totally shun and wreak havoc on your time with them, or willingly be your best friend. It is our job to break down that wall and get them to trust us. Once you have gained their trust, they will be like putty in your hands. Mike acts silly. Mike lets them be silly. Mike makes mom be quiet.



Join Mike Ridinger as he walks through a children’s consult to show how he connects with a subject going into detail on what works and what doesn’t. From location, props, clothing, everything is planned-out ahead of time.

Mike will also go in depth on lighting, from available light to studio light, he will do a hands on approach to learning. Mike believes lighting is a major part of the session and, has a tendency, to be the most over-looked. He will be using studio lighting, locational lighting and reflectors as well. He will also talk about photographing children with a timeless and classical look, using Rembrandt lighting as a base. From meeting the child and making a connection with them, and then a short live session photographing a child. You have to be able to connect with your subject, and with children once you gain their trust you will have their complete cooperation (almost). He will show some of his tricks and tips to get the child to pose how he wants. He will also show how one quick lens change can add a whole new dimension to your photography, adding dollars to your bottom line.

As a bonus Mike will talk about how he runs his studio with AAA customer service and a great product. Customer service starts on the very first phone call, and goes all the way to the hand-written thank you after the order is picked up. Studies are showing that customer loyalty is based on how well you treat your customers. It’s not even about the best product most of the time. However, when you add a great product to great customer service, you will win.

Mike & Jessica Ridinger own and operate their studio in beautiful downtown Lewiston, Idaho. Mike was recently awarded his PPA Craftsman Degree at Imaging USA. He is a past President of Professional Photographers of Idaho, and is regarded by many as one of the best mentors in the industry. He is constantly giving back his knowledge to his fellow photographers. Join Mike on Monday, April 24th and learn all you can about “It’s a Kid’s Life”.

(continued on page 2)



"It's a Kid's Life"
Registration Open
Sign Up Now

Member Registration - *Free*

Affiliate Registration - \$59

*(Special affiliate pricing until 4/10 - save \$20,
regular price \$79)*

Non-member Registration \$99

Mike Ridinger is sponsored by



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SweetLight Systems



*Learn more about Mike
at his [website](#)*



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What a great convention! For the past two years the collective YOU have been on my mind every day. From adding value in order to maintain membership, attracting new members, working closely with the PPAM board to dealing with budgets and bylaws - and so much more - yes, I've been thinking about you!

On April 30th my time as your president will come to an end but rest assured, I will continue to think about the wonderful people who've been a part of this experience - you've left an imprint that won't soon be erased.

PPAM offers so much for personal and professional growth but you can't be passive - you have to be active. The more you invest in PPAM, which is truly an investment in yourself, the greater the return. This year has much more to offer so mark your calendars for Mike Ridinger, David Hilton, Jared Platt, Pat Cahill and ...

For me one of the greatest returns I've gained from this wonderful organization has been the special relationships. It takes many people to keep this association a vibrant and thriving community. And it takes a committed and dedicated board to make things happen. I'd like to thank all of them for their time and efforts in making this past year a successful one.

I'd especially like to thank your hard working VP's Jen Clark, Joyce Holt, Dianne Marshall, Steve Sedman and Paula Swift. Without them I would not have been able to do my job as effectively.

Recently I read something that I'd like to share with you - "We all need people in our lives who raise our standards, remind us of our essential purpose and challenge us to become the best version of ourselves." It is my hope that all of you continue to invest in PPAM - because I know that it can be a part of what helps you to raise your standards, remind you of your essential purpose and challenge you to become the best version of yourself.

You have all shown me such kindness along with a true community spirit. I am confident you will continue in that regard with Steve Sedman as your new leader! Congratulations to him and his new board!

It has been my honor and privilege to be PPAM President. Thank you, all of you - for being a part of this journey.

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

PPAM President's Award

Susan Asaro awarded her President's Award this year to VP of Membership, **Dianne Marshall**.

Dianne went above and beyond the call of duty and Susan praised her for her volunteer efforts. Dianne is always ready to lend a helping hand no matter how busy she is.

Congratulations, Dianne, your award is well deserved!



Linda Pedi Receives Lifetime Membership!



The very lovely **Linda Pedi** received one of PPAM's highest honors - Lifetime PPAM membership! Joe Dunn had the honor of presenting Linda with her new membership card. Linda has dedicated her services to PPAM for many years. She has selflessly given of her time even though she has never been a photographer. Congratulations, Linda!

Amy Rader Receives the 2017 National Award



Congratulations to **Amy Rader** who received the National Award at the awards ceremony Sunday February 26, 2017. Last year's recipient Mark O'Connell had the privilege of presenting the award to Amy.

The National Award is provided by the PPA to national, regional and international affiliated associations which confer this special honor in recognition of outstanding service to professional photography performed by an individual.

Amy has dedicated many hours of her time and we congratulate you, Amy, for your many outstanding contributions to PPAM and to professional photography.

JUST ADDED

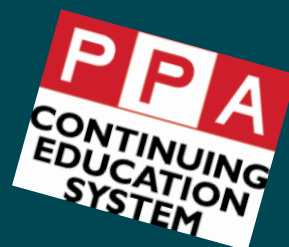
David Hilton Workshop

“Thrive, Don’t Simply Survive in today’s portrait business”

May 8, 2017

Time: 9:30AM - 4:30PM
Location: ASA Photographic
71 Faulkner St., #215
N. Billerica, MA
Limited Availability

REGISTRATION OPEN



In this workshop, join David Hilton as he gives you the tools that the top 5%, thriving studio owners do differently than the other 95% who are simply just surviving.

Breaking free of the myths that hold so many studio owners back, it’s not the economy, not the customers, not the competition... the power is within you!

This program will teach you step by step the necessary adjustments to make to your mindset and your business to ignite your career. Key concepts taught in this program include:

- Understanding your personal motivation & what holds you back, with the strategies to break through those barriers.
- Understanding your personal and business brand that customers will crave to own.
- Relation marketing as a powerful, yet inexpensive, means to rapid business growth.
- Building your customer journey from first encounter to the final thank you note and referrals so that during the order session customers are predisposed to wanting to own their portraits.
- Knowing how to manage your time, so that you run the business, rather than the business running you.

This program will help you achieve your dreams, perhaps even taking you to success that you never thought possible.

David Hilton doesn’t just talk, he makes a difference! He will help you see your business from a whole new perspective and provide you with the tools to make your business potentially the most valuable asset you’ll ever own.

David is president of Strategic Vision Business Development Corp. For more than 10 years David was a Senior E-Myth Coach (Michael Gerber’s E-Myth Revisited); he has taught Dale Carnegie’s Management Program and was an Independent Business Advisor with Glazer-Kennedy’s Insider’s Circle. You’ll find more information about David on his [website](#).

This is a PPA Continuing Education System Workshop. All PPA attendees will receive 1 PPA merit.

PPAM & All Affiliate Members - \$55 • Non-Members - \$75

****LIMITED AVAILABILITY - REGISTER NOW****

Andreia & Trish thank you...



The 2017 PPAM Image Competition brought record numbers of entries with 304 images judged.

There were 190 Digital, 114 Print entries, including 3 - Master's Choice, 4 - Folios, 5 - Albums (all out of state) and 15 - Creative Theme prints.

This was a HUGE job, so Andreia Makkas and



Patricia Walsh Slaven as Image Competition Co-Chairs could not have handled all these entries without an amazing team of PPAM volunteers.

Starting with the case opening team at Patricia Walsh's studio in Hanover - thank you to: Alice Pepplow, Cathy Broderick, Steve Sedman, Jen Clark, Karen McCall, Susan Asaro, Mauricio Moreira, Bill Mahoney, Denise Carty, Steve Shostek, and Mark Slaven.

A big thank you to our Master photographer mentors who generously donated their time offering critiques and seminars in the months leading up to competition: Nancy Green, Ed Pedi, Paula Swift, Cathy Broderick.

The dream team of volunteers from the weekend at the Dedham/Boston Hilton setting up the Competition room with laptops, lights, audio equipment, print easels, Club 79. Volunteers reading the titles, scoring, labeling, putting on corners and putting together the print display - thank you to: Steve Sedman, Scott Levine, Anthony Colella, Patrick Brosnan, Melvin Guante, Kris Ventresco, Mauricio Moreira, Udi Edni, Ann Dreiker, Cassandra Sullivan, Hilary Wood, Mark Maiden, Karen McCall, Pam Doke, Ella Carlson, Cathy Broderick, John Lenis, Jane Staid, Paula Swift, Sue White, Joanne Aleo, Susan Ogar, Linda Pedi, George & Gail Lucozzi and the hospitality crew.

Thank you to our judge's panel - JC, Jeff Dachowski, Mark Sweeney, Francie Baltazar Stonestreet, Madonna Lovett Repeta, Mark Stevens and Kelly Schulze for their thoughtful critiques and professionalism as a panel.

We want to thank everyone who entered the competition, those that continue to compete and those that took their first step. Competing we inspire and encourage each other to be the best photographers we can be!



PPAM 2017 Image Competition Awards

Congratulations to the following:

Photographic Excellence Award - **Ella Carlson**, average score 86.75

Runners-up: Susan Asaro, average score 85.50
Michael Petrizzo, average score 85.25
Karen McCall, average score 84.75
Ed Pedi, average score 84

Court of Honor Awards

Court of Honor - Portrait: "Anjelica" - **Karen McCall**

Court of Honor - Wedding/Social Event: "Ashley" - **Alice Pepplow**

Court of Honor - Illustrative/Unclassified: "The Ancient One" - **Ella Carlson**

Court of Honor - Conceptual Imaging: "Hearts Afire" - **Susan Asaro**

Court of Honor - Out of State: "Just The Two of Us" - **Larry Spencer**

Highest Scoring Image by a Certified Professional Photographer: "La Petite Mademoiselle" - **Andrea Joliat**

Highest Scoring Image by an American Society of Photographers (ASP) member: "La Petite Mademoiselle" - **Andrea Joliat**

Highest Scoring Image by a First Time Entrant: "Puppy Step" - **Ann Lyle**

Highest Scoring Print sponsored by ACI: "La Petite Mademoiselle" - **Andrea Joliat**

Sunset Print Award sponsored by Lexjet - "La Petite Mademoiselle" - **Andrea Joliat**

Masters Choice: "After the Storm" - **Patricia Walsh Slaven**

WOW Award sponsored by WHCC: "Puppy Step" - **Ann Lyle**

PPAM Specialty Award sponsored by Goss Photo - Weddings: "Quiet Contentment" - **Alice Pepplow**

Creative Theme "Touch" - **Susan Ogar**

Congratulations to all who entered!

Winning images will be displayed on the PPAM website after all district and national competitions have been completed.

Meet Your NEW PPAM Officers

The new PPAM Executive Officers for the 2017 - 2018 year were voted in at the convention annual meeting on Saturday February 25, 2017. They were sworn in at the Awards banquet by PPA Board of Director, Jeff Dachowski.

Your new slate of officers are:

President - Stephen Sedman, M.Photog.Cr.

VP of Programs - Dan Doke, M.Photog.Cr., CPP

VP of Technology - Paula Swift, M.Photog.Cr., CPP

VP of Communications - Cassandra Sullivan, M.Photog., CPP

VP of Membership - Gayle Bannister

VP of Finance - Jen Clark



Also voted in is Recording Secretary, Susan Ogar along with new Members-at-Large Anthony Colella, Connie Drapeau Kennedy, Mark Maiden, Karen McCall, M.Photog.,Cr., Lee Geishecker and Joseph Turner.

Board members volunteer their time for a one-year term. If you are interested in serving on the board please contact a board member for more information. You may also visit the [PPAM website](#) for bylaw information which lists duties and responsibilities. The new slate of officers' term begins on May 1st. Congratulations!



See more of the PPAM Convention photos on the PPAM Facebook page [here](#) and [here](#).

"Never be afraid to try something new, because life gets boring when you stay within the limits of what you already know." ~ Anonymous

PPAM Service Degree and Merits

By Gail Lucozzi, PPAM Degree Chair

Our 2017 Convention was FANTASTIC-made better thanks to our fabulous board and our many volunteers. Thank you to all involved!

This is an exciting year! Not only did we have a FANTASTIC convention, we also have new medals for our PPAM degrees! And boy are they sexy looking! Read on to see which members are now adorned with the new medals!

As the Degree Chairperson, it is my pleasure to acknowledge our members who have continually challenged themselves to learn and grow through image competition. PPAM Print Merits are awarded based on individual print scores and any additional photographic awards earned. Once a member has accrued 50 PPAM Print Merits, they are awarded the Photographic Excellence Degree symbolized by the PPAM medal on a Blue ribbon. For each additional 50 PPAM Print Merits, prior recipients receive a Gold Star.

This year at the convention the Photographic Excellence Degree was awarded to **Sally Bowen** and **Mauricio Moreira**. While **Susan Asaro** earned her first star, **Ella Carlson** earned her second star, **Dan Doke** earned a third star, and **Karen McCall** was awarded her fourth star.

My deepest and humblest apologies go out to **Patricia Walsh-Slaven** who earned her Photographic Excellence Degree at the 2017 convention but due to an administrative error was not awarded her medal at the convention. Please join me at the April Workshop where it will be my pleasure to award her degree.

Our Service Degree is earned when a member accrues 50 services merits through continued membership, volunteering and being involved in the running and leadership of PPAM. The PPAM Service Degree is symbolized by the PPAM medal on a Green ribbon with each additional 50 PPAM service merits accruing a Gold Star.

When members who hold one degree (Service or Photographic Excellence) earn the other, they trade their Blue or Green ribbon in for a Red ribbon symbolizing that that member now holds both degrees. This year **Amy Rader**, **Stephen Sedman** and **Cassandra Sullivan** are both adding the Service Degree to their list of accolades and will from this point forward wear our NEW prized PPAM medallion on their new Red Ribbons!

Check them out and if you'd like to update your medal, bring \$10 to the April workshop and you can switch yours out! Congratulations to all! And please, submit your service merit requests every year! It's easy, just visit the Members Area of the webpage to [download the form](#). For anyone wanting to become more involved, please contact Volunteer Chair, [Lisa Tommaney](#) for opportunities. Remember, we must "Evolve to Succeed"!



A Thank You from your VP of Membership

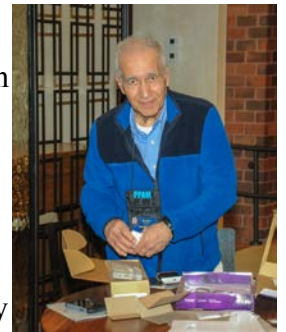
It's always fun to work with PPAM members during the convention. The registration table was a busy place, and with the help of these members, it ran smoothly. A big 'THANK YOU' to Timothy Lebel and Paul Oliver, who helped with stuffing envelopes, set up and check in; Joyce Holt, Naomi Waters, and Susan White for being there during the rush before each program. And a shout out to VP Finance, Jen Clark, my partner throughout the entire weekend, for her help processing the new and renewing members.

Gayle Bannister took the scholarship fundraising to new heights with the implementation of the silent auction. Gayle is your new VP Membership, and from what I saw during the convention, you will appreciate her attention to detail and friendly smile. Thank you and welcome aboard, Gayle!

Also working with membership, Lisa Tommaney, our Volunteer Coordinator, has made volunteering, for all positions during the convention, an easy process with the use of SignupGenius. It's one of many tools we now utilize to facilitate the task of running the convention. Thank you, Lisa, for getting this up and running again this year!

Gail Lucozzi has been logging your volunteering efforts for years in order to reward you with the Service Degree. This was her last year, and we can't thank her enough for the dedication she has shown to PPAM. The new Degree Chairperson will have a great head start with the materials and processes she has created over the years. You received a Service Degree form in your packet. Fill it out, drop it off or email the form to keep track of your volunteer hours this past year.

And then, there is our senior Lifetime Member, Dan Bitar. He is PPAM's Parliamentarian and it's also his last year on the board. His knowledge of Robert's Rules has streamlined the board meetings and has made us all aware of just how efficient we can be. We're grateful for his sound judgement and perseverance to update the PPAM by-laws. Thank you, Dan, for another successful year!



When I was asked to take this position I didn't realize how much I'd learn in the capacity as a board member of PPAM. It has been a rewarding three years as VP Membership. I appreciate the recognition of the President's Award from Susan Asaro, PPAM President. But it's the friendships earned along with meeting each and every one of you that has made this chapter of my professional career a success. If you are ever asked to volunteer for PPAM, just do it knowing you'll be continuing the long tradition of service to this wonderful non- profit organization.

Fondly,
Dianne Marshall, VP Membership



CREATIVE THEME for 2018 PPAM Photographic Competition

Congratulations to Susan Ogar, for winning the 2017 Creative Theme Award with her interpretation of TOUCH. The winning image was chosen by secret ballot of PPAM peers.



As the winner, Sue has the distinct honor of choosing the theme for next year's competition. She has chosen "Dream"! It's not too early to start 'dreaming' about your creative interpretation. What will yours be?

DREAM



A Big Thank You!!!

"PPAM Tradeshow 2017!!!!

Yes, Yes, Yes! A BIG Shout out to all of our participating vendors: ACI, Alkit, Album Epoca, Heart of a Servant, Hunts, Mac Group, Sony, Sigma, Spider Camera Holster, Tamron, Westcott. Your presence and great prices made our tradeshow a huge success - the attendees were appreciative. With your support, commitment, and contribution you help keep the life line of our organization thriving.

Naomi Waters
PPAM - Tradeshow Chairperson

Be more involved in YOUR photography association! Email Volunteer Chair [Lisa Tommaney](#) to learn more.

Convention Wrap Up from VP of Finance, Jen Clark

That convention was great! So many new faces and lots of familiar faces. I think everyone had a really positive experience.

From the finance point of view, the convention was a fabulous success! We took in quite a bit of money for the non-member admission and we had several member renewals and several completely new members join. Gotta love that.

Image Competition was also a huge draw this year, with lots of entries in both the physical print category and the digital entry. Patricia Walsh-Slaven and Andreia Makkas made the Image Competition Chairperson job look easy, and I know that it is far from easy. Thank you for all your work and enthusiasm.

I have to thank Gayle Bannister, the scholarship chair, for doing such an amazing job with the drawings and first-time-ever online auction. We more than doubled the amount raised last year because of all the super items donated from our favorite vendors, and the innovative use of the online auction. I think we will continue to implement that as part of our scholarship fundraising efforts.

Nancy Green, our amazing hotel chair, handled the good, bad and the ugly during the convention, smiling all the way. I can only imagine how much work went into that job, and I thank you for all your efforts. Melvin Guante gathered a super lineup of speakers for us this year. I hope you all enjoyed the programs. The one speaker I got to see was fabulous! Thank you for all your work. I know it can be like herding cats sometimes, but you did it with your usual style and good humor.

Also, I would like to thank my registration table buddy, Dianne Marshall for keeping track of all the things I didn't know about and teaching me all the things I needed to know about the registration table function. Di, I couldn't have done it without you!

We had several helpers throughout the weekend - Tim Lebel helped on the free day; Mike Stone sat in at the table for a while; Amy Rader kept us company and entertained and I'm sure I'm forgetting someone... Thank you all for helping us make the registration process smooth and enjoyable.

And of course I have to thank our President, Susan Asaro for her boundless energy and imagination. PPAM is lucky to have had your leadership for the past two years, and I certainly appreciate all the help and guidance you have given me in this VP of Finance journey.

Overall it was quite the experience to see how the convention is put together, and I look forward to many more years of education, fun and friends with PPAM.



Financial information for the Professional Photographers Association of Massachusetts is available upon request.
Email VP of Finance, [Jen Clark](#) or call 508-432-5083

The F-Stops Here

Congratulations to the following PPAM members who each won a \$100 Scholarship at the 2017 convention. They got their 'lucky' ticket attending convention programs. The scholarship can be used for continuing their photographic education. The winners are **Yvonne Holt**, **Sue Teplansky**, **Paula Swift**, **Karin Nystrom**, **Bob Joynt**, **Tracy Gilford**, and **Joyce Holt**. For information on how to redeem your scholarship, contact [Jen Clark](#), VP of Finance.



Two PPAM members will be offering **PPA Super One Day workshops** this May.

Jeff Baker of Worcester will be offering a class on "Fine Art Boudoir" on May 12.

And, **Cathy Broderick** of Whitman will be offering "Print Competition -Jump on in!" on May 13. For more information visit [PPA Super One Day](#). Register by May 3 for only \$99.

WELCOME NEW PPAM MEMBERS!

Please extend a warm welcome to our newest PPAM members.

Patti Driscoll of Patti Ann Photography, Marshfield, MA; **Lisa King** of Lisa Anne Photography, Dartmouth, MA; **Tom Dunlap** of Tom Dunlap Photo, Sharon MA; **Karen Hocker** of Karen Hocker Photography, Bedford MA; **Yvonne Holt** - Student from Chelsea MA, **Karl Jacobson** of KEJ Photography, Hubbardston, MA; **Jean Kirby** of JBK Photography, N. Falmouth, MA, **Rich Logan** of Blazing Light Photography, Inc., S. Deerfield, MA, **Ksenia Verdiyany** of Verdi Studio, Nashua NH, and **Ed Wojtaszek** of Edek's Photos, Chelmsford, MA.

We encourage you to become an involved member – it is the best way to learn and make new friends! If you would like more information please email [Lisa Tomaney](#). We look forward to getting to know you during this membership year and in the years to come. We welcome you into our organization so please do not hesitate to call any member for assistance or information. We're more than willing to help one another!

Did you know? PPAM offers a web link from our web page at no additional charge. Please check the [website](#) to make sure your information is correct. Take a moment to review your member information and 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 [Paula Swift](#), VP of Technology.

Thanks, new members, for joining our PPAM organization. We welcome you to one of the finest professional organizations in Massachusetts!



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SCHOLARSHIP FUNDRAISER IN REVIEW

By Gayle Bannister, PPAM Scholarship Chair



A BIG thank you to Naomi Waters, Sue Asaro, Linda Pedi, Joyce Holt, Mike Stone, and Nancy Green for helping me procure prizes for the drawings and online auction.

The generosity of Ken Wilson from ACI, Gary Farber from Hunt's, Paula Swift, Ella Carlson, Nancy Green, Ed Pedi, Jen Clark and so many

others helped to make this fundraiser a success...not to mention all of the vendors who donated readily when I contacted them: Lenzart, WHCC, H&H, Wacom, Miller's, Zenfolio, ShootProof, Steve Bedell, Richmond Color, PPANE, Maine PPA, Photodex, Photo Flash Drive, OnOne Software, Nations Photo Lab, McKenna Pro, Kendall Hartcraft, DataColor, and Alkit. Thank you sincerely to Topaz Lab, PPA, Sticky Folios, Joel Whitney Frames, Levin Frames, HB Packaging, Hilton Hotel, GW Moulding, and Pocket Wizard.

Thank you to Dianne Marshall, Sue Asaro, and Melvin Guante for guiding me through the whole process, and especially to Sue Ogar who brought my idea of silent auction to a whole new level when she recommended doing it online!

I apologize if I have forgotten anyone. Surely I have! There were so many people who helped me, and I appreciate each and every one of you. THANK YOU for helping to raise almost \$3,000, which will help us continue our individual journeys to educate ourselves in the amazing art of photography!



A Word from Hospitality

by George Lucozzi, PPAM Hospitality Chair



2017 PPAM Convention Hospitality was once again a big success. I always love to see everyone get together, kick back and relax after a long day of volunteering, learning, and competing in print comp. As luck would have it not only did we find ourselves in the midst of some sort of mid-winter heat wave, we had a beautiful terrace in which to take advantage of! Who would have thought we would be socializing outside at night in February! Hospitality has always been one of my favorite parts of the convention, as you can make connections and trade war stories with others that can truly share and understand the crazy life we lead behind the camera.

As much as I might try, there is no replacing the touch of a lady when it comes to all those fine details. I would like to send a BIG THANK YOU to Linda Pedi, Susan Ogar, Nancy Green, Sue Asaro and my irreplaceable better half, Gail Lucozzi as always. Wouldn't have been the same without all of you! I would also like to thank all those that helped close the room down at the end of each night so I could get to bed that much sooner!

Already looking forward to next year!



SCHOLARSHIP DONATIONS - LUCKY WINNERS

This year, we had a fantastic assortment of items donated by our many sponsors and supporters of PPAM.
Congratulations to all of the scholarship raffle winners!

Winners/Prize/Vendor who donated

Catherine Pfau/ 11x14 Metal Print/ACI
Joe Turner/Artistry Accordion Book set/ACI
Patti Driscoll/Gallery Wrap/ACI
Tom Dunlap/Competition Printup to 20x24/ACI
Patrick Brosnan/Wall Cling up to 78x48/ACI
Cassandra Sullivan/Econo Layflat Album/ACI
Dianne Marshall/Econo Layflat Album/ACI
Susan Symonds/\$50 in free printing/Alkit
Ann Dreiker/Spyder CHECKR/DataColor
Naomi Waters/Video: Sales Made Easy/Ed Pedi
Susan Asaro/3-Hr Mentor Session/Ella Carlson
Patti Driscoll/\$50 Gift Certificate/GW Moulding
Jen Clark/9x9 Leather Wrap Albumwith Leather Envelope/H&H
Jen Clark/\$200 Gift Certificate/H-B Packaging
Jeff Cutler/Free Hotel Night/Hilton Hotel
Joe Dunn/\$50 Gift Certificate/Hunts Photo & Video
Danielle St. Jean/\$50 Gift Certificate/Hunts Photo & Video
Patti Driscoll/\$50 Gift Certificate/Hunts Photo & Video
Gloria Bannister/11x14 Print & Frame Package/Joel Whitney Picture Frame
Nancy Green/\$100 Gift Voucher/Kendall Hartcraft
Gloria Bannister/20x24 Gallery Wrap /Lenzart
Susan Symonds/24x30 Studio Pro Print /Lenzart
Yvonne Holt/ 24x60 Heavyweight Display Banner/Lenzart
Cassandra Sullivan/\$50 Gift Voucher/Levin Frames
Joe Vekeman/16x20 Metal Print w Gallery Mount/McKenna Pro Lab
David Marshek/\$150 Deep Matte Prints/Millers
Georgia Green/100 Lay Flat or Folded Foil Cards/Millers
Sue Ogar/3-Hr Mentor Session/Nancy Green
Paul Oliver/\$100 Gift Certificate/Nations Photo Lab
Jen Clark/ON1 Photo Raw 2017/OnOne Software
Andreia Makkas/Storytelling Portrait Book/Paula Ferazzi Swift
Meri Bond/Storytelling Children &Family Photography Workshop/
 Paula Ferazzi Swift
Patti Driscoll/\$100 Gift Voucher/Photo Flash Drive
Jeff Cutler/\$100 Gift Voucher/Photo Flash Drive
Wayne Tarr/Pocket Wizard x2 pack/PocketWizard c/o Hunt's
Linda and Ed Pedi/Free Pass – Imaging USA/PPA
Wayne Tarr/One Year Membership/PPA
Wayne Tarr/PPA Charities Bracelet/PPA
Barry Okun//Membership/PPANE
Patti Driscoll/Convention Pass/PPA ME
Gloria Bannister/Three Printing Vouchers/Richmond Color Lab

Paula Swift/Three Printing Vouchers/Richmond Color Lab
Susan Symonds/Three Printing Vouchers/Richmond Color Lab
Dianne Marshall/Tshirt, Pin, 1-Yr Subscription/ShootProof
Patti Driscoll/Natural Light Ninja Video/Steve Bedell
Sue Teplansky/1-Yr Membership/Sticky Albums
Dianne Marshall/Complete Collection/Topaz
Lisa Fischer/Texture Effects 2/Topaz
Rita Paul/Glow 2/Topaz
George Lucozzi/Impression 2/Topaz
Naomi Waters/Intuos Pro Medium Tablet/Wacom
Dianne Marshall/Photo Album/WHCC
Tony Colella/Image or Wood Box/WHCC
Wayne Tarr/16x20 original Woody Walters illustration/donated by Jen Clark
Wayne Tarr/1-Yr Pro Level Acct/Zenfolio

A Big PPAM Thank You to our 2017 Sponsors & Tradeshaw Vendors*

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*Click for more information

Upcoming Calendar of Events

April 24, 2017 PPAM Seminar, Mike Ridinger “It’s a Kid’s Life”, Natick MA

April 24, 2017 PPAM Board Meeting immediately following seminar, Natick, MA

May 8, 2017 PPAM Workshop, David Hilton “Thrive, Don’t Simply Survive in today’s portrait business”, 71 Faulkner St., N. Billerica, MA

June 26, 2017 PPAM Seminar, Jared Platt, “Lightroom and Digital Workflow”, Natick, MA

September 18, 2017.. PPAM Seminar, Pat Cahill “Sports and Underclass for The Traditional Studio”, Natick, MA

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: _____
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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 email [Dianne Marshall](#) or call 508.457.9331.